

FOR IMMEDIATE RELEASE

Jim Kolassa Named ACOM Solutions, Inc. Channel Sales Manager, Extensive Document Management Experience Critical to New Role

Long Beach, California and Atlanta, Georgia, October 22, 2009 – Long time [document management](#) and technology sales executive Jim Kolassa has been named channel sales manager in the Channels Division of ACOM Solution, Inc., it was announced today by Division Vice President Joe Torano. Kolassa will be based in ACOM's Georgia office.

"Jim Kolassa's career has been marked by deep and varied experience in virtually all dimensions of technology sales," Torano said in making the announcement. "This background makes him immensely valuable not only to ACOM, as a sales executive, but to our clients as well, because he can apply a unique combination of skills and knowledge to virtually any technology, channel sales or service challenge. Having worked extensively with Jim in the past, I am well aware of his abilities and am excited to be resuming our business relationship."

Immediately prior to joining ACOM, Kolassa was a consultant in channel sales and business development with Houston-based Business Development Management Associates and earlier, he was with Premier Global Services, Inc. representing the company's advanced document and communications management products to Fortune 500 companies such as healthcare giant Humana, Inc. and worldwide agricultural machinery leader AGCO. Previously, he had spent several years as vice president of sales at Village eDocs, a major document management solutions developer and marketer.

"My objectives at ACOM will be to work with carefully selected resellers that we deem among the brightest and the best," Kolassa said. "When they join our program we provide them with heavy lead support immediately so they can be productive with ACOM right from the gate."

Kolassa received his B.S. from Western Michigan University, Kalamazoo and an MBA from the University of Indiana, Bloomington. He began his career with IBM, and has also held sales and business development positions at Hitachi and at Agilysys, Inc.

"I have been familiar with the ACOM name and reputation since early in my career," Kolassa noted. "We share a history in the IBM midrange market, and I'm excited to now be part of their channel sales team."

About ACOM's Value-Added Reseller (VAR) Success Program

ACOM's VAR Success Program includes a 4-step methodology to help VARs start generating opportunities and closing deals within the first week. ACOM's Channel Sales Team is positioned to support our VARs with joint sales calls, webinars, marketing, proposals, and training. The Success Program also provides VARs with a valuable set of unique Sales and Marketing support tools, including: ACOM's "[VAR Online Marketing Boot Camp](#)"; ACOM's "VAR Website Review & Recommendations" by an online expert; "Pay-per-Click in a Box"; the "Jumpstart Sales Program"; as well as a variety of "Ready-To-Go Marketing" campaigns.

About ACOM Solutions, Inc.

For over 26 years, ACOM has been [automating document and payment processes](#) for more than 4,000 organizations, across all industries. ACOM develops solutions that are best suited for tactical deployments in the accounting/financial departments of mid-size organizations. ACOM's solutions integrate with any financial/ERP system to extend that system's capabilities and provide organizations with some very significant benefits: the solutions are easy to use, affordable, and are typically implemented within 2-3 days. They dramatically improve the efficiency within an organization by automating their previously manual, paper-based processes. All of these process improvements significantly decrease an organization's costs, which provides an immediate ROI and quickly justifies the investment in ACOM. Likewise, by incorporating ACOM's solutions into their product offerings, ACOM's partners can bring this valuable set of additional cost-saving ERP enhancements to their clients. For more information, call 800-603-6768 ext. 108, email partnerinfo@acom.com, or visit <http://www.acom.com/channels>

###