

FOR IMMEDIATE RELEASE

## Patrick Nguyen Named ACOM Channel Sales Manager; Brings Extensive Sage Channel Experience

LONG BEACH, California, November 04, 2009 – Channel sales professional Patrick Nguyen spent more than six years developing and nurturing channel partnerships for Sage Software in the Southeastern United States, and he now brings that experience to bear as channel sales manager in the ACOM Solutions, Inc. Channels Division, it was announced today by Division Vice President Joe Torano. Nguyen is based in ACOM's Long Beach offices.

As a regional account manager at Sage Software, Nguyen worked with some of the company's most prestigious channel partners, among them Blytheco, Southeast Computer Solutions, AccuPointe and Business Computer Associates.

"ACOM enjoys strong relationships with Sage Software on multiple levels and enjoys established partnerships with several Sage resellers," Torano said. "With Patrick Nguyen's long and productive experience in the [Sage channel](#), we expect our presence in that channel to increase dramatically since he brings not only in-depth knowledge of the company and its products, but also a host of personal relationships with the partners who sell Sage products. This knowledge and skill-set transfers directly to ACOM's channel sales activities."

"ACOM is a strong, healthy company with a successful 25+ year track record and a product line that is ideal for channel sales, especially in the [document management](#) field, which I know well," Nguyen said. "The [channel reseller program](#) in place is well thought-out and positioned for solid, sustained growth and it offers an excellent opportunity to grow with it. I am delighted to be part of the ACOM Channel Sales team."

Nguyen graduated from California State University, Fullerton, in 2000 with a degree in business administration and an emphasis on finance. Following graduation, he spent three years in the financial field before entering technology sales.

### 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 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](mailto:partnerinfo@acom.com), or visit <http://www.acom.com/channels>

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