

**FOR IMMEDIATE RELEASE**

## **ACOM's VAR Reseller Success Program Boosts XStreamReports' Expansion from Pure Consultancy to Solutions Provider**

LONG BEACH and MOUNTAIN VIEW, CA, April 15, 2009 – With four successful years as an enterprise financial document output consultant to mid- and large-sized companies in fields as varied as manufacturing, automotive, food and utilities, XStreamReports, Inc. is moving to a new level, broadening both its sales and consulting opportunities as an ACOM Solutions, Inc. VAR reseller partner, it was announced today by XStreamReports Principal Rudy Flores and ACOM Senior Vice President James R. Scott.

While ACOM's Integrated Document Management suite includes fully expandable software solutions for document design and production, payments, EDI-XML trading partner management, and document/content management, XStream's initial emphasis will be on implementations of payment solutions, Flores said.

ACOM's EZPayManager is a modular, scalable payment processing solution that enables enterprises to: print secure MICR laser checks locally or at remote locations; generate electronic [ACH payments](#) and laser checks in a single step; electronically deliver payment notifications via secure email or automated fax; and implement advanced [check fraud prevention](#).

According to Flores, as much as 80 percent of XStreamReports' business has consisted of automating the internal flow and output of invoices, accounts payable checks, purchase orders and related documents with custom applications for ERP solutions such as Lawson, Oracle, QAD and SAP. Initially focused

on printed output, the company now also creates solutions for fax and email distribution, archiving management and retention management. Typical engagements involve dollar values reaching tens of millions.

"Partnering with ACOM creates important capabilities the company did not have on the consulting side, as well as establishes new revenue opportunities through sales of software products that customers might want but which XStreamReports until now did not provide," Flores said.

Prominent among these, he noted, are ACH payments, [Positive Pay](#), Accounts Payable (AP) check design tools, as well as single-source total payment solutions comprised of the EZPayManager payment software, MICR laser check printers, and the full range of check printing consumables.

"Partnering with ACOM allows us to strengthen our capabilities in financial reporting and to capture revenues that we would lose when customers would ask for a full-featured payment solution or such modules as Positive Pay or ACH," Flores said. "ACOM demonstrates seamless compatibility with all of the ERP solutions, and their solutions are flexible enough to satisfy any requirement either we or our customers might encounter."

XStreamReports places special emphasis on preserving corporate brand identity, he noted, something that

becomes much easier with the out-of-the-box, quickly customizable ACOM solution suite.

“Companies spend large sums of money to develop corporate brand awareness,” Flores said. “Therefore, anything going out from the company should reflect and support these initiatives and in our case, that involves form structure, logos, the positioning of elements, the terms and conditions and more. The flexibility of ACOM’s EZPayManager offering will enable us to accommodate these requirements with an easy-to-use PC-based tool, if we are designing the checks, and it will confer the same advantages to our customers in the case of solution sales.”

According to Scott, the new relationship with XStreamReports demonstrates how easy it can be for a company to enlarge upon its operations through a VAR partnership with ACOM.

“Our broad document management product line fits into almost any business scenario, so it can be a valuable offering for any partner, whether a consultant or a product-oriented organization,” he said. “We are delighted to support XStreamReports in this important step forward.”

#### **About XStreamReports, Inc.**

Based in the Silicon Valley, XStreamReports, Inc. is a consulting company that provides enterprise financial reporting solutions. Both Flores and Co-Founder Callie Karlssen are former consultants with the Swedish company, StreamServe, Inc., which markets tools for dynamic document composition, distribution, and management. The two founded their company in 2005 and currently they support a nationwide clientele through operations on both the east and west coasts, focusing on customized financial reporting solutions, implementation and maintenance services, and several

levels of user training. For more information, contact [rudy.flores@xstreamreports.com](mailto:rudy.flores@xstreamreports.com) or visit [www.xstreamreports.com](http://www.xstreamreports.com)

#### **About ACOM’s VAR Success Program**

ACOM’s VAR Success Program enables VARs to start generating leads and closing deals very quickly. The program includes a 4-step methodology, with a valuable set of unique Sales and Marketing support tools, including ACOM’s “Lead-Machine Webinars for VARs” (experts show you how to quickly turn your website into a lead machine!); ACOM’s turnkey “Pay-per-Click in a Box” Program; “Ready-To-Go Marketing” campaigns; and ACOM’s “Crawl, Walk, Run” Phased Sales Training Program.

#### **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 seamlessly with any financial/ERP system to extend that system’s capabilities; they dramatically improve an organization’s efficiency by automating their previously manual processes; and they significantly decrease an organization’s costs. Likewise, by incorporating ACOM’s solutions into their product offerings, ACOM’s partners can bring an additional set of important cost-saving enhancements to their customers.

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