

ACOM, MID-MARKET BUSINESS SOFTWARE VENDOR HARRISDATA FORM BUSINESS PARTNERSHIP

ACOM Solutions Inc. and IBM AS/400-iSeries 400 software specialist HarrisData, Inc., Brookfield, Wisconsin, have entered into a business partnership through which ACOM will offer its award-winning EZPrint/400 MICR laser check processing solution to HarrisData customers, it was announced by Lane Nelson, Harris, HarrisData vice president of marketing and Mark Firmin, Vice President of Sales at ACOM's iSeries 400 Solutions Division.

Through the arrangement, ACOM strengthens its already significant presence in the small-to-medium size enterprise (SME) market, and will participate in a variety of joint promotional activities, Firmin said. The EZPrint/400 check processing solution enables users to print checks on MICR laser printers using stored electronic check templates and blank safety check stock. It eliminates the need for preprinted, multi-part check forms and the extensive post-processing involved in the use of such forms. It also incorporates capabilities for electronic document printing and for faxing/e-mailing directly from the computer.

HarrisData markets Business Application Software products developed expressly for the IBM AS/400-iSeries 400 market, emphasizing its human resources package, which includes integrated payroll, human resources, applicant tracking, compliance reporting and time/attendance management. Nelson noted that the ACOM relationship is the only partnership the company has formed with a check processing solution vendor and that through EZPrint/400, HarrisData software users can add significantly to the economies and efficiencies they already realize from

generating checks in-house rather than outsourcing their payroll.

"Our customers employ from 200 to several thousand people, and for companies of this size it is usually most economical to generate payroll internally," Nelson said. "However, many companies still outsource because they don't want to deal with the labor-intensive bursting, decollating, collating and signature processes associated with preprinted, multi-part check forms. By generating secure checks complete with all corporate graphics and location information, payer/payee, MICR lines, check numbers and signatures in a single pass through a MICR laser printer, EZPrint/400 solves that problem.

Firmin noted that while mid-market businesses often have been technologically underserved in the past, alliances such as that with HarrisData will help remedy the situation.

"Often, it has been a matter of information and access," he said. "Through access to HarrisData customers through such activities as its User Group Conference, we feel that we can make a major difference in upgrading their operations to compete more effectively in an increasingly demanding business climate."

About HarrisData

HarrisData is a premier supplier of business application software for mid-sized companies. HarrisData offers comprehensive Manufacturing, Distribution, Financial and Human Resource solutions for companies utilizing the IBM AS/400-iSeries 400. HarrisData solutions are uniquely able to

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address the needs of mid-sized organizations that require robust business functionality without technical complexity. Product offerings include HarrisData Manufacturing, HarrisData Distribution, HarrisData Financials, and HarrisData Human resources. Additionally, the company provides HarrisData Services, a set of support activities that to complement and enhance the use of the company's software products.

About ACOM Solutions

ACOM Solutions, Inc. is an international developer and marketer of conventional and e-business solutions that integrate with enterprise applications to enhance back office and B2B processes for electronic, Internet and

paper-based commerce. ACOM solutions run in all computing environments (host-resident on Windows NT and iSeries 400-AS/400 computers), and are compatible with all financial management/ERP software. Solutions include e-document systems for laser/thermal printer generation of business and financial forms, checks, and barcode labels; hardware-software MICR laser and e-payment systems; electronic data interchange (EDI/XML) solutions for e-commerce between multiple trading partners; and Internet-based commerce solutions. Contact ACOM at 3305 Breckinridge Blvd, Suite 130, Duluth, GA 30096, Phone: (800) 603-6768, Fax: (770) 279-8288; Web: www.acom.com.