

Growth through Partnership

The ACOM Value-Added Reseller Program



Grow your business, increase your revenue, and set yourself apart from your competition by expanding your offerings with ACOM Solutions, Inc.

ACOM has provided document/payment/business process-automation solutions to the mid-market space for more than 25 years, with a client base of 4,000+ customers.

By working together, we can provide your mid-market customers with a valuable set of solutions that deliver dramatic improvements to their office efficiencies, and fast ROI.

With ACOM, you'll get the kind of exceptional Service and Support that you should expect from a partnership!



"Welcome to the ACOM Value-Added Reseller Program.

We spent nearly a year researching and developing this program, and the result is a true reflection of our commitment to mutual growth. In fact, we view your success as a strategic imperative to the continued success of our company."

-- James R. Scott, Senior Vice President, ACOM Solutions, Inc.



3 REASONS FOR YOU to consider joining the ACOM Value-Added Reseller Program:



1 An exceptional opportunity to expand your business with a unique solution set.

- ACOM's extensive set of unique System i and Windows-based solution suites (including document management, forms, payments, and EDI/XML solutions) provides several benefits to your customers:
 - ▶ They integrate seamlessly with any financial/ERP/CRM system to extend that system's capabilities.
 - ▶ They dramatically improve an organization's efficiency by automating their previously manual processes.
 - ▶ They help organizations comply with governmental regulations.
 - ▶ They significantly decrease an organization's costs.
- Multiple new revenue opportunities to sell add-on products and services into your current accounts and to reach new clients in the mid-market space.
- By incorporating ACOM's solutions into your current product offerings, ACOM's Value-Added Resellers bring an additional set of powerful, valuable enhancements to your customers.



2 The market opportunity is clear.

ACOM's solutions give partners access to a largely untapped Market Opportunity. According to recent studies:

- Paper invoicing is still used by more than 79% of organizations... but paper invoices can cost your customers more than 89% more per invoice to process than electronic invoices.
- Over 75% of B2B payments in the US are still made using paper checks... but paper checks can cost your customers over 22 times more than electronic alternatives.
- Organizations are actively seeking solutions that provide them with these electronic alternatives to paper... In fact, over 1/3 of the organizations surveyed have allocated the budget and plan to invest in accounting automation solutions in the next 12 months.



3

Limited Distribution Model.

We believe that building a large number of low-quality partnerships is a flawed method to approach a channel program. Too many partners means poor service, limited attention and only incremental sales.

By focusing our attention on a select few, we can build partnerships that offer significant upside for both parties – to ensure our mutual success.

This limited distribution model means less competition and better margins for you... as well as superior support from us, in the form of:

- Extensive sales and marketing tools
- Direct access to channel management
- Assistance in obtaining new customers



As an ACOM Value-Added Reseller, you'll benefit from:

Exceptional Sales and Technical Training and Support

ACOM has lived in the mid-market space for over 25 years and has brought together an impressive roster of technical experts to help you sell to and support your customers, with a wide array of invaluable training options.

Market-Tested Sales and Marketing Tools

ACOM has the Sales and Marketing experts, as well as the market-proven tools that deliver results -- including powerful emails, 2-minute product tours, winning proposals, compelling case studies, and MDF funds -- so you'll have the resources you need to reach prospects and close the deals.

Dedicated and Secure Partner Web Site

To help you take full advantage of the ACOM Value-Added Reseller Program, you'll be granted 24x7 access to a wealth of information and tools to help you win deals and support your customers, all from the convenience of your desktop.

ACOM's Jump Start Program

Get off to a quick start by selling, implementing and supporting your first opportunity the moment you join the ACOM Partner Program. We will work right along side you every step of the way... from pre-sales to implementation and support.

- Pre-Sales Assistance
- Joint Sales Calls
- Professional Services
- Technical Support

With ACOM, you'll get the assistance you need to close deals. Proceed with confidence, knowing ACOM's Sales, Marketing and Technical experts are at your service.

Is the ACOM Value-Added Reseller Program Right for YOU?

■ Financial VARs:

If you're already selling accounting, ERP and similar packages... ACOM's software was built to integrate seamlessly with these applications, and can help you provide your customers with a larger variety of valuable solutions, services and functional expertise.

■ System i Resellers:

If you're an IBM System i hardware vendor... ACOM contributes value through our native System i, multi-modular document and payment software suites, as well as auxiliary options, such as positive pay and electronic content management.

■ VARs already selling document/payment management solutions:

If you're looking for more comprehensive solution packages, better support, and a more channel-friendly partner... look no further than ACOM.



If you fit one of these Ideal Partner Success Profiles, you're invited to explore the exclusive ACOM Value-Added Reseller Program. This limited opportunity will be extended to a select group of solution providers.



Discover the Power of Partnership

Apply for the ACOM Value-Added Reseller Program Today.

- This limited opportunity will be extended to a select group of solution providers.
- If you are interested, simply visit the ACOM Partner Portal at www.acom.com/channels and submit your application.

For more information:

- Contact ACOM's Channels Division
Call: **(800) 347-3638 ext 4306** or
Email: csm@acom.com
- View our 2-minute tours online at www.acom.com/channelstour

