

**FOR IMMEDIATE RELEASE****ACOM Launches VAR Partner Website with Extensive Information Resources, Pre-Built Sales Campaigns, Interactive Self-Training**

LONG BEACH, California, June 10, 2008 – The ACOM Solutions, Inc. Channels Division has launched a VAR web portal [http://www.acom.com/VAR\\_partners](http://www.acom.com/VAR_partners) to serve as an extensive sales, marketing, and technical support resource for their value-added reseller (VAR) partners, it was announced today by Senior Vice President James R. Scott.

The [VAR portal](#) features a powerful selection of marketing resources, ready-to-use sales aids and support services designed to help partners quickly sell and support ACOM's solutions.

ACOM offers a unique comprehensive suite of integrated document and payment process-automation solutions, for streamlining accounting/back office operations (including electronic document management, secure electronic vendor payments, and trading partner document exchange via EDI/XML). The company's solutions run in the Microsoft Windows and IBM System i/iSeries environments. They are compatible with all financial/ERP systems, and provide VARs with multiple new revenue opportunities for add-on products and services.

"Portions of the portal are open to visitors because we encourage resellers with interest in our [channel partner program](#) to visit and compare ACOM with others in the market," Scott said. "We make it easy to apply, and once a reseller joins our program, the partner has 24/7 password access to all of the tools they need to understand our products, how to find opportunities and present solutions, as well as how to close and support the deals."

Available resources in the portal include:

- Extensive sales support materials, such as 2-minute online Flash product demos, sales presentations, collateral, etc.
- Impressive selection of training resources
- Market-proven lead-generating programs
- Lead registration and lead management
- Software downloads
- Business planning templates and needs analysis

Training options include self-guided and instructor-led classes, available via the portal for all of the products in the ACOM suite. The portal details ACOM's program for Total Knowledge Transfer, which is comprised of sales training,

technical training and services training – all structured to help partners sell more and support customers fully.

It also details ACOM's unique Jump Start Program, which has been created to assure that each new partner can sell, implement and support their first opportunities the moment they join the ACOM Partner Program. Activities and resources include pre-sales training and assistance, joint sales calls, joint service calls, professional services support, and technical support.

"We have gone to great lengths to make the portal a complete resource in terms of the materials, services and support we provide to our partners, as well as making it easy to access and use," said Valerie Kleinbach, Channel Program Manager.

ACOM's Partner Program offers a high margin revenue opportunity in a limited distribution model and is directed towards resellers serving the mid market. Ideal prospective partners include those who currently provide all or some of the following:

- Financial/ERP systems
- System i hardware/software/services
- Content/Document management solutions

Interested resellers can learn more and apply for enrollment at [http://www.acom.com/VAR\\_partners](http://www.acom.com/VAR_partners).

**About ACOM Solutions, Inc.**

For over 25 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 powerful, valuable enhancements to their customers. Corporate headquarters are in Long Beach, California; System i Software Division headquarters are in Duluth, Georgia; and regional offices are located in several major U.S. cities.

For more information:

- Call: 800-347-3638
- eMail: [partnerinfo@acom.com](mailto:partnerinfo@acom.com)
- Visit: [http://www.acom.com/VAR\\_partners](http://www.acom.com/VAR_partners)

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