

Version One Seeks American Sage Re-sellers for U.S. Document Management Market

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UK-leading document management and imaging software author, Version One (www.versionone.us), is seeking partnerships with American Sage software re-sellers to facilitate its entry into the American document management market. Version One's products integrate into Sage, enabling business documents to be created, stored, retrieved, delivered and authorized directly from organizations' Sage systems.

Since 1989, Version One has been providing document management solutions to businesses worldwide via its network of channel partners. The company is now a UK-leading provider of solutions for the electronic storage, retrieval, management, delivery and authorization of business documents. Building on its considerable success with UK, Australian and African Sage re-sellers, Version One now plans to enter the American market by replicating its proven channel strategy and seeks American Sage re-sellers interested in partnering with the company.

Lynne Munns, Version One's CEO says, "We're a channel-focused business with over 90% of our sales coming via re-sellers. As such, we understand our re-sellers' needs and work closely with them to ensure they maximize Version One sales opportunities."

Munns continues, "We have particularly close relationships with UK Sage re-sellers due to our thorough understanding of the Sage marketplace and product set. We plan to use this knowledge and experience to succeed in the American document management industry."

Version One's products provide high reseller margins, open-up new business opportunities and help re-sellers to grow their customer bases. End-users can expect a payback within just six months as well as considerable savings of time, money and space.

Paul Crompton, Sales Director of leading UK Sage re-seller, Datel Group, says of Version One's systems, "These functionality-rich products are helping us to win new business and maximize opportunities amongst our existing customer base."

Munns adds, "We have one of the best re-seller programs available. Not only do we offer free demonstration software, sales training, technical training, sales collateral and lead-generation campaigns, our team of dedicated account managers also assists re-sellers with everything from helping respond to a tender to demonstration support."

American Sage re-sellers interesting in partnering with Version One should visit booth 632 at Sage Insights 08 (12-15 May 2008, Gaylord National Resort and Convention Center National Harbor, Maryland). Alternatively, they should contact Lynne Munns on +44 7786 387477, email Lynne.munns@versionone.us or visit www.versionone.us

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About Version One www.versionone.us and www.versionone.co.uk

Version One Ltd is the author of electronic document management and imaging solutions. These solutions enable the electronic storage, retrieval, management, delivery and authorization of business documents such as invoices, purchase orders and statements. This 'paperless office' technology is seamlessly integrated into all major ERP and accounting systems and with a typical ROI of less than six months, Version One's solutions are enabling thousands of organizations to cut paper consumption whilst saving dramatic amounts of time and money.

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