

# ACCPAC Launches Low-Cost, Internet-Based B2B Transaction Exchange for SMEs

ACCPAC Exchange Rapidly Connects Businesses; Integrates Back-Office Accounting with Internet Trading Communities and Global EDI Networks

ACCPAC International, Inc., the accounting and eBusiness software subsidiary of Computer Associates International, Inc. (NYSE: CA), has announced the release of ACCPAC Exchange, the first Electronic Data Interchange (EDI) offering to integrate mid-market accounting applications with IBM Business Exchange Services, delivering low-cost EDI transaction documents over the Internet.

ACCPAC Exchange is designed to enable small and mid size businesses to overcome the significant cost and infrastructure obstacles typically associated with traditional EDI value-added networks (VANs) and to easily create inexpensive trading communities with their suppliers and customers. ACCPAC Exchange integrates with ACCPAC Advantage SeriesT and ACCPAC Pro Series accounting systems.

ACCPAC Exchange consists of software and services that deliver affordable Internet-based EDI processing. Businesses use the ACCPAC Exchange Transaction Manager to send and receive business transactions to other businesses-such as purchase orders destined for a supplier-via an EDI data transfer service hosted at ACCPAC OnlineT, ACCPAC's application hosting facility.

ACCPAC Online uses IBM Business Exchange Services to manage this low-cost, Internet-based transaction delivery. IBM Business Exchange Services acts as a central data transfer manager for EDI transactions, transmitting the data either exclusively through the Internet or, when required, by accessing traditional EDI networks. This flexible transaction delivery insulates businesses from the complexities of dealing with multiple EDI networks, while enabling them to electronically trade with not only traditional EDI VANs, but also Internet-based trading communities.

"EDI has long promised compelling business benefits but the high cost and complexity of traditional EDI offerings has placed those benefits out of reach for most small and mid-size businesses," said ACCPAC's senior vice president, Australia/Pacific: Daithi Holden.

"ACCPAC Exchange leverages the Internet to provide a simple, secure and affordable alternative to traditional EDI services. We've combined over 20 years of IBM experience in EDI and over 20 years of ACCPAC experience in accounting applications to bring mid-market businesses the benefits of EDI that large companies have enjoyed, but at a fraction of the cost."

The cost for the complete service can be as little as A\$140 per month in Australia/\$NZ\$170 per month in New Zealand. IBM research statistics estimate potential savings of up to 69% using the ACCPAC/IBM system, compared to traditional EDI exchanges alone. Businesses who have avoided courting customers with EDI requirements may now rethink their strategies.

"ACCPAC Exchange enables companies to quickly and inexpensively reach trading partners without the added cost or infrastructure hassle of dealing with multiple VANs," said Jim Gant, vice president, global offerings, e-business hosting services, IBM Global Services. "This gives companies of any size the means to realize the cost-benefits of an 'e-business only' model by creating their own virtual trading communities."

Businesses can use ACCPAC Exchange to adopt pure Internet-based EDI right away, or, as the market evolves, gradually adopt Internet-based EDI while benefiting from a lower cost alternative to the traditional EDI fees they may already be paying. The system's connectivity with traditional EDI networks ensures a smooth transition, while integration with the ACCPAC accounting solution provides for rapid implementation and increased operating efficiencies.

ACCPAC Solution Provider Burcom Consulting of Edmonton, Alberta is implementing ACCPAC Exchange for SunFresh Farms, a wholesale fresh foods company faced with an EDI implementation deadline by a major grocery chain. "ACCPAC Exchange gives us the fast, cost-effective means to get up and running with EDI that we needed to comply with a key customer," said Rowena Simon, Controller with SunFresh Farms of Edmonton, Alberta. "Together with our ACCPAC Solution Provider, Burcom Consulting, we evaluated several options and found nothing that compared to ACCPAC's tight integration and low cost."

Pricing and Availability - Australia and New Zealand

ACCPAC Exchange is available immediately. ACCPAC Exchange Transaction Manager carries an RRP of: A\$8,100 in Australia; NZ\$9,800 in New

Zealand. Options for Advanced Shipment Notices and file mapping to match vendor or supplier standards are also available. Transaction fees for ACCPAC Exchange start at A\$140/NZ\$170 per month in Australia/New Zealand respectively, a fraction of the cost of traditional EDI services.

#### About ACCPAC

ACCPAC International, Inc., a subsidiary of Computer Associates (NYSE: CA), empowers medium-sized enterprises through a broad range of end-to-end e-business solutions designed to enhance competitive advantage and increase profitability. Award-winning product lines include ACCPAC Advantage SeriesT (Enterprise Edition, Corporate Edition, Small Business Edition and Discovery Edition), ACCPAC Executive Series, ACCPAC Pro SeriesT, ACCPAC eTransact, ACCPAC eCRMT, ACCPAC Warehouse Management SystemT, ACCPAC Business Analysis SuiteT, ACCPAC HR SeriesT, Simply Accounting, FAXserveT and Simply BitWare.

Based in Pleasanton, Calif., USA, with offices in Asia, Australia (Sydney and Melbourne), Canada, India, Mexico, the Middle East, South Africa, and the United Kingdom, ACCPAC has more than 500,000 registered clients and 5,000 business partners in more than 100 countries worldwide. Visit ACCPAC at [www.accpac.com](http://www.accpac.com) and [www.accpaconline.com](http://www.accpaconline.com).