



## **Palette partners with Image Integrators New combined offering enhances invoice process automation**

Palette Software & Consulting AB has entered into partnership with Image Integrators specialist in document management and financial process automation

Enjoying an almost 25% market share, Palette is Sweden's market leader in the field of electronic processing of supplier invoices. The company has 500 multi-industry customers in 33 countries. These include the car manufacturers BMW, Toyota and Land Rover, and other leading brands such as Stena Line, Barco, Shell, Schenker Logistics, Group 4 Securicor and Abbot.

The company sells directly to end-users and through a large network of partners and agents. Aware that Palette had been looking to establish presence in the UK for the past year, Kofax plc, a strategic partner of both companies, recommended Image Integrators and brokered the new relationship.

Image Integrators has now become a Palette Certified Solution Partner in UK for invoice processing, and will sell a complete solution that includes part of Palette's Baltzar end-to-end, purchase-to-pay technology.

Explains Image Integrators' Managing Director, Gerrard Kennedy: "We have a 'buy, not build' policy when we encounter technology that enhances what we already offer. Palette is an impressive company in terms of its people and its products. This new partnership will give us an even stronger offering in invoice approval."

The two organisations are well-aligned in terms of technology, expertise and culture and both have achieved success by making accounting and administrative processes more efficient and cost-effective for their customers.

Palette is well-regarded in international technology circles and holds Microsoft's highest partner accreditation, Gold Certified Partner, for its Baltzar technology. Baltzar Business Arena includes procurement and purchase management, the capture of a range of document types, and invoice approval.

Image Integrators will initially use Baltzar to enhance its Procura Approval solution but envisages making fuller use of Baltzar's purchase and contract management functionality in future.

Gerrard Kennedy is very enthusiastic about the new relationship. He continues: "After extensive due diligence, it became clear that Palette is an exceptional business run by an exceptional team. There is a very close cultural fit with Image Integrators and they share our passion for excellence in financial process automation."

Lars Ola Petters, Managing Director of Palette, echoes this sentiment: "We expect this to be a very successful relationship for both parties. Image Integrators, as an independent company that has achieved market leadership by satisfying its customers, has respect for what we have achieved. After several fruitful meetings, we felt the company has the skills and personalities to turn a good fit into a successful working relationship."

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**Press enquiries to:**

Petra Hagman  
Head of Communications, Palette Software & Consulting AB  
Tel: +468 763 092 25 or +46 734 170 225  
Email: [petra.hagman@palette.se](mailto:petra.hagman@palette.se)

or

Simone Romain  
Romain Consulting  
Tel: +44 7836 550764  
Email: [simone.romain@romainconsulting.co.uk](mailto:simone.romain@romainconsulting.co.uk)

**About Palette Software & Consulting AB**      [www.palette.se](http://www.palette.se) and [www.baltzar.com](http://www.baltzar.com)

Established in 1993 and privately owned, Palette is a fast-growing software manufacturer. It provides the know-how and tools to make accounting and administrative processes more efficient, from purchasing to payment. Palette customers benefit from smarter ways of working, improved quality and reduced costs in their business.

Palette is the market leader in Scandinavia with its own developed product, Baltzar Business Arena. Flexible and with a user-friendly interface, Baltzar integrates with leading ERP and finance systems. Baltzar users include some 500 institutions and business of all sizes in multiple sectors in 33 countries, including Barco, Findus, Handelsbanken, Abbot, Schenker Logistics and Stena Line.

The company attributes its success to emphasising the human element of IT. Through its relationship with partners and customers, it aims to help businesses to function more effectively by mastering technical processes.

Palette has offices in Stockholm, Eskilstuna and Malmoe, with sales throughout Scandinavia and Europe. In 2004, 2005 and 2006, leading software author ReadSoft named Palette its 'Partner of the Year'.

**Image Integrators Limited**      [www.image-integrators.co.uk](http://www.image-integrators.co.uk)

Established in 1995, Image Integrators Limited (IIL) has developed from its origins in document & image management to become a leading supplier of solutions to automate and drive the paperwork out of business processes.

Its docStore document management and Procura financial process automation solutions process a wide range of business content and commercial paperwork; from proof-of-delivery notes, to HR documents, with particular emphasis on invoices.

Both docStore and PROCURA are available as licensed software or as an outsourced, managed service and deliver tangible business benefits. Operational efficiencies and measurable financial savings combine to provide users with a rapid return on investment.

IIL offers multi-sector expertise that spans Retail, Construction, Transport & Logistics and the Public Sector. The company works with a blue-chip customer base that includes

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Debenhams, Boots, Screwfix Direct, Lakeland, Bernard Matthews, Wolseley, Mears, OGC.buying solutions, The National Assembly for Wales and The Economist Group.

Integration with leading ERP and finance systems such as SAP, Oracle, Navision and Peoplesoft, together with active partnerships with CODA, Kofax, Hyland Software and Retail Assist, extend the company's reach in its chosen sectors.

IIL remains privately owned and operates from its Shrewsbury Headquarters and Telford Data Centre.