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Palette partners with Simac Datacollect New strategic partnership to accelerate growth in the Netherlands

Palette Software & Consulting AB has entered into a partnership with Simac Datacollect a highly experienced and proven specialist in document management and electronic invoice 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 600 multi-industry customers in 33 countries. These include the car manufacturers Mercedes, BMW, Toyota and Land Rover, and other leading brands such as Stena Line, Barco, Shell, Schenker Logistics, Group 4 Securicor, Abbott, Adecco, Hoya Lens, Selecta, E-on and Komatsu.

Simac Datacollect is one of the leading Dutch suppliers in the field of electronic invoice automation and processing. The company has for many years sold and implemented similar solutions. According to a recent Strategy Partner survey in the Netherlands, Simac was in 2008 listed as one of two companies with a particular strong growth.

With the Palette partnership, Simac is now making a strategic decision about their next generation offering. As manager director, Peter Bouwmans states, "We have always been at the forefront of technology and products life cycles". We are proud to announce the Palette partnership as we strongly believe in their technology and vision for the future.

Peter Bouwmans 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 Simac Datacollect and they share our passion for excellence in supplier invoice automation and processing."

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 automation and processing. Palette is widely recognized as having the most automated approach to invoice matching and automation.

Lars Ola Petters, Managing Director of Palette, echoes this sentiment: "We expect this to be a very successful relationship for both parties. Simac Datacollect, as an independent company that has achieved an impressive market position by satisfying its customer's needs and we highly respect what they 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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About Palette Software & Consulting AB www.palette.se and 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 supplier invoice automation- and processing 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 recognized as to be having the most automated approach to invoice matching and automation.

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 600 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, Gothenburg, 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'.

Simac Datacollect www.simac.com/nl/datacollect or www.datacollect.nl

Simac Datacollect established in 1996, is a subsidiary of Simac Techniek NV. Simac Datacollect is specialised in managing total solutions for document management. This concerns both hard copies and digital documents. Solutions vary from relatively straightforward standard solutions to the automation of entire document processes. One of the main focuses is the processing and approval of purchase and order invoices including the integration with ERP and financial systems.

Simac Datacollect is in this market one of the leaders with more than 8 years experience and installed more than 50 satisfied customers.

Part of these installations is also a data capture solution. In this area Simac has more than 25 years experience with all kinds of data capture solutions. We work with proven and known products from Autonomy (TeleForm) and Open Text (DOKuStar).