

## Compleat launches channel programme

### COMPLEAT LAUNCHES CHANNEL PROGRAMME TO TARGET E-PROCUREMENT MID-MARKET

- UK accountancy resellers offered recession lifeline with e-procurement solution -

**4 December, 2008:** Compleat Software Limited <http://compleatsoftware.com> (formerly Vectra IT Limited), a provider of purchase to pay (P2P) e-procurement and expense solutions, today announces the launch of its UK channel programme to help IT resellers target the mid-market with P2P e-procurement software.

The newly renamed company aims to recruit 15 new channel partners across a range of back office accountancy platforms, each with expertise in different vertical markets, during the next three months. Resellers can join up as referral partners to experiment in the market while accredited resellers will benefit from training, support, free demonstration software, increased margins and exclusive access to preferred vertical markets.

Neil Robertson, Compleat CEO, comments, "Amongst the financial gloom and doom, financial directors are under increased pressure to take control of company spending, creating new opportunities for traditional accounting resellers. E-procurement software can be seen as an extension to accounting solutions and offers itself as a lifeline for accounting customers as the recession worsens."

Microsoft Dynamics Gold Certified Partner Advantage Business Systems is the first Microsoft Dynamics partner to join the programme.

Ed Vorwerk, managing director, Advantage Business Systems, comments: "Whilst the enterprise market is well serviced with procurement solutions, the mid-market sector remains poorly served and this represents a significant opportunity for Advantage to provide spend control to Finance Directors in times of economic uncertainty. Finance Directors are often unable to control their company's financial spend without an effective procurement solution in place. Now more than ever this solution is critical to an organisation's future profitability."

The partner programme will focus on the fully browser-based solution – Compleat, which is available in three product editions – standard, professional and enterprise. Compleat integrates with Microsoft Dynamics, Coda, Sage and SAP application software, providing significant opportunities for additional sales

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for providers of these back office solutions.

Robertson adds, "Our innovative channel pricing model allows partners to price the product at a complementary level to the accounting software that their customers use – bringing the solution within financial reach of the majority of mid-market and larger organisations. Partners will only need to learn one product but be able to offer it to all of their customers irrespective of size."

Hosted and Software as a Service (SaaS) versions of Compleat will be launched in early 2009.

Compleat is a mature and fully-proven solution with a customer base that spans multiple vertical markets such as The Football Association – Sport / Event, Candy and Candy and CPC Limited – Design and Property Development, Dundee College – Education, and Value Retail – pan-European retail.

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### About Compleat Software Limited

Compleat Software Limited (formerly Vectra IT) is a provider of e-procurement and expense solutions for the mid-large marketplace. Committed to product and client satisfaction it strives to be at the forefront of technologies in order to provide best-of-breed software solutions.

[www.compleatsoftware.com](http://www.compleatsoftware.com)

### About Compleat Procurement

Compleat from Compleat Software Limited is a Microsoft web-based e-procurement and expense solution that tightly integrates with most mid-ware accounting solutions. Providing your business with immediate cost-control, Compleat controls all aspects of your company's procurement cycle. With the most advanced, customisable workflow solution and real-time financial integration Compleat provides a winning procurement framework.

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