



Palette Appoints EchoVera to Strengthen North American Presence

Leading purchase-to-pay specialist extends global reach with appointment of new partner in Canada

18 November 2011 – Enterprise purchase-to-pay specialist Palette is further expanding and strengthening its North American operations, with the appointment of a new partner, Toronto-based reseller of document automation solutions, EchoVera.

EchoVera will integrate PaletteArena, the complete enterprise purchase-to-payment suite into its solutions offering, enabling users to achieve significant measurable cost-savings and efficiency gains by simplifying daily processing of supplier invoices, purchase order matching and AP related documents.

EchoVera has long been dedicated to helping private and public sector clients of all sizes streamline business processes and enhance productivity through the implementation of comprehensive Accounts Payable solutions. The company plans to offer the customer hosted solutions based on PaletteArena, giving complete flexibility in invoice management.

This enables EchoVera to offer a truly paperless alternative that drives workflow and processing efficiencies, whilst significantly reducing environmental impact.

“Palette sets itself apart with its comprehensive yet easy to use, purchase-to-pay solutions”, says **EchoVera president Ralf Leitner**. “We have yet to see any other solution that can match the scope and breadth of functionality in PaletteArena.”

Michael Cichy, Palette’s North American General Manager, said: “Our partnership with EchoVera is another key step for Palette, as we continue to expand our presence across the North American market. The Canadian

market offers some unique challenges due to complex tax processing and the use of multiple languages. The team at EchoVera has been helping their customers shape business solutions for over 25 years. This experience along with the Palette Arena platform will help our joint customers realize the maximum benefits that purchase-to-pay automation can offer. “

PaletteArena includes the PaletteInvoice, PaletteBuyer, PaletteContract and PaletteSupplier Portal products, giving a web-based end-to-end solution that improves invoice management from receipt to payment. It integrates easily with accounting, information and business systems to automate and streamline accounts payable activity across the organisation.

For more information on Palette, visit www.palettegroup.com. For more information on EchoVera, visit www.echovera.com

Palette press contact: Petra Hagman +46 8 763 092 25 email: petra.hagman@palette.se
Palette press contact: Craig Coward, Context +44 1625 511996

About Palette

Palette is a market leader in solutions for enterprise purchase-to-pay and automated processing of supplier invoices. The company's accounts payable product suite, PaletteArena, offers the most automated approach to supplier invoice matching and straight-through-processing. This helps customers achieve significant, measurable cost savings and efficiency gains across their accounting and business operations. Palette was founded in Sweden in 1993, and has sales offices across Europe and in the US, with 1000 customers in 34 countries. Visit www.palettegroup.com