

# Delta Consulting and ReadSoft Ebydos Partner to Enhance Invoice Management Solution for SAP Users

CHADDS FORD, Pa. – Apr. 9 (SEND2PRESS NEWSWIRE) – ReadSoft Ebydos, the leading solution provider for automation of invoice processing in SAP environments, and Delta Consulting, a provider of solutions intended to optimize and extend the performance of SAP systems, have announced a solutions partnership agreement. In this agreement, ReadSoft Ebydos's products, such as Invoice Cockpit and Web Cycle, will be offered to Delta's SAP installed base as well as new SAP customers. Both companies will co-market ReadSoft Ebydos' products to SAP users.



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"In the complex world of SAP Financials, ReadSoft Ebydos provides a very unique solution for the SAP market," said Dieter Hotz, President of Delta Consulting. "There really is no other solution that resides within the SAP system landscape and has been designed by former SAP developers. It's one thing to have a scanning and archiving solution, but it is quite another challenge to have that solution integrated with SAP the way the ReadSoft Ebydos solution does. These products really do address what the accounts payable department does on a daily basis and addresses the real needs of the organization by helping to accelerate the process through the entire accounts payable cycle."

Bob Fresneda, President of ReadSoft North America, stated that ReadSoft Ebydos is the leading solution provider for automation of invoice processing in SAP environments.

"As an internationally acknowledged solution expert, ReadSoft Ebydos optimizes processes in all business departments and helps to expedite and qualitatively improve invoice processing," said Fresneda. "With over 2000 major installations in over 30 countries worldwide, including Europe, North America, Asia, and Australia, ReadSoft Ebydos has revolutionized accounts payable optimization solutions for SAP."

Fresneda added that Delta Consulting will bring real value into the SAP space, as Delta has been involved in the SAP market since SAP's introduction to the US market in the early nineties.

One of the many ways ReadSoft Ebydos solutions separates itself from the competition in today's market is that they are 100% integrated into the SAP environment, requiring no modification of SAP standard. All of the solutions are fully SAP-certified. The solutions are designed to improve the effectiveness of the accounts payable team by allowing the members to coordinate and manage business-critical invoices within the SAP system and

through workflows that seamlessly integrate throughout the whole process.

“Integrated solutions for SAP are critical to Delta’s strategy, and the company is delighted to be working with ReadSoft Ebydos in extending the solutions into the SAP community,” said Hotz. “Delta is recognized for its breadth and depth of SAP experience, so SAP users will have a world-class Invoice Management solution.”

“Delta’s focus on large-enterprise Fortune 1000 companies aligns with ReadSoft Ebydos’ target market. As importantly, Delta shares the same business values as well – a commitment to helping customers derive the most value possible from their existing IT investments,” concluded Hotz.

Delta Consulting and ReadSoft Ebydos are also positioned well to target their solutions to all types of enterprises. SAP has targeted the small to mid-range market as well and is consistently increasing its market share, putting its competitors on edge. By enhancing the SAP experience for end users, Delta and ReadSoft Ebydos have found a good niche.

Additionally, companies are increasingly conscious of how to improve the customer interaction experience not only for the customer, but also the accounts payable professional. Any process that can make his or her job more efficient and goals more achievable is likely to be embraced. While accounting professionals typically do not like change, their focus can be redirected when increased efficiencies mean increased revenue for their firm.

#### **About Delta Consulting:**

Delta Consulting is a leading provider of solutions that optimize and extend the performance of SAP. Based in Chadds Ford, PA, the company was founded in 1998 by a small group of former SAP executives, many of whom were involved in the original product development. Unrivaled SAP experience, coupled with a high degree of industry-specific business knowledge, enables Delta to deliver solutions that address all aspects of their customers’ SAP requirements including the functional, technical and infrastructure components. Delta has an impressive client list that includes industry leaders such as Random House, Inc. and FMC Corporation. For more information please visit [www.go-delta.com](http://www.go-delta.com).

#### **About ReadSoft:**

ReadSoft is the global leader in the development and sales of a complete product platform for Document Automation. With thousands of customers on a global basis, ReadSoft supports customers and partners in North America with offices in 7 locations, including the corporate headquarters in New Orleans, LA.

Established in 1991, ReadSoft was first to bring free form technology for invoice processing to market and first to achieve certifications to enterprise resource planning systems such as SAP and Oracle. ReadSoft has become the global technology leader, with subsidiaries in 11 countries and partners in an additional 70. We are proud to have the largest and most innovative development department in the industry, with professional services to assist customers and partners on a global basis. ReadSoft’s vision is to

free businesses everywhere from manual document handling. For more information please visit [www.readsoft.com](http://www.readsoft.com).

This press release contains forward-looking statements within the meaning of the federal Private Securities Litigation Reform Act of 1995. Statements contained herein that are not statements of historical fact may be deemed to be forward-looking information. Without limiting the foregoing, references to future growth or expansion are forward-looking, and words such as "anticipates," "believes," "could," "estimate," "expect," "intend," "may," "might," "should," "will," and "would" and other forms of these words or similar words are intended to identify forward-looking information. You should read statements that contain these words carefully because they discuss our future expectations contain projections of our future results of operations or of our financial position or state other forward-looking information. There may be events in the future that we are not able to predict or control accurately, and any forward-looking statements are subject to risks and uncertainties that could cause our actual results to differ materially. These risks and uncertainties include: (i) the ability to recruit and retain qualified technical and other personnel in a highly competitive market, (ii) market acceptance of our new and future products, (iii) the growth and adoption rate of Windows NT and Windows 2000, (iv) growing competition and (v) our ability to maintain and manage our growth. For additional information regarding risk factors that could affect our future results, please refer to the discussions of "Risk Factors" in our Form 10-Q for the quarter ended June 30, 2000, filed with the SEC on August 8, 2000, and our Form S-1/A Registration Statement Amendment filed on March 9, 2000.

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