



Palette Announces 1000th Customer: Simonds Homes to Use Palette as Hosted Service Through Converga

Leading building firm Simonds Homes is to use PaletteArena as outsourced service from Australian BPO specialist Converga

8 July 2011 – Enterprise purchase-to-pay specialist Palette has announced that Simonds Homes is its 1000th customer, following a contract win by leading business process outsourcing (BPO) provider and Palette partner, Converga.

Converga will use the PaletteArena accounts payable suite to deliver hosted invoice automation and management services for Simonds Homes, giving them a fully automated, paperless invoice processing solution to improve efficiency and reduce costs.

Peter Kelly, CIO of Simonds Homes said: “Our current Timberline Accounts Payable (AP) module requires manual input, which was proving to be time-consuming and costly to manage. PaletteArena is an entirely automated purchase-to-payment suite offering complete visibility of both purchasing and invoicing and we are confident that it will significantly reduce AP invoice processing, saving us both time and money.”

Lars Ola Petters, CEO of Palette said: “We are very pleased to announced Simonds Homes as our 1000th customer. It’s a significant milestone for us, and underlines the benefits that end users can gain from deploying our solutions directly or as a hosted service. Working with our partners such as Converga, we are able to give customers a fully integrated AP automation solution that delivers real efficiency gains and strong ROI, replacing paper-based routines and streamlining their accounting processes.”

“We are excited to be offering this Purchase-to-Pay application to Simonds and achieving the sale for Palette’s 1000th customer is a great start to our partnership. Utilising the Palette workflow Converga is able to provide a fully outsourced solution including, scanning, P2P processing, validation and exception handling to our customers in Australia, New Zealand and Asia,” said Brian Roberts, CEO for Converga.

Following the deployment of PaletteArena, Simonds Homes expects a 65% reduction in processing time with a high percentage of automation, due to Palette’s ability to perform automated matching of invoices to purchase orders, and to apply appropriate workflow rules to pass invoices directly to the payments module without human intervention.

Simonds has been building quality homes in Australia for more than 60 years. The company currently processes around 360,000 invoices every year, which are made up primarily of 7-day trade terms.

PaletteArena is a complete enterprise purchase-to-payment suite, enabling users to achieve significant, measurable cost savings and efficiency gains in processing supplier invoices and purchase orders. It 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.

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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.

About Converga

Converga is a 100% owned subsidiary of New Zealand Post and joins their extensive list of strategic investments in Australia within the Information Technology, Business Process Outsourcing, and logistics markets. When Converga began operations in 1994, the company was best known as a provider of mailroom services. As the demand for Information Management services increased we emerged as a specialist in Business Process Outsourcing with a particular focus on automation. Converga has a range of office and business solutions which use imaging, data capture, document management and workflow technologies to provide clients with real competitive advantage. We specialise in Information Logistics and Business Process Outsourcing, and in order to provide our customers with effective solutions, we leverage our experience, processes, people, technology and partners to deliver innovation, exceptional customer service and cost savings.

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Converga , Simonds Home and Palette staff meets to sign the deal in Australia.