

## Compleat targets Pegasus Partners

### COMPLEAT SOFTWARE ANNOUNCES CHANNEL RECRUITMENT DRIVE

**-Compleat Software targets Pegasus Partners with proven, scalable and affordable purchase automation and employee expenses management solution for complete spend control-**

**28 October, 09:** Compleat Software Limited <http://www.compleatsoftware.com> is expanding its channel Partner programme having added accounting software Pegasus Opera II to the growing portfolio of accounting applications supported by its software 'Compleat'. The Compleat e-Procurement, purchase automation and employee expenses management software has been developed to expand the capabilities for Pegasus accounting software users, and Compleat Software is looking to add ten UK-based resellers of Pegasus Opera to its UK channel network to deliver Compleat to the extensive Pegasus user community.

As a result of ongoing product development, the market for Compleat has expanded and the browser-based solution is today proven to work with a range of back office accounting systems including Microsoft Dynamics, Coda Dream, Sage, and now Pegasus Opera II, providing significant opportunities for new and additional sales for providers of these systems.

Following the recent successful deployment of Compleat within a Pegasus Opera II environment, Compleat Software is looking to grow the business in this area of the accounting software market and aims to sign ten new partners before the end of the year.

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 access to preferred vertical markets. Other benefits include the opportunity to host a spend control workshop programme for financial directors which is delivering an immediate strong sales pipeline and an unprecedented sales conversion rate. Compleat Software is providing telesales and marketing support to help new Partners to maximise this opportunity.

Neil Robertson, CEO of Compleat Software, says, "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 is seen as an extension to accounting solutions and offers itself as a lifeline for accounting customers as the recession continues."

Press Release October 2009

## Press Release October 2009

Robertson continues, “All accountancy software resellers are feeling the effects of the recession. New software sales are extremely hard to find and the competition on opportunities is incredibly fierce impacting both software license margins and service day rates. Compleat offers accountancy software resellers the opportunity for new software and service sales at good margins and with minimal competition.”

Robertson adds, “One of the most compelling features of Compleat is its scalability. 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 will be able to offer it to all of their customers irrespective of size. As important, Partners can successfully sell and implement Compleat into clients that utilise other accounting software products than their own core accounting applications.”

Compleat Spend Control enables web-based purchase order generation providing cashflow management and forecasting based on both actual spend and committed spend which enables full commitment accounting.

Compleat Spend Control also provides the ability for the finance department to take centralised control over corporate budgets, ensuring that every requisition / purchase order is always in budget and included within the cashflow forecast automatically delivering automated purchase ordering, centralised budget control and corporate cashflow management based on fact. It facilitates a consolidation of suppliers to maximise buying power and negotiate the best possible credit terms, generating the appropriate Terms & Conditions with each order, whilst also capturing the supplier’s performance to aid future negotiations.

Available in three editions – Standard, Professional and Enterprise – Compleat Spend Control integrates with a growing number of accounting software solutions, in real time, with an Application Integration and Translation interface.

Compleat is a mature and fully-proven cashflow management and commitment accounting solution with a customer base that spans multiple vertical markets such as Sport / Events; Hospitality; Financial Services; Design and Property Development; Education; Media; Retail; and Not for Profit.

## Press Release October 2009

ENDS

### **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.

### **For further information, please contact:**

Clare Granville

The *itpr* Partnership  
t. +44 (0)1932 578 800  
[www.itpr.co.uk](http://www.itpr.co.uk)

Neil Robertson  
CEO  
Compleat Software Limited  
t. +44 (0) 8458 90 20 30  
[www.compleatsoftware.com](http://www.compleatsoftware.com)

Press Release October 2009