EchoVera

EchoVera Inc. Toronto, Canada

Successful marketing of Invoice capture

With a marketing push to promote invoice capture in the last few years, EchoVera has grown substantially landing clients in the US, Australia, Europe and Mexico. Technology offerings outside of Palette include Chronoscan and CloudTrade, both market leaders in the digital capture space. Both of these solutions are bundled with Palette to provide clients with an efficient invoice capture and approval workflow system.

Palette is great for PO matching

CEO Ralf Leitner finds Palette is great for PO matching. "Palette's 2 and 3 way PO matching is clearly superior to what other software companies are offering," he said. "It's a feature that gives us an edge in our negotiations and fulfills a requirement that is often very complex. Palette's matching engine lets our clients match POs with hundreds of lines in just seconds. It's a great time-saver that cuts down their workload and reduces the risk of manual errors."

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>
> **Ralph Leitner**
> CEO, EchoVera Inc.

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Expertise in Netsuite market

EchoVera has developed expertise in the Net-Suite market and is positioning itself to benefit from other ERP integrations that are in the works. Client industries include telecommunications, golf courses, biopharma, airlines, college sports, and eCommerce.

Seamless workflows

EchoVera also has partnerships and expertise with CloudTrade and ChronoScan, both leaders in PDF capture and OCR scanning for supplier invoices. Combined with Palette, the capture products create a seamless workflow for input into the Palette workflow.

Minimal user support with Palette

New initiatives for EchoVera include bolstering their sales efforts and creating video training for clients. Ralf Leitner finds that once a customer is up and running with Palette, user support is fairly minimal as clients enjoy the benefit of automation and best practices for their business processes.

> " EchoVera has many years experience implementing and supporting ERPs such as NetSuite and an excellent knowledge of capture technologies. We are very satisfied with their expertise both in terms of sales, services and support.
>
> **Bernt Olausson**
> **Country Manager for North America, Palette Software**
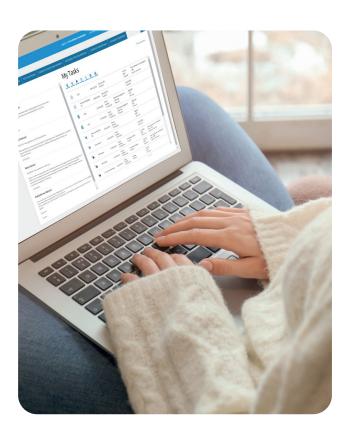
About EchoVera

EchoVera Inc. based in Toronto, Canada, provides Intelligent OCR, AP Automation, Purchase Automation & Spend Management solutions to organizations looking to reduce costs and increase the efficiency of their financial operations. The company brings over 30 years experience to clients worldwide

www.echovera.ca

Palette has an extensive network of partners around the world.

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