ALCiE

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Press Release

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ALCiE Integrated Solutions Announces New
<< ALCiE ALLIANCE PARTNERS PROGRAM >>

PRESS RELEASE - FOR IMMEDIATE RELEASE

Montréal, Canada. / April 21 st, 2004

ALCiE Integrated Solutions, a provider of advanced enterprise business solutions, announced the creation of a new **ALCiE Alliance Partnership Program**.

"At **ALCiE** we believe that the strong long-term partnerships are forged on common business goals, solid commitment to our clients, and mutually beneficial profits', said **Anthony Paraskevas**, Vice-President of Marketing, Business Development and Partnerships. "To this end, **ALCiE** is committed to delivering cost-effective integrated Enterprise Business Solutions that focus on improving the competitive advantage and revenues of our current and future partners and their customers. We seek to build long term relationships with organizations that are as focused on delivering our solutions and professional services, as we are. This new **ALCiE** Alliance Partnership Program welcomes those companies that value the opportunity to leverage each other's strengths in building successful partnerships".

According to **Peter Nikolantonakis,** Vice President and Product Strategist, "**ALCiE** has always been open to proposals from professional organizations and qualified individuals to represent, resell, and support its ERP and Financial-Accounting business solutions and professional IT services."

Mr. Paraskevas added that, "**ALCiE** has updated its partnership programs specifically designed to allow both individuals and Value-Added-Reseller organizations to provide its forward-thinking ALCiE Enterprise Business Solutions to both the SME, which includes Small and Mid-size Enterprise markets, and to the Large Enterprise markets across all industries, around the world."

How to Partner with ALCiE

ALCiE offers two variations of partnerships that optimize the diverse business models and differing business objectives of potential partners. We also provide a wide array of marketing and sales support programs to build upon these business relationships. The two types of programs are as follows :

- **Channel Partner Program**
- **Alliance Partner Program**

Channel Partners

ALCiE provides solid support and guidance to Channel Partners who are committed to excellence and customer satisfaction. **ALCiE**'s Partners Program is our comprehensive sales, marketing and technical support program that offers our Channel Partners, VAR's (Value Added Resellers) and AAC's (Authorized ALCiEConsultant) significant opportunities to grow their businesses with award winning products, training and support in a highly competitive, dynamic marketplace.

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Alliance Partners

ALCiE develops strategic alliances with companies that are committed to maintaining a leadership position in their market space, thus allowing them to gain a competitive advantage in their marketplace. These partnerships include companies that offer technology based solutions, strategic services, and leading edge software solutions.

If you, or your organization, are eager to become an **ALCiE** Certified Enterprise Business Solutions provider and benefit from a lucrative relationship with one of the fastest growing companies in the solution software sector, then we invite you take a closer look at **ALCiE**'s Partner Programs today. Please contact **ALCiE**'s Business Development department to review our new partnership programs that are currently being offered.

If you are interested in receiving information about becoming an **ALCiE Channel Partner** or **ALCiE Alliance Partner** please contact Anthony Paraskevas at the Marketing and Business Development department at the following telephone and email address :

Tel.:   **(514) 744-3440**
Toll-Free: **1-888-252-4350**
Email: **marketing@alcie.com**

About ALCiE Integrated Solutions

ALCiE Integrated Solutions provides a unified family of ALCIE$^{®}$ enterprise data management software suites, analytics, automated reports, and related business and data solutions. The well-known ALCIE modules are an integrated software solution based on ORACLE technology, and are quickly bridged into existing legacy systems taking advantage of a company's IT investment and optimizing its business data process cycle. The company's singular focus is creating and implementing fast, reliable, easy-to-use, and cost-effective solutions to meet the business data requirements of small, medium and large enterprises. The company's software products seamlessly ensure the reliable, rapid access of data files, and business-critical reports, all on a bullet-proof and reliable database architecture. Information on ALCiE Integrated Solutions is available at www.alcie.com, or by calling our Sales and Marketing department, toll-free 1-888-252-4350.

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