



ASX release
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IODM national reseller network goes to revenue

- **Established reseller network boosts speed to market**
- **Sales coverage in capital cities across Australia**
- **Pipeline converts to revenue contracts**

IODM Ltd (ASX: IOD; “IODM” or “the Company”) today announced its recently established national reseller network has secured sales in the accounting and financial services channel.

The company has appointed resellers in NSW, Victoria, Queensland and Western Australia, providing national sales coverage including South Australia, ACT and Northern Territory.

IODM Managing Director, Damian Arena, said the completion of the network is a key milestone in the company’s development as it continues to roll out an aggressive sales and marketing strategy.

“Our distribution network comprises a team of experienced professionals in bookkeeping, accounting and financial services who understand this vertical to penetrate their accounting client base,” Mr Arena said.

“We’re extremely pleased that sales opportunities through our reseller pipeline have converted to revenue contracts, and we expect to announce further sales in the coming month.

“This reseller network plays to our cost efficient distribution model, as well as providing speed to market for our solution,” he said.

The development follows recent partnership announcements with global outsourcing provider BPO Connect and national insolvency specialists SV Partners, and an enterprise contract with Wilson Security.

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About IODM

IODM is a software platform that fully automates the debtor management process that gets cash off the balance sheet and into the bank account, drastically improving velocity to cash flow. Through a single monthly fee, what normally takes hours to manage now takes minutes, giving businesses control of all the parameters of the accounts receivable cycle. IODM interfaces with key accounting packages, and has 40+ partners across Australia. IODM is headquartered in Melbourne.