



ASX release
21 October 2016

IODM goes to revenue with BPO Connect accounting clients

IODM Ltd (ASX: IOD; “IODM” or “the Company”) today announced it has commenced rollout of its automated debtor management platform to global outsourcing provider BPO Connect and its accounting client base.

It follows a strategic alliance agreement signed with BPO Connect, which provides back end accounting and bookkeeping services to enable accounting practices to scale.

IODM Managing Director, Damian Arena, said BPO Connect represented a good fit with IODM’s distribution model in targeting the accounting market.

“BPO Connect is a very reputable firm with intimate knowledge and application of cloud-based accounting platforms for its clients,” he said. “We’re pleased the partnership is bearing fruit with their first clients being onboarded to our solution.

“This conversion to sales is another validation that IODM is delivering on our go to market plan and gaining some real traction among a growing customer base.

BPO Connect’s Head of Marketing Wayne Schmidt said the deal is a win-win for BPO Connect and its clients.

“IODM is a great enhancement in automating our own accounts receivables process, enabling us to proactively manage our debtors.

“With a large number of accounting and add on tools available, we see real benefit in introducing IODM to our client base for better business practices given our business is about enabling accountants to optimise and scale their practice by focusing on value adding, revenue generating activity,” said Mr Schmidt.

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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.

About BPO Connect

BPO Connect provide outsourcing for accountants and their retail clients. BPO Connect provide global CA/CPA qualified professionals to scale your firm. Supporting you with local account managers to deliver increased profitability and higher margins. BPO Connect combines technology with a process driven outsourcing methodology to provide outcome based solutions to their clients. BPO Connect have their Australian head office in Melbourne.