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## Media Release

# IODM SIGNS STRATEGIC ALLIANCE AGREEMENT WITH NATIONAL CREDIT INSURANCE (NCI)

**Melbourne, Australia** — May 5, 2016: Paradigm Metals Limited (“**Paradigm**” or “**the Company**”) is pleased to announce that **IODM** has entered into a Strategic Alliance Agreement with leading Australian, New Zealand and Asian insurance credit broker National Credit Insurance (NCI).

IODM Managing Director, Damian Arena said the deal strengthens IODM’s end-to-end capability for all aspects of the debtor management cycle on the one platform.

“We’re delighted to be able to enhance our solution with this new partnership with NCI,” he said. “NCI offers a natural extension to our service offering and provide synergies between both companies.

“IODM’s automated debtor management platform combined with NCI’s trade credit insurance and credit risk management solution provides an additional level of security for business which is clearly an attractive value proposition,” he said.

NCI Managing Director Kirk Cheesman said: “We have worked closely with IODM and believe there is a clear opportunity to provide real value to our clients by helping them reduce the administrative burden of collecting outstanding debtors via IODM’s system.”

Arena continued: “It’s an exciting time for IODM and we are building on significant momentum from last quarter in terms of further expanding our distribution model. The relationship opens up new growth opportunities for both IODM and NCI and cements our position as a differentiated end-to-end hub that controls all the parameters of the accounts receivable management lifecycle,” he said.

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## **About NCI**

NCI was established in 1985 as a specialist trade credit insurance broker. The NCI business has grown steadily to become the leading trade credit insurance and trade credit solutions broker throughout Australia, New Zealand and Singapore. NCI provide primary business is trade credit insurance which aims to safeguard against bad debts. [www.nci.com](http://www.nci.com)

## **About IODM**

IODM is a cloud-based automated accounts receivable management system. Simple and easy to use, it saves time, money and the stress of following up outstanding debtors and greatly improves the conversion of debtors to cash. It is a more effective way of managing an entity's (large or small) accounts receivable.

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