



## **Equation Technologies Announces Acquisition of Balgord Software Solutions**

**Acquisition bolsters Equation Technologies' Sage practice and extends presence across the Greater Toronto Area and Southwestern Ontario**

**Toronto, ON – May 10, 2011 – Equation Technologies**, a leading provider of integrated business technology solutions, today announced that it has acquired the Sage practice of Balgord Software Solutions, a provider of business application software for small to mid-size companies and nonprofit organizations with a focus on Sage ERP Accpac, Sage CRM, and Sage Fundraising solutions.

Balgord Software Solutions has 18 years of experience in the industry, and has frequently been recognized as one of the top Sage partners in Canada. The firm has successfully implemented hundreds of accounting, ERP, CRM, and fundraising solutions. In addition to augmenting Equation Technologies' practice with one of the region's most accomplished implementation teams, the acquisition will provide Balgord clients with access to Equation's full complement of solutions for professional services, human resources, payroll and benefits, and talent management.

Balgord Software Solutions president Annette Balgord joins Equation Technologies as a partner in the firm and will lead the Sage practice. Over the years Balgord Software Solutions has been consistently recognized and rewarded by some of the industry's most respected organizations. They have earned the Accpac Partner of the Year award, Sage President's Circle, *Accounting Today* magazine's "Technology Pacesetter", and the Sage Customer Excellence Award.

"Balgord has a well-deserved reputation for its business application expertise, high level of professional consulting services, and focus on customer support," said Pat Wade, president of Equation Technologies. "Existing Equation clients will benefit from deeper Accpac expertise, as well as expanded support. Balgord clients will now have access to a broader array of business services, all managed and coordinated under one roof, providing efficient deployments and complete accountability."

"I've gotten to know Pat Wade and her senior management team over the years, and have always been impressed with Equation's culture and philosophy. They are highly respected in the industry and their values and focus on strong customer support align perfectly with our own," said Balgord president Annette Balgord. "Joining Equation allows us to provide our clients with more resources plus be a single source for all their

business solutions, from human resources management to advanced custom development. Integrating our team into the Equation Technologies' organization will be seamless given the shared values and complementary capabilities."

### **About Equation Technologies**

Equation Technologies has been a leader in the implementation of ERP technology, systems integration and advanced custom development since 1985. Equation provides solutions for financial and professional services, head office based organizations, and nonprofit organizations, across a wide range of industries. Partnerships with proven technology leaders, including Sage, Deltek, Microsoft, and ADP allow Equation to help clients effectively manage finances, projects, people, customer relationships, and assets. The company has received numerous awards including Sage President's Circle, *Accounting Today* magazine's "Technology Pacesetter", and the Sage Customer Excellence Award for its high level of client satisfaction. More information on Equation Technologies can be found at [www.equationtech.com](http://www.equationtech.com).

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