

Paramount WorkPlace Strengthens Focus on Sage ERP Through Expanded Alliance with DAB Partners

*Requisition and spend management software publisher, Paramount WorkPlace,
steps up efforts to engage Sage ERP channel partners.*

Detroit, MI – April 16, 2018 - [Paramount WorkPlace](#), a leading software developer and provider of web-based and mobile spend management software solutions, today announced its newly strengthened partnership with DAB Partners to continue its expansion into multiple new ERP markets.

Paramount WorkPlace, the market leader for [seamless requisition and procurement integrations to many of the mid-market ERPs](#), has a large existing VAR channel and was named to the Microsoft Dynamics President's Club for 2016. As channel-focused company with integrations to Microsoft Dynamics, Sage 100, 300, 500, Sage Intacct, Acumatica, NetSuite, and more, Paramount WorkPlace is uniquely positioned to be the single go-to [requisition, procurement, and expense management](#) solution for an increasing number of VARs who are representing multiple ERP publishers.

With key integrations already established, and several more key ERP partnerships in the works, it is important for the company's executive team to have resources and personnel who could focus specifically on channel growth. The team engaged DAB Partners to help increase partner engagement, primarily in the Sage ERP, Sage Intacct, and Acumatica mid-market ERP channel.

[Darcy Boerio](#) of DAB Partners said, "Paramount WorkPlace already has partnerships in place with several top Sage partners, which gives us a great story to tell. We are now focused on putting the solution in front of dozens more Sage partners who previously weren't aware that this type of solution existed for their Sage ERP, and the response has been enthusiastic, to say the least. Paramount WorkPlace fits in particularly well in the context of the new Sage Business Cloud concept, as it is another cloud-connected (and mobile) solution that mid-market Sage ERP resellers can add to their portfolio."

[Khensa Bangert](#), VP of Marketing and Business Development at Paramount WorkPlace, said, "When we decided to develop our seamless integration with emerging SaaS ERPs such as Acumatica and Sage Intacct, our focus was three-fold: innovate in the SaaS space to help solve specific spend management problems, improve our differentiation in the market by leveraging analytics and expanding into Artificial Intelligence (AI), and accelerate our market expansion by tapping into the growing SaaS user base. Darcy Boerio's success in the mid-market ERP space, as well as her extensive business network offer us a unique growth opportunity, specifically with Acumatica and Sage Intacct partners. Her channel growth programs for ISVs will help us grow our reseller channel, as they in turn help end customers improve their bottom line by using advanced spend management solutions. It's exciting to collaborate with a dynamic leader like Darcy Boerio."

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About Paramount WorkPlace

Paramount WorkPlace develops, sells, and supports advanced web-based and mobile [requisition, procurement, and expense](#) software solutions for mid-market and enterprise organizations. With over 131,000 worldwide users, Paramount WorkPlace cloud-based and on-premise solutions are trusted by global, national, and local brands for their powerful capabilities, intuitive features, and the option for a stand-alone and integrated extension of Microsoft Dynamics GP, AX, NAV, and SL; Sage ERP 100, 300, 500, Sage Intacct, Blackbaud Financial Edge and NXT, Acumatica, NetSuite, SAP, Oracle, and Epicor. Learn more at www.paramountworkplace.com

About DAB Partners

[DAB Partners](#) helps mid-market ERP software companies strengthen and grow their partner channels and referral networks. For more information, visit www.dabpartners.com.