



ASC and Vertek partner to offer Telecom Contract Lifecycle Management Solutions

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Advanced Software Concepts (ASC) partners with Vertek Corporation to deliver solutions for managing both buy and sell side contractual agreements for Telecommunication Service Providers.

Ottawa, Ontario, (April 3rd, 2005). — Advanced Software Concepts Inc. (ASC), provider of web-based Contract Lifecycle Management solutions, announced today its alliance with Vertek Corporation, a professional services firm serving the Tier One telecom provider market. The alliance enables ASC to broaden its reach in the Telecom market while enhancing the Vertek suite of services to carriers looking for a completely automated environment that meets Sarbanes-Oxley objectives while lowering the cost of creating, approving, and storing large numbers of contract documents.

The web-based contract lifecycle management (CLM) platform delivers a customer tailored solution with a significant return on investment and rapid speed of implementation. The key benefits of an effective CLM are improved operational efficiencies, increased revenue assurance and cost management, and continuous compliance. Vertek is able to leverage the power of ASC Contracts[®] to create a "Best Practices" framework for its carrier customers while adapting to the customer's environment and processes.

"ASC's objective in partnering with Vertek is to ensure customers who deploy ASC Contracts Telecom solutions fully realize their operational efficiencies (cost savings), and maximize their revenues with significantly improved revenue assurance and cost management capabilities." said Shawn King, President and CEO of ASC.

The platform's advanced query and reporting tools permit sales, marketing, finance, and legal departments to quickly analyze current contract data, assess sales and procurement cycles, and forecast trends from a current, complete, and centralized database of information. The CLM platform also provides organizations with the means to address regulatory and legal reporting requirements, ensure compliance with contract terms, and reduce the costs associated with processing and handling contracts.

Using secure web access, sales and procurement personnel can generate bar-coded contracts online and email or fax contracts to customers and/or suppliers. ASC Contracts' unique bar code recognition ensures signed images are accessible in real-time and the flexible workflow engine allows for automatic notification and routing of agreements for signature and management approval.

ASC is teaming with Vertek Corporation to offer contract and vendor management services, complex provisioning and order management, financial assurance, and network migration solutions to service providers. The ASC and Vertek team now provides carriers tailored solutions in the areas of:

Customer contract management

For carriers seeking to more efficiently manage the quote to contract process in order to meet Sarbanes-Oxley mandates or reduce back office cycle time, Vertek offers a turn-key solution that automates the carrier's process, migrates existing contracts into the ASC platform, and provides extensive search and reporting capability on the contract database.

Vendor management

For carriers seeking to optimize their networks and lower their cost of access, Vertek creates a platform in which all vendor agreements are housed and managed in ASC Contracts[®], through a single process and with a central, "finger tip" repository. Information stored in the ASC Contracts[®] can be combined with usage and facilities information to provide complete insight into vendor agreements, network arrangements, and on-going financial invoicing. Armed with a complete picture of its suppliers, the carrier is able to better negotiate terms and conditions, isolate unneeded facilities, and definitively identify supplier invoice problems. The net result is lower cost of access.

The carriers are able to purchase the platform outright, with full technical support available, or on an outsourced, transactional basis hosted On-Demand or On-Prem.

"The ASC product line gives us a full-featured, telecom-specific document management solution that carriers are unable to match with internally developed or third party software. By meeting the demanding requirements on the carrier's contracting environment that are placed by Sarbanes-Oxley and on-going business management needs, our solution delivers a strong business case to the contract and vendor management offices." said Brad Soutiere, Chief Operating Officer at the Vertek Corporation. "The great people and products at ASC allow us to resolve an industry wide problem."

**About Advanced Software Concepts**

Founded in 1992, with extensive experience in the Telecommunications industry, ASC Inc. targets Telecommunication, Financial Services and Government market segments. As a leading software provider of custom, market-specific contract lifecycle management (CLM) solutions, ASC delivers secure creation, monitoring and management of all contractual activities and processes for legally binding documents with accountability and compliance, including very complex contract management workflows, in cost sensitive enterprise-scale applications. For more information about ASC, visit the ASC website: www.ascnet.com.

About Vertek Corporation

Vertek Corporation, founded in 1988, has as its corporate mission to be a leader for designing and implementing successful business models that help sell, order, provision and fulfill communications services. As a result of hundreds of client projects, Vertek has developed unique expertise and capabilities in network migrations, revenue assurance and recovery, complex provisioning and business consulting. These services are offered in a variety of delivery options including full business process outsourcing at the Vermont location. Vertek is recognized for providing high value results and has received a number of supplier awards from its customers as well as industry recognition. For more information about Vertek, visit the Vertek website: www.vertek.com.

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