

# AccountMate®

## Southern California Software Reseller Awarded “Killer VAR” Status

**PETALUMA, CA—(Marketwire—August 13, 2008)—**  
**WebCPA announced the 11 companies that**  
**made their highly selective “2008 Killer VARs”**  
**list of accounting software resellers. John Kane**  
**of Albany Business Systems in Simi Valley,**  
**California, was among this impressive group.**

John Kane is an AccountMate Software Elite Business Partner who has been supporting his business clients for over twenty years. His entrepreneurial spirit, along with his exceptional technical and business process experience, has gained him a loyal clientele.

As one of the foundations for selecting this year's Killer VARs, Bob Scott (Editor of Accounting Technology magazine) wrote that, “Many resellers are selling more sophisticated [accounting] systems. The smart ones are offering infrastructure services, and customer relationship management applications are contributed to the top lines everywhere.” John Kane has dedicated his accounting reseller practice to listening to the needs of his clients and providing the types of solutions that will gain them the most benefit. He has built the trust of his clients to the point that he is considered an integral part of their business both because of his breadth of knowledge as well as his genuine concern for improving their business model. John Kane's commitment to his clients reflects what Mr. Scott describes when he wrote, “The attributes needed to be named as a Killer VAR go beyond product.

They include the commitment and character of the people running value-added reselling organizations.”

Not only does Albany Business Systems succeed as a result of John's keen attention and servicing of his clients but the software vendor, AccountMate Software, has also reaped the benefits of his valuable feedback. John has served on the AccountMate Business Partner Advisory Board. John and other members of this Board serve as a consultative sounding-board for AccountMate as new products and ideas are tested before AccountMate rolls them out.

Universally, John Kane promotes the idea of providing value. This value extends to his clients as well as his dealings with AccountMate Software. His recognition as a 2008 Killer VAR by Accounting Technology magazine is yet another testament to the successful way that he runs his business.

### About AccountMate Software Corporation

Founded in 1984, AccountMate develops and markets fully modifiable business accounting software. Systems range from single user versions to those that support over hundreds of users simultaneously. AccountMate software is distributed exclusively through a worldwide channel of Authorized Solution Providers. AccountMate can be reached at (800) 877-8896 or at [www.accountmate.com](http://www.accountmate.com).

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### AccountMate Software Corporation

1445 Technology Lane | Suite A5 | Petaluma, California 94954 | USA  
800-877-8896 | 707-774-7500 | [www.accountmate.com](http://www.accountmate.com)

Press Contact:  
Donna M. DeRosa  
Vice President  
(800) 877-8896  
**Email Contact**