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**Taija Sparkman** • Jul. 23, 2012



**Tamlin Software Developers** and **AccountMate**, developer of modifiable business accounting software, have joined forces as part of the companies' new strategy to attract Sage MAS 500 resellers.

"We sell in the same market space as the MAS resellers, so we understand the dynamics of their type of business and support their efforts through specific programs and promotions," said David Dierke, President and CEO of AccountMate.

“The AccountMate software system can be tailored to the specific needs of a reseller’s

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AccountMate provides source code to both resellers and us as a software developer, Manufacturing Conductor takes advantage of all the built-in inventory capability,” said Linda Bryan, CEO of Tamlin. “The AccountMate ERP system is deep on its inventory handling functionality; this is especially appealing to manufacturing and wholesale distribution clients.”

Don Sathe and Tony Smith have been hired to lead the companies’ efforts to pull in MAS 500 resellers and customers. Both Smith and Sathe have extensive experience helping customers change software programs. Smith has more than 20 years of experience with developing and implementing ERP, CRP, distribution, financial and manufacturing system solutions. He also has helped organizations transition from traditional manufacturing to focused factories. Sathe’s expertise includes software implementation, operations, manufacturing and process improvement, internal project management and consultation. He has helped implementation teams and customers with process design and implementation of ERP systems and assisted customers with manufacturing and operational issues.

“With the uncertainty of the future direction by Sage for its MAS 500 product, plus the heavy emphasis on X3, Sage resellers should be evaluating their position and decide whether they are willing to move from MAS 500 to X3, or decide to look at a viable replacement for MAS 500, such as AccountMate,” says Smith. “Having implemented MAS 500 for more than 12 years, I have been impressed with how AccountMate and Tamlin’s Manufacturing Conductor work together to provide the kind of solution manufacturers need in today’s environment.”

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