



## **Press Announcement**

### **ASC Wins at Bell Canada Wholesale Division**

— *ASC Contract to be deployed to 300 Sales Professionals* —

**Ottawa, Ontario, September 1<sup>st</sup>, 2001**—Advanced Software Concepts Inc. (ASC), leader in providing quality products for Contract Management, announced today that Bell Canada, Wholesale has acquired ASC Contracts for 300 sales and operational professionals.

With *ASC Contracts*, Bell Canada sales staff will generate contracts online and email or fax contracts to customers. They are only required to physically touch a contract once in the process – to sign a completed contract and fax it into the system. Completed documents are printed, faxed, or emailed to produce a legal copy of the contract for the customer. Once a new contract is entered all information is centrally stored, eliminating misplaced or lost contracts. The central storage of contracts enables any authorized user to view the contracts without having to track down the person who created or filed them.

Armed with *ASC Contracts'* advanced query and reporting tools, sales, marketing, finance, and legal departments can analyze current contract data, potential areas of concern, sales and procurement cycles, and forecast sales trends from a current, complete, and centralized database of information. Lesley Holmes, Product Manager, Bell Canada Wholesale confirms "ASC Contracts has delivered management and control of the contracting process at Bell and made us more efficient, more effective and more responsive to our customers".

The power of *ASC Contracts* is its ability to apply a "Best Practices" framework while adapting to the customer's environment and processes. ASC offers a contract management platform that delivers a custom solution without high costs or lengthy development and implementation cycles.

"This confirms our belief that ASC Contracts delivers value and a compelling ROI", said Shawn King, President and CEO of ASC. "The challenge now is to leverage this advantage in the market."

Each contract generated by *ASC Contracts* has a unique Bar Code representing key contract info for security and recognition purposes. *ASC Contracts* is able to automatically recognize and store contracts by using its patent pending Bar Code technology. This saves hours of time storing and retrieving signed documents and means that signed contracts are available to authorized individuals at the click of a mouse.

#### **About Bell Canada**

Bell Canada, Canada's national leader for communications in the Internet world, provides connectivity to residential and business customers through wired and wireless voice and data communications, high speed and wireless Internet access, direct-to-home satellite, IP-broadband services, e-business solutions, local and long distance phone services. BCE Inc. of Montréal owns Bell Canada. For more information, please visit [www.bell.ca](http://www.bell.ca).

#### **About ASC:**

Since its founding in the early 1990's, ASC's mission has been to focus on providing quality Contract Management products, professional services, and managed solutions to its

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customers. ASC brings a combination of people with technical skills and experience to each project that enables ASC to consistently and clearly understand their clients' requirements and ultimately deliver a high-quality solution.

*For More Information contact [marketing@ascnet.com](mailto:marketing@ascnet.com)*

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