

Epicor ERP Americas Channel Executive Recognized as One of UBM Tech Channel's CRN 2013 Channel Chiefs

The Associated Press

Epicor Software Corporation, a global leader in business software solutions for manufacturing, distribution, retail and services organizations, today announced Matt Bauer, director, channel sales, ERP Americas, has been named a CRN 2013 Channel Chief by UBM Tech Channel. Channel Chiefs are among the most influential and powerful leaders in the IT channel. UBM Tech Channel recognizes those executives directly responsible for driving channel sales and growth within their organization, while evangelizing and defending the importance of the channel throughout the entire IT Industry.

"It is truly an honor to be recognized as a 2013 CRN Channel Chief," said Bauer. "Building strong, collaborative relationships with our channel partners allow us to deliver substantial opportunities to Epicor customers across key industries and markets. This past year, we've made strategic enhancements to our program, the Epicor Inspired Partner Network, enabling us to accommodate more types of partner relationships and implement improved partner performance metrics, recognition, reporting, partner support, and knowledge transfer opportunities -- all designed to make our partners and Epicor more successful."

"The 2013 Channel Chiefs list recognizes vendor executives dedicated to driving channel programs in the IT marketplace," said Kelley Damore, senior vice president, editorial director, CRN. "Our annual Channel Chiefs issue is a must-read for IT solution providers evaluating new vendors or looking to expand solution offerings. These are the people, the products and the programs that any savvy solution provider needs to know. We congratulate this year's Channel Chiefs for their stellar record of business innovation and applaud them for their continued dedication to the partner community."

For over ten years, Channel Chiefs have been selected by the CRN editorial team based on channel experience, program innovations, channel-driven revenue, and public support for the importance of IT Channel Sales. The 2013 Channel Chiefs list is featured in the February 25, 2013 issue of CRN Magazine and will be featured online at www.crn.com.

The Epicor Inspired Partner Network is a comprehensive sales, marketing, and support program that offers channel partners significant opportunities to grow their businesses with award-winning products, training, and support in a highly competitive and dynamic marketplace. Structured into four partner categories based on the sales and services partners provide, the Epicor Inspired Partner

Network includes Reseller Partners, Solutions Partners, Services Partners, and Consulting Partners. Program enrichments include partner certification and training programs delivered via Epicor University, increased course availability through virtual technologies, plus investments in tools such as Partner Relationship Management (PRM), all intended to get channel partners ramped up quickly.

Epicor is looking for partners that are leaders in their field and has built a program to offer substantial benefits and support to these partners. For more information about the Epicor Inspired Partner Network, email partnerinfo@epicor.com.

News Facts

Epicor ERP Americas Channel Executive recognized as a CRN 2013 Channel Chief
CRN Channel Chiefs are selected by the CRN editorial team based on channel experience, program innovations, channel-driven revenue, and public support for the importance of IT Channel Sales. Epicor has made strategic investments in the Epicor Inspired Partner Network, a comprehensive program to support channel partner growth and success.

About UBM Tech Channel
UBM Tech Channel, a UBM company, is the premier provider of IT channel-focused events, media, research, consulting, and sales and marketing services. With over 30 years of experience and engagement, UBM Tech Channel has the unmatched channel expertise to execute integrated solutions for technology executives managing partner recruitment, enablement and go-to-market strategy in order to accelerate technology sales. To learn more about UBM Tech Channel, visit www.ubmchannel.com.

UBM llc
UBM llc is a leading global business media company. We inform markets and bring the world's buyers and sellers together at events, online, in print and provide them with the information they need to do business successfully. We focus on serving professional commercial communities, from doctors to game developers, from journalists to jewelry traders, from farmers to pharmacists around the world. Our 6,000 staff in more than 30 countries is organized into specialist teams that serve these communities, helping them to do business and their markets to work effectively and efficiently. For more information, go to www.ubm.com.

About Epicor Software Corporation
Epicor Software Corporation is a global leader delivering inspired business software solutions to the manufacturing, distribution, retail and services industries. With over 40 years of experience serving small, midmarket and larger enterprises, Epicor has more than 20,000 customers in over 150 countries. Epicor enterprise resource planning (ERP), retail management software, supply chain management (SCM), and human capital management (HCM) enable companies to drive increased efficiency and improve profitability. With a history of innovation, industry expertise and passion for excellence, Epicor provides the single point of accountability that local, regional and global businesses demand. The Company's headquarters are located in Dublin, California, with offices and affiliates worldwide. For more information, visit www.epicor.com.

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