

## Paul Frederick Joins OB10 to Lead its Operation in the Americas

*Technology and software industry veteran selected to continue region's growth*

**Atlanta, December 14, 2011** – OB10 ([www.ob10.com](http://www.ob10.com)), the e-Invoicing network, has appointed Paul Frederick as President and General Manager for the Americas. Frederick brings 30 years' experience to OB10 customers and will build on the company's success in the region to accelerate growth into 2012 and beyond.

"I am very excited about the opportunity to lead OB10's operation in the Americas and am enthusiastic about the reception we continue to receive as more organizations realize the benefits of e-Invoicing," said Frederick. "By combining our industry-leading methodologies with our blue-chip buyer customer base and outstanding global supplier network, we are uniquely positioned for greater success in this rapidly evolving market."

A 30-year technology industry veteran, Frederick spent the first half of his career with what is now Accenture LLP, specializing in large-scale project and program management in the financial, and health and human welfare application areas. Frederick has in-depth experience in the areas of customer relationship management and customer interaction optimization applications for the financial services, telecommunications and high-tech sectors. Most recently, he has helped companies such as Portrait Software and Pitney Bowes Business Insight achieve their goals by focusing on quality customer service and their strategic partner product and distribution relationships.

OB10 buyers, suppliers and partners will benefit from the breadth of Frederick's experience while the e-Invoicing industry gains a knowledgeable advocate dedicated to optimizing companies' accounts payable and accounts receivable operations.

"We are delighted to welcome Paul to the OB10 leadership team," said Luke McKeever, Chief Executive Officer for OB10. "The Americas has been a key market for OB10 for the past eight years and many of our Fortune 250 US and international buyer clients and their preferred suppliers are headquartered in the region. Paul will help to make OB10's aggressive plans for US expansion a reality."

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**About OB10**

OB10 ([www.OB10.com](http://www.OB10.com)) is the leading global B2B e-Invoicing network. OB10 simplifies and streamlines the complex invoice-to-pay processes. Neither client organizations nor their suppliers are required to implement any hardware or software, and OB10 is independent of data file formats. OB10 can reduce the cost of paper invoice processing by typically 60% and can deliver an ROI in less than a year if the program follows OB10's best practice guidelines. Operational across Europe, North America and Asia, OB10 is compliant with the requirements of VAT, tax and e-Invoicing legislation and receives invoices from suppliers in 150 countries. To ensure unrivalled and rapid supplier enrollment, each new customer's suppliers are supported by an implementation services team responsible for getting them up and running on the OB10 network.

Customers include: Agilent Technologies, Amgen, Aviva, Barclays, BP, British Energy, Cargill, Computacenter, Deutsche Lufthansa AG, DHL, Dr. Pepper, DSG International, Eli Lilly & Company, Fisher Scientific, General Motors, GlaxoSmithKline, HP, IBM, Imperial College, Kellogg's, Kraft Foods, Logica, Mohawk Industries, Motorola, Pfizer, Sara Lee, Schneider Electric, Severn Trent Water, Shaw Industries, Steria, Tesco, Unilever, US Federal Government, Whirlpool and Xerox.

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