

## *an Interview with Jarle Sky*

*(June 2009, Appendix to Finansavisen)*

*Industry experts are giving approval for the net-based ERP system XLEDGER.NET. Its deep functionality and rich features benefit larger and more complex organizations especially. With broad market acceptance, XLEDGER has achieved critical mass and is now a serious alternative to more traditional ERP systems.*

### **The Market is full of anticipation**

There is strong demand for the XLEDGER.NET solution. In the last year, the customer base, including small entities to larger international companies, more than doubled. The market is ready for XLEDGER.NET as a mainstream ERP system. The system empowers company leaders, giving them a clear and comprehensive overview of their businesses. Intuitive graphs and organized tables of strategic numbers give valuable insight with the possibility to drill down, as far as to images of bills. All of these features can be tailored to fit the individual needs of the company or executives.



Jarle Sky—The product visionary behind the development of XLEDGER

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Industry experts are impressed with our offering, because leaders gain a realistic confidence in managing their own businesses.

### **Experts are impressed**

“Finally someone understands what businesses really need!” is often a spontaneous reaction that we receive from professional ERP consultants that work with mid to large-sized businesses. Expecting a web-based financial system to be elementary and designed primarily for small businesses, XLEDGER.NET surprises many. The system is extensive, robust, rich in functions, easy to use, and can handle massive transaction volumes. In addition to transaction processing, XLEDGER has built a management information system (MIS) that is also 100% web based, tells Jarle Sky, the product visionary behind the development of XLEDGER.NET.

## New Web technology

Today, Jarle's visions have materialized. Parallel with the development of XLEDGER.NET, there have been significant improvements to the technological infrastructure. The initial technological choices made by XLEDGER were bold at the time, but have proved in hindsight to be exactly right for their needs. XLEDGER.NET uses new web technology, which enables innovative functions that surpass the old Windows based solution. Many consultants get a "Whoa" moment when they understand the usefulness for their clients. The next

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generation ERP system is not just a dramatic improvement to the technology platform and accessibility, but adds efficiency and new capabilities. It opens possibilities to improve company productivity, explains Jarle Sky, going on to cite a few examples.

## Flexibility

The web-based solution XLEDGER.NET gives flexibility to companies in decisions regarding what they do, who does it, and

where it is done. XLEDGER.NET employs digitization to enable flexible workflow between executives, managers, accountants, and employees. The web browser gives instant access to bills, invoices, and other company documents. Without embracing this change, businesses can no longer survive. To see the effect of digitization in another sector, just look at how the photo industry changed in the last few years.

## Automation

Many of the manual processes in a traditional ERP system are fully automated in the XLEDGER.NET system. Tasks such as payment processing, bank reconciliation, bill production, and payment deposits now require minimal human effort. Companies are pleased with the new doors opened by saving time on these tedious tasks.

## Internet as a platform

By using the internet as part of the platform, XLEDGER.NET facilitates quick exchanges and integration of data. Physical presence is no longer as important, and some of the work that had to be done in the office can now be done from home. Via the internet browser, up-to-date information is always available.

## Generation shift: from Windows to Web

"Forward thinking leaders see the value in a financial system being web based," says Jarle Sky. In the mid 90s, Windows became the new dominant platform, replacing the old

character-based solutions. Right now we are in the middle of a new big technological shift; internet cloud computing will replace the local Windows host in ERP solutions. Web offerings are in the process of becoming a fundamental requirement; companies are demanding true web-based solutions.

## A true Web-based Solution

"Many ERP providers boast a web based solution, when in fact, they have an old Windows application integrated with some web functionality. They offer a costly installation without the advantages of a truly web based Cloud solution. XLEDGER.NET, an *actual* web based solution, cuts both direct costs associated with installation, configuration and maintenance, as well as other hidden costs in hosting one's own financial application. XLEDGER is embracing progress and is a leader in the development of net-based ERP systems," ends Jarle Sky.