

## Esteam and Odyssey Forge Supportive Marketing Agreement

### TOTAL: RECORD AND GREAT PLAINS SOFTWARE PROVIDE ENTERPRISE-WIDE SOLUTION THAT ADDS VALUE FOR HUMAN SERVICES PROVIDERS

PITTSBURGH, September 16, 2004 — Esteam, LLC, developer of the TOTAL: Impact solution for human services management and improvement, announces a supportive marketing agreement with the Odyssey Software Group, a Pittsburgh-based provider of Microsoft business solutions. The agreement enables Esteam and Odyssey to provide human services organizations with a comprehensive platform for effectively managing their clinical and financial operations in ways that increase productivity, streamline accounting and record-keeping, accelerate reimbursement, improve revenue cycles and, ultimately, contribute to better human service delivery as well as long-term fiscal viability.

Esteam and Odyssey will participate in joint marketing opportunities where customers can benefit from utilizing Great Plains software and TOTAL: Record.

"A solid financial position is the foundation of any organization's ability to deliver high quality human services," says George Pashel, president of Esteam. "Utilizing both TOTAL: Record and Great Plains allows users to leverage the capabilities of both solutions to more effectively integrate administrative and clinical processes in ways that streamline data collection, analysis and reporting. The result is simplified and faster reimbursement, along with the tools to track both financial and outcomes performance for better service quality and planning."

"In the past, organizations have focused on accounting software without understanding how their clinical services and financial data can be leveraged to improve cash flow, efficiency and productivity," says Michael Dorsey, vice president of sales, Odyssey Software Group. "By deploying TOTAL: Record in conjunction with Great Plains, organizations can open a remarkable window on their operations and utilize their data in ways that improve both the quality of their services as well as bottom-line performance."

To date, Esteam and Odyssey have teamed to provide solutions for a number of clients including the Sarah Reed Children's Center and the Gertrude A. Barber Center, both located in Erie, Pa.

"TOTAL: Record and Great Plains support our financial management requirements and provides our employees with a solution that streamlines their paperwork burden," says Matt Rogers, director of finance at Sarah Reed Children's Center. "In particular, TOTAL: Record's web-based functionality will benefit our remote clinicians and staff members by simplifying the reporting process as it reduces our networking needs and costs."

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“The integration of TOTAL: Record and Great Plains takes both products beyond the accounting function, arming employees and administrations with the information they need to manage their entire organizations more effectively and efficiently, and freeing employees to do what they do best — help people,” Pashel says. “We are extremely pleased to be working with the Odyssey Software Group to provide clients with the synergy that adds genuine value.”

### **About Esteam**

Esteam, LLC, based in Pittsburgh, Pennsylvania, is a collaboration of Innervate and Pressley Ridge, where the company is based. Pressley Ridge, serving clients in Pennsylvania, Maryland, Washington, D.C., Ohio, West Virginia, and Delaware, is a non-profit organization founded in 1832 and one of the nation’s oldest and most highly regarded innovators of best practices relating to human services for children and young adults. Innervate, based in Allison Park, Pennsylvania, is a for-profit technology provider that offers consulting and software services to health and human services organizations. For more information about Esteam, TOTAL: Record and our TOTAL: Impact comprehensive solution for human services improvement, visit [www.esteem.net](http://www.esteem.net) or call 412-322-0629.

### **About the Odyssey Software Group**

The Odyssey Software Group, an authorized Microsoft Business Solutions partner, provides financial software that enables organizations of all sizes to adapt to changing requirements. For more than 10 years, Odyssey has assisted customers in selecting solutions, implementing them efficiently, and developing customized software — tailored, flexible applications, training and services that enable businesses, agencies, non-profits and other organizations in a wide range of industries to make the most of their IT investments. For more information about the Odyssey Software Group, visit [www.tosg.com](http://www.tosg.com) or call 412-391-9966.