

Echelon Automates Sales Order Reporting with BBB Intelligence from Absolute Technologies - Elevating Visibility to Bookings, Backlog and Billings Figures

Echelon's sales order administrators praise Absolute's Net Booking and Historical Backlog reporting solution for Oracle E-Business Suite.

Palo Alto, California, May 1, 2007 – Absolute Technologies, Inc. today announced Echelon's one year anniversary running BBB Intelligence to successfully automate Bookings, Backlog and Billings reporting on Oracle E-Business Suite Release 11i. BBBi has enabled Echelon to transform its Oracle Order Management module into a reportable sub-ledger, capturing sale order changes to report net bookings and backlog in real time. Previously, Order Administrators used a tedious and time consuming manual process to derive weekly and monthly bookings and backlog figures (BBB). With BBBi, Echelon has BBB reporting, containing all the data elements they needed, available at the click of a mouse.

Suzan Krebs, Echelon's Order Administration Manager said, "It's a great management tool enabling us to easily report the volume, value and change activity of orders."

Suzy Carr, an Order Administrator, said:

"We should have purchased the software sooner."

"It's absolutely fabulous because all the change activity is captured for us just like a sub-ledger, speeding and simplifying the process of pulling together our weekly net booking figures."

"BBBi saves us lots of time and frustration. By capturing all our order activity and presenting it in easy to use reports and online screens, any member of our team can now easily answer booking related questions."

"Don't ever take the software away or else you will have very unhappy OA people!"

Oliver Stanfield, Echelon's CFO, said, "Our Order Administrators have given BBBi much acclaim over the last year. It was a worthwhile purchase."

From an IT perspective, Scott Tang, Echelon's Manager of Enterprise Applications said, "The BBBi application was one of the easiest implementations we've had. In one week, we staged it in a test environment, cleaned up some OE/AR conversion data and remediated a few minor issues, verified there was no performance impact, and deployed the solution into production. Absolute's Support team has been knowledgeable and responsive in demonstrating their commitment to our success and satisfaction with their product."

About Absolute Technologies:

Absolute Technologies, Inc. provides two innovative business solutions for Oracle Database and Oracle E-Business Suite customers, Application Auditor and BBB Intelligence, both of which dramatically simplify and automate critical, yet underdeveloped, business functions. Application Auditor enables the enterprise to **Audit, Alert or Prevent any business, setup or back door transaction** in the database to facilitate controls and compliance reporting for SOX and SOD requirements. Absolute Technologies is an OAUG member and Oracle Partner headquartered in Palo Alto, California.

Additional information about Absolute Technologies is available at www.absolute-tech.com.

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