

# ***ALPNET and Accent sign deal***

**O**n January 14, 1998 ALPNET Inc., the international translation and localisation services company and Accent Software International Limited, the international language information technology company, announced the signing of a joint marketing and licensing agreement which will allow both companies to provide total language solutions to international software companies.

ALPNET has licensed its leading translation technology for printed and online documentation to Accent, and Accent has licensed its globalisation and localisation tools for software products to ALPNET. Accent will integrate the tools and offer them as one product to the market utilising ALPNET's and Accent's sales channels. ALPNET will provide training and support to users of the technology through its worldwide network.

"Since the demand for efficient translation technology has been rapidly increasing, we have been searching for a suitable software marketing partner", commented Jaap van der Meer, president of ALPNET.

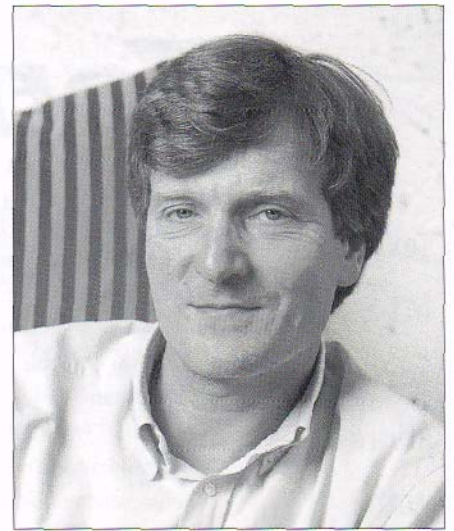
"ALPNET began as a software company but decided to focus its business on the growing market of translation and

localisation services ten years ago. Accent has an excellent product for software globalisation and localisation which strategically fits with our documentation translation tools and we are excited to re-enter the market of translation software tools with such a dynamic partner."

"Many software companies are unsatisfied with the performance of the limited tools available on the market. They are searching for a complete software solution which is supported globally. Through our cooperation with Accent, we fill this demand by offering a state of the art 'Technology Solution' to businesses worldwide. The agreement is non-exclusive."

Todd Oseth, president of Accent, stated, "By combining our tools with ALPNET services, we create a prominent force for the global localisation market of both products and documents. Both companies increase their sales channels and revenue potential through this agreement."

Accent and ALPNET consider that they are complementary in their business orientation. Accent will provide the software products and ALPNET will supply the services. Development professionals from both organisations will work closely together to build products for new markets. ■



Jaap van der Meer, president of ALPNET