



FOR IMMEDIATE RELEASE

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**XPEDX AND AVANTI FORM ALLIANCE
TO GIVE COMMERCIAL AND IN-PLANT PRINTERS
REAL-TIME AVAILABILITY, PRICING ON PRINTING PAPERS**

**Instant information about paper and pricing
is essential for printers today**

TORONTO, Canada, and LOVELAND, Ohio, December 10, 2007—Avanti, a leading provider of MIS solutions for the printing industry, and xpdx, North America's largest distributor of printing papers and graphics supplies, today announced an agreement under which Avanti's commercial and in-plant printing customers will have real-time access to availability and pricing information about printing papers.

The alliance, to be fully implemented first quarter 2008, gives Avanti customers direct access to the xpdx paper catalog, customized pricing and fully updated information on availability. This information enables printers to quickly deliver accurate job quotes to their customers and prospective customers.

"Paper can account for more than 40% of a printer's total cost, and access to real-time information about pricing and the availability of specific papers is essential to just-in-time quoting," says Stephen McWilliam, vice president of marketing for Avanti.

"In a market where all printers are looking for a competitive advantage, Avanti customers can realize an immediate productivity gain by directly accessing this information from within their Avanti system. This will greatly improve their estimate turnaround time and better position them to win more deals," McWilliam said. "It also enables printers to tightly manage an essential part of the print job by having the most up-to-date costing information at their fingertips."

The Avanti system directly connects the printer to the xpdx e-commerce site. Real-time pricing information is available for the quote and, once the order is received from the customer, purchase orders are generated automatically and all details about paper are passed to the xpdx site without any need to re-key the information.

"This alliance with Avanti underscores our e-business strategy: to make it quick, easy and efficient for printers to do business with xpdx," said David Wallace, xpdx director of customer service and eBusiness.

"Customers using the Avanti system will be able to easily source xpdx product and then transmit their purchase order to xpdx—saving time and reducing errors," explained Wallace. "By linking directly with MIS solutions that printers use, we can deliver the critical information they need right to their desktop."

xpedx.com recorded more than \$1.2 billion in revenues on more than 5 million orders in 2006.

About Avanti

In business for over 24 years, Avanti's sole focus is on providing comprehensive, fully integrated software tailored to the unique way each printer does business. Avanti specializes in solutions for sheetfed, web, digital, large format, screen printers and finishing equipment with integrated modules extending from the Internet through to the shop floor and invoicing.

With over 400 installations, Avanti's fully integrated modules include estimating, quotation letters, order entry, job costing and tracking, inventory tracking, purchasing, scheduling, shop floor management, fulfillment, direct machine interface, shipping, invoicing, chargeback and accounting integration, CRM, JDF interfaces, triggers and alerts and executive dashboard. For more information about Avanti, visit www.avantisystems.com.

About xpedx

Loveland, Ohio-based xpedx, a business of International Paper, is one of the largest business-to-business distribution companies in the U.S. with more than \$6.7 billion in 2006 revenues. xpedx distributes a wide range of paper and graphics, packaging and janitorial-sanitary supplies and equipment from manufacturers worldwide. Customers include printers and publishers, manufacturers, retailers and facility managers among many others.

xpedx, which has more than 260 locations across North America, does business with the majority of printers in the U.S. It provides detailed operations consulting for printers to help them improve productivity and profitability and has a network of more than 150 retail paper and graphics stores in the U.S., Canada and Mexico. xpedx is one of the largest providers of post-consumer waste content and recycled printing papers in North America and has Sustainable Forestry Initiative® (SFI) and Forest Stewardship Council (FSC) chain-of-custody certification at all of its U.S. locations. For more information, visit xpedx.com.

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Editor's note: xpedx is always spelled lowercase.

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