



BankLink and MYOB - new strategic supplier agreement FAQ's

1. What is the nature of the relationship between BankLink and MYOB?

- BankLink has agreed to supply transaction data for a range of new products from MYOB.
- MYOB will be purchasing transaction data from BankLink.
- The new products have been designed and built by MYOB and will be sold and serviced exclusively by MYOB.

2. Why have BankLink entered into this agreement?

- By supplying transactions to MYOB, we are able to grow our business, without compromising the products and service our clients value.
- We believe that the accountant is best equipped to help their small business clients determine how they should do their accounting. For some businesses this will mean using their accountant to manage the accounting process via The BankLink Service, while other clients may operate their own accounting systems, such as those provided by MYOB.

3. How does this affect BankLink's service offering?

- BankLink will continue to provide our complete range of products and services, including some exciting new products due to be released later this year.

4. How do I know what product to recommend to my clients?

- We believe that accounting practices need a range of solutions to suit the wide range of needs and capabilities of their clients:
 - BankLink is ideal for many small business clients who lack the time, skills or desire to operate their own accounting system.
 - MYOB's products are designed for those small businesses who are willing and able to operate their own accounting systems.

For enquiries contact BankLink on 1800 123 242 or email us on contact@banklink.com.au