

June 11, 2025



# Intellinetics Expands Payables Automation Solutions Practice with Leading Canadian Homebuilder

*Leverages AI-powered technology to revolutionize our customer's utility bill processing*

COLUMBUS, Ohio--(BUSINESS WIRE)-- Intellinetics, Inc. ([NYSE American: INLX](#)), a digital transformation solutions provider, is pleased to announce that a leading Canadian-based homebuilder and land development company has signed a contract to implement its IntelliCloud™ Payables Automation System. The sale was driven by the new Automated Utility Invoice Coding module and represents \$100K in Total Contract Value (TCV) with over \$41K in annual SaaS revenue. The customer is scheduled to go live by July 31, 2025.

For homebuilders and other organizations that receive many utility invoices, general ledger coding and processing can be a major drain on time, energy, and resources. With high invoice volumes, complex allocations, manual data entry risks, and siloed information, the process is often inefficient and prone to errors like double payment. The Automated Utility Invoice Coding module, introduced to the market in March 2025, harnesses licensed AI-powered technology to revolutionize utility bill coding with low or no-touch processing. The module automatically identifies the lot number and determines its status (model, spec, or completed) and then assigns accurate coding for utilities like gas, electric, water, HOA, and property tax.

“We have had some great feedback since we introduced the Automated Utility Invoice Coding module during a webinar in March,” said [James F. DeSocio](#), President & CEO at Intellinetics. “In fact, another new customer told us they are already processing over 15,000 utility invoices a month through the system and over 80% are touchless! That’s within 60 days of going live. Every month, the percentage of touchless invoices increases for the customer.”

“Despite the challenges affecting homebuilders, such as tariffs and interest, demand for our Payables Automation solutions continue to grow because our product saves them time and money,” said DeSocio. “During times of economic uncertainty, investing in process efficiency becomes crucial because it strengthens a company's ability to adapt, reduce costs, and maintain profitability. By streamlining operations and identifying inefficiencies, businesses can become more agile and resilient, better positioning them for taking advantage in the upswing.”

Continued DeSocio, “As reference accounts grow and share their story that our solutions are cost-effective with a tangible return on investment, particularly in a downturn, we remain confident in our payables automation solution for generating significant SaaS revenue growth.”

## **About Intellinetics, Inc.**

Intellinetics, Inc. (NYSE American: INLX) is enabling the digital transformation. Intellinetics empowers organizations to manage, store and protect their important documents and data. Intellinetics' flagship solution, the IntelliCloud™ content management platform, delivers advanced security, compliance, workflow and collaboration features critical for highly regulated, risk-intensive markets. IntelliCloud connects documents to users and the processes they support anytime, anywhere to accelerate innovation and empower organizations to think and work in new ways. In addition, Intellinetics offers business process outsourcing (BPO), document and micrographics scanning services, and records storage. From highly regulated industries like Healthcare/Human Service Providers, K-12, Public Safety, and State and Local Governments, to businesses looking to move away from paper-based processes, Intellinetics is the all-in-one, compliant, document management solution. Intellinetics is headquartered in Columbus, Ohio. For additional information, please visit [www.intellinetics.com](http://www.intellinetics.com)

## **Cautionary Statement**

Statements in this press release which are not purely historical, including statements regarding future business and growth, Total Contract Value of any customer contract, go-live dates for any customer software implementation, demand for our software products, the cost-effectiveness of our products for our customers, return on investment association with purchasing our software, and generation of significant SaaS revenue growth, execution of our business plan, strategy, direction and focus; and other intentions, beliefs, expectations, representations, projections, plans or strategies regarding future growth, financial results, and other future events are forward-looking statements. The forward-looking statements involve risks and uncertainties including, but not limited to, the risk that we cannot secure a renewal of our largest customer contract through their competitive bidding process that is currently open as of the date of this release, the risks associated with the effect of changing economic conditions including inflationary pressures, challenges with hiring and maintaining a stable workforce, our ability to execute on our business plan and strategy, trends in the products markets, variations in Intellinetics' cash flow or adequacy of capital resources, market acceptance risks, the success of Intellinetics' solutions providers, including human services, health care, and education, technical development risks, and other risks, uncertainties and other factors discussed from time to time in its reports filed with or furnished to the Securities and Exchange Commission, including in Intellinetics' most recent annual report on Form 10-K as well as subsequently filed reports on Form 8-K. Intellinetics cautions investors not to place undue reliance on the forward-looking statements contained in this press release. Intellinetics disclaims any obligation and does not undertake to update or revise any forward-looking statements in this press release. Expanded and historical information is made available to the public by Intellinetics on its website at [www.intellinetics.com](http://www.intellinetics.com) or at [www.sec.gov](http://www.sec.gov).

## **Non-GAAP Financial Measures**

Intellinetics uses the metric of Total Contract Value as a key performance indicator that is not required by, or presented in accordance with, accounting principles generally accepted in the United States (GAAP). Total Contract Value does not have the effect of excluding, including, or adjusting an otherwise GAAP financial measure, and as such, is not a non-GAAP financial measure.

**Total Contract Value:** Estimated total future revenues from a particular contracted project. This refers to contracts or projects that have been awarded by our customers, and it presumes the provision of all software, subscription services, and/or professional services, with no termination of any awarded contracts. There can be no guarantee that all work will be completed during any fiscal period, or that the contracts will not be terminated before all the estimated future revenues are earned, received, and/or recognized. Total Contract Value is a performance measure that the Company believes provides useful information to its management and investors as it allows the Company to better track the Company's current sales performance, without any adjustment to exclude revenues that will not be earned, received, or recognized until future periods. Total Contract Value may refer to new sales in any of our revenue categories, including SaaS, perpetual software licenses, maintenance, storage and retrieval, and professional services, to new or existing customers. Total Contract Value is not a substitute for total revenue. There is no GAAP measure that is comparable to Total Contract Value, so the Company has not reconciled the Total Contract Value to any GAAP measure.

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**Investor Contact:**

Joe Spain, CFO

Intellinetics, Inc.

614.921.8170

[investors@intellinetics.com](mailto:investors@intellinetics.com)

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