

## Compass Sales Solutions Announces New UCC Tracker Module!

**Boise, ID – February, 2014** – Compass Sales Solutions announces its newest module, UCC Tracker. This streamlined tool will allow companies to import their UCC information from EDA to help sales rep track UCC filing information right in their Sherpa database.

Using the new UCC Tracker, reps will be able to see all UCC filings for a particular account at a glance. They can also transfer the equipment into the TCO tab in Sherpa to use while doing a current print environment analysis.

“Having the ability to better manage competitive UCC data through the new Sherpa import tool, takes Sherpa from a good sales prospecting tool to a great one! We are very excited about this new capability,” states Rachel Rhodes, Digital Document Specialist, Datamax, Inc DBA Datamax Dallas.

Sherpa UCC Tracker will allow administrators to choose how far prior to the lease expiration an activity should be generated for the reps to begin following up, thus ensuring the filing isn't missed. They will also be able to match unrecognized UCC filings to accounts already existing in Sherpa to ensure accuracy of placement as well as export them to excel to see if any accounts need to be added as new prospects into the database.

“EDA is pleased to partner with Compass to help our customers manage their UCC Filings more fully. We are very excited about what this will mean to our mutual dealers,” Mauricio Jurin, Director of Sales, EDA adds.

**Be sure to stop by our booth at ITEX #215 to see a demonstration of this new module.**

### **About Compass Sales Solutions:**

Since 2001, Compass Sales Solutions has been the leading sales force automation provider for the office technology industry. Compass Sherpa provides a comprehensive suite that automates all disparate sales processes and allows your sales professionals to utilize one tool to completely manage the sales process including prospect/client identification, Outlook integration, product configuration, proposal generation, MPS analysis and mapping, ERP integration, and mobile access via smartphone's and tablets. Compass Sherpa will be the tool your team will **want** to use, not **have** to use. For more information, visit our website at [www.compasscontact.net](http://www.compasscontact.net), email us at [sales@compasscontact.net](mailto:sales@compasscontact.net) or contact us via phone at 800-295-0411.

