

Sell Sharp? Get Sherpa and It Is Co-op Approved!

Boise, ID – April, 2014 – Compass Sales Solutions, the leader in providing comprehensive Sales Automation to the Imaging Channel, is excited to announce that we have become a Sharp Co-op Approved Partner.

As an approved partner, Compass Sales Solutions and its' flagship product, Sherpa Trek, provide the Sharp dealer channel with a comprehensive sales automation solution that provides a cohesive solution for our dealer partners from prospect identification through order submission into e-automate, OMD, and LaCrosse NextGen. When combined with our additional features – such as industry leading MPS analysis and proposal tool, Sherpa's new EDA data integration module UCC Tracker, Lease Tracker, and SherpaGo – this provides dealers with a formidable client engagement and retention solution.

“Compass Sherpa has transformed our sales force into an updated technologically advanced force to be reckoned with. To be able to show the customer everything about the equipment they have (ours and our competitors) is simply amazing! Customers think copier vendors are all alike but after showing them how we have implemented technology and how we use Compass Sherpa to manage their account, we effectively eliminate the competition. Compass Sherpa works with every customer every time,” says Stephen Eagle, Sales Manager at Cooper Office Equipment.

“We are thrilled to be Sharp Co-op approved as it provides the Sharp Independent Dealer Channel a robust yet cost-effective solution to automating their entire sales process,” states Troy Casper, President and founder of Compass Sales Solutions. “The implementation of Compass Sherpa allows our prospective and current Sharp dealers with a turn-key, scalable, sales process that can deliver an immediate and measureable return on investment.”

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, email us at sales@compasscontact.net or contact us via phone at 800-295-0411.

