



Compass Sales Solutions Announces an Integration Partnership with CEO Juice!

Boise, ID - January, 2014 - Compass Sales Solutions, the leader in sales opportunity management software and CEO Juice, a leader in automated processes and customized alerts for copier dealers, today announced an integration partnership. The integration of these two industry leading companies will help dealers maximize their investment with Compass Sherpa and its EAutomate Interface to increase sales.

“This partnership will enhance our existing relationship with eautomate and allow our mutual dealer partners the ability to be alerted to actionable and critical sales and client data to insure that both clients and prospects are managed and maintained accordingly,” said Troy Casper, President of Compass Sales Solutions. “Our goal is to survey the dealer base to determine the top 5 - 10 areas/alerts that our dealers would like visibility to and then offer a solution that provides them this mission critical data.”

CEO Juice bridges the gaps between various software components such as Compass Sales Solutions and E-Automate to provide automated best practices for copier dealerships. This Integration provides alerts to help keep your contracts profitable, and sales consultants motivated! Examples of these automated processes include an automatic email from the Sales Manager to a Rep for all accounts not contacted in the past 90 days or automated processes showing a list of existing (and competitive) lease contracts that expire in the next twelve months where no contact has been made. These real time alerts identify issues as they are created and notify the correct pre-determined individuals to resolve the issues before they escalate. Additional notifications will occur if corrective action has not been taken in the specified time, ensuring nothing slips through the cracks.

With the partnership, CEO Juice is offering Compass alerts as a stand-alone service so you do not have to sign up for the full CEO Juice services to take advantage of these.

“Our real-time alerts can now be seamlessly integrated into Compass Sherpa! You can manage your entire Compass Sherpa database effortlessly, accurately and automatically”, says Gary Lavin, Partner of CEO Juice. “The Juice system can send an email each day from the sales manager to the rep chasing them to enter / update the critical information needed in Sherpa to maximize their productivity.”

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 smart phone'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.

About CEO Juice:

CEO Juice provides Automated Best Practices for Copier Dealers. From managing and motivating sales, to service performance, to communicating with customers Juice ensures nothing falls through the cracks. In addition, Juice will validate your data and share best practices. When we tell you about your 10 worst performing service contracts without an action plan, we want you to be confident that the data is accurate. For more information please visit www.ceojuce.com.