

Compass Sales Solutions and Digital Gateway Announce New Strategic Alliance
Development begins on robust integration between Compass Sherpa™ sales management software and e-automate® ERP system

Boise, ID – October 11, 2013 – Compass Sales Solutions, Inc., a leader in sales opportunity management software, is excited to announce its Premier Partner relationship with Digital Gateway, Inc., a subsidiary of ECI Software Solutions, a leader in industry-specific ERP software solutions.

This strategic alliance brings together two undisputed industry leaders focused on enhancing business operations for the independent dealer community. With Compass Sherpa software handling the sales/marketing aspects of the dealership, and e-automate software managing and driving efficiencies in the finance, operations, and service aspects, this unique relationship affords the imaging channel an unrivalled joint solution for current and long-term business strategies.

Digital Gateway has chosen to work closely with Compass Sales Solutions to build an even tighter integration between the two platforms and deliver a best-in-class, end-to-end solution for the imaging channel. Compass Sherpa is currently being used by over 6,000 individuals who rely on real-time data from their dealership's e-automate database. They have earned a solid reputation for forward-thinking development in sales automation, customer satisfaction, on-going education programs, and dealer support.

Through this relationship, Compass will have access to Digital Gateway's powerful web services API, providing greater integration stability and shorter development cycles to achieve compatibility with the new version of the e-automate ERP system.

"We are excited about our new strategic relationship with Digital Gateway and we are proud to work with them to bring even better solutions to the dealers within our networks. The automation of front-end workflow via Compass Sherpa and live, supported access to the e-automate API from prospect through fulfillment brings a whole new level to the sales game," said Troy Casper, President and founder of Compass Sales Solutions. "E-automate is the leading ERP provider in the imaging industry and has earned that distinction by simply developing the best product in the market."

"We look forward to working closely with Compass as our Premier Partner," said Laryssa Alexander, President of Digital Gateway. "Having Compass and its Sherpa line of products as our Premier Sales Force Automation provider is another important step to ensure our customers have the best possible Digital Gateway integrated products available to them. A relationship like this offers a best-of-breed solution for the entire imaging channel. Whether a customer is currently using Digital Gateway's Digital Quote Manager product and wants to add a CRM component, or is looking for a completely new offering, we will be able to meet their needs."

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.

About Digital Gateway:

Digital Gateway, Inc., a subsidiary of ECI Software Solutions, is a leading provider of dealer management software solutions for the office equipment industry. Since 1995, Digital Gateway has helped over 1,200 dealerships drive their business operations successfully with its innovative e-automate dealer management software. For more information visit us at www.DigitalGateway.com, email us at info@digitalgateway.com, or call 866-342-8392.