

Compass Sales Solutions Announces an Expanded Partnership with Kyocera Document Solutions America

Boise, ID – May, 2013 – Compass Sales Solutions, the leader in sales opportunity management software, is proud to announce its enhanced alliance with Kyocera Document Solutions America, a dynamic force in the MFP and printer industry.

Kyocera Document Solutions, who has been a long term user of Compass Sales Solution's Sherpa Trek product at several of its locations, has decided to extend its usage to all locations throughout the United States and Canada.

For their 200+ users, Kyocera locations will be using the Sherpa Expedition product in conjunction with their own CRM product, Focus. The Sherpa Expedition product will allow Kyocera Sales Reps to accurately manage the TCO analysis process, price profit into both MPS and hardware opportunities, produce quality and professional proposals, accurately generate forecasts, and have full integration into E-Automate. The flexibility of Sherpa Expedition allows Kyocera to create a system for its sales team that provides them all the resources necessary in one integrated system; sales, administration, service and management can now execute multiple marketing strategies on a united front.

"Using Compass Sherpa in combination with our CRM gives our Sales Team the perfect tool to maintain a competitive advantage and increase profits." says Max Razaqui, Branch General Manager of Kyocera, Southern California Locations or Branches. "Our assessments have never been so complete and proposing accurate and professional solutions has never been easier"

Troy Casper, President of Compass Sales Solutions states, "We are extremely excited with the expansion of our partnership with Kyocera. We look forward to the successes and growth to come for both of parties as we begin to leverage the power of this alliance."

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 Kyocera:

KYOCERA Document Solutions America, Inc., is a leading provider of document imaging and document management systems, including network-ready MFPs, laser printers, color MFPs/printers, and wide format imaging solutions. KYOCERA Document Solutions America is a group company of KYOCERA Document Solutions Inc. KYOCERA Document Solutions Inc is a core company of Kyocera Corporation, the world's leading developer and manufacturer of advanced ceramics and associated products, including telecommunications equipment, semiconductor packages and electronic components. KYOCERA Document Solutions America, the first document solutions company with third-party certified sales data, has earned numerous honors for its products' high performance, reliability and cost efficiency. Visit www.kyoceradocumentsolutions.com for more information.