

Compass Sales Solutions Announces Partnership with LMI Solutions to Introduce Spectrum!

Boise, ID (May 2017) – Compass Sales Solutions, the industry leader in sales opportunity software, is proud to announce a new partnership with LMI Solutions. This new relationship will allow LMI Solutions to partner with Compass's MPS division to help its dealers assess, propose, and close PROFITABLE MPS agreements.

This will bring added value to LMI Solutions' dealer base and will allow Spectrum® to set an industry standard on how critical MPS business should be sold and managed. Spectrum® is a cloud based tool that will provide you with every aspect of the MPS selling process and will enable you to collect data from your customer's current environment, perform assessments, and propose a professional MPS proposal in a matter of minutes.

"The new Spectrum® MPS Services solution powered by Compass adds another layer to our industry leading infrastructure for dealers looking for productivity and profitability gains through technology" Stated Ron Alphin, VP of Business Solution Operations at LMI Solutions. "Our partners at Compass are a known force in the MPS space and we're proud that they have chosen LMI and our dealer population for these breakthrough services.

Spectrum is accessed through a web browser and is perfect for inside and outside sales reps, being fully compatible with all desktop and mobile devices. Spectrum's intuitive interface guides new reps and seasoned professionals alike through an easy step by step process.

"Adding LMI Solutions/Spectrum® powered by Compass, will give LMI Solutions a tool that provides everything the industry needs to handle the easiest to most complex opportunities. No longer will it take days or weeks to conduct a printer assessment. Now, with the help of LMI Solutions and Compass, dealers will be able to do this within minutes and bring even greater value to their clients," says Troy Casper, President of Compass Sales Solutions.

For more information about this new partnership with LMI Solutions, email sales@compasscontact.net.

About Compass Sales Solutions

Since 2001, Compass Sales Solutions has been the leading sales force automation provider for the office technology industry. In addition to the new LMI Spectrum® product, Compass provides a comprehensive suite that automates all aspects of the sales process 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. Our products will be the tools your team will **want** to use, not **have** to use.

About LMI Solutions

LMI Solutions is an award-winning, turnkey Managed Business Services Infrastructure provider to the market, as well as an R2 certified manufacturer, distributor and recycler of premium replacement toner cartridges, related imaging supplies, and remanufactured printers. LMI distributes more than 5,000 SKUs, including the most popular OEM products, and is a recognized global leader for empowering dealers with Managed Print Services & Support throughout North America. Recently, BTA channel member voting selected LMI as the Winner of "Best Remanufactured Cartridges" following recognition from the MPSA and the coveted Readers' Choice Award for the industries "Best MPS Program" and "MPS Infrastructure Provider".