

Compass Sales Solutions Announces Continued Growth in 2016!

Boise, Idaho (January 2017) Compass Sales Solutions, the industry leader in Sales Opportunity Software had amazing growth and success in 2016. Our biggest excitement in 2016 was the release of Sherpa 4.0 and the great enhancements made to the Solution Configurator, Opportunities, and Sales Stages.

With the constant support and feedback from our loyal customers, Compass had a successful 2016. We now have over 10,000 users around the globe and are looking to have substantial growth in 2017. In addition, we have released over 130 free enhancements to our Sherpa users this year which included greater filtering capabilities and customizability of reporting options, Promotions, Manage Users, Merge Tool, the Dashboard, our partnership with CEO Juice for Quarterly Business Review Reporting, and our Partnership with U. S. Bank allowing our user to submit credit applications through Sherpa.

We were also able to enhance our web based product SherpaGo to include more account access with a duplicate search, color coding to distinguish a prospect from a current client, and clickable phone number from the activity list. Updates to the Intelligent Device Mapping Tool were made to make viewing a current vs proposed situations easier than ever!

Our Compass support teams have had a record year assisting our customers with Implementation, Support, Professional Services, and Training. 60 accounts completed implementation, and our Training Team alone has done over 2,600 hours of free web based training, and 75 On-Site trainings in an effort to help our Users and Administrators. In addition, our Professional Services team maintains over 65 dealers' new equipment through the Net New Program and did a total of 700 completed projects.

Troy Casper, President of Compass Sales Solutions says, "2016 has been an exciting year. We are looking forward to further success in 2017 as we continue to grow and enhance our product and remain the #1 sales automation tool in the industry."

About Compass Sales Solutions:

Since 2001, Compass Sales Solutions has been the leading sales force automation provider for the office technology industry in 4 countries with over 10,000 users. Compass Sherpa provides a comprehensive suite that automates all aspects of the sales process and allows your sales professionals to utilize one tool to completely manage their sales goals. This includes prospect/client identification, Outlook integration, product configuration, proposal generation, MPS analysis and mapping, ERP integration, and mobile access via smartphones and tablets. Compass Sherpa will be the tool your team will **want** to use, not **have** to use.