

Compass Sales Solutions Sherpa 4.0 Upgrade!

Register now for our upcoming 4.0 webinars on July 13th and 14th @ 9:30 PDT!

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Boise, Idaho (June 2016) Compass Sales Solutions, the industry leader in sales opportunity software, is beginning a phased release of Sherpa 4.0. This release combines overhauls to several major areas in Sherpa, offering more user-friendly, intuitive designs and increased ability to propose, forecast, and report on selling not just hardware, but also software, services, and more.

The areas impacted by this exciting software update include: Solution Configurator, Opportunities, Sales Stages, Sales Reporting, and the Administration areas of Item Pricing and Manage Users. The redesigned Solution Configurator is more user-friendly with increased functionality such as assigning item categories, saving favorite configurations, easier searching and filtering, setting promotional pricing, selling individual accessories, grouping accessories by category and much more! The Opportunities area will now allow you to reflect different revenue types such as hardware, software, MPS, etc. allowing administrators to set their own categories based on their dealership's needs. In conjunction with the changes to Opportunities, sales reports based on this area have been redesigned to enable increased transparency of how each area of a dealership is performing. In the Administration areas, you can now set up "Teams" in Manage Users for sales reporting purposes, and can set promotions with start and end dates in Item Pricing.

"This is just the start of all the exciting enhancement we have made," says Tami Dittmore, VP of Operations for Compass Sales Solutions. "We have taken the feedback and ideas of our users and incorporated them into one new version, 4.0! We are very pleased with the great feedback we have gotten so far and are looking forward to releasing these changes for all Compass Sherpa users to take advantage of."

If you are interested in learning more about the release of Sherpa 4.0, please contact our training team for more information at training@compasscontact.net, or call us at (800) 295-0411.

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 15,000 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.



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