

## Compass is excited to hold a System Administration Event in Chicago!

**Boise, ID – (September 2016)** Compass Sales Solutions, the industry leader in sales opportunity software, is excited to be hosting a System Administration Event in Chicago, IL on October 11th.

Take advantage of this centrally located event for Compass System Administrators. This event will give attention to all enhancement areas of the Sherpa 4.0 upgrade. These areas include; Enhancements to the new Solution Configurator, creating Sales Promotions and alerts within Item Pricing, setting up the Team structure within Manage Users and generating Team Reports, restructured Opportunities including Categories, managing your pipeline in the redesigned Sales Stages, and Dashboard overview and setup.

On top of learning the latest with 4.0 you will also receive refreshers on other key administrative areas. These include identifying Opportunities within your base via Sherpa Navigator, importing your Lease Portfolio with Lease Tracker, Order Processing Automation and Sales Movement Forms, ensuring your MPS contracts are profitable through the MPS Price Book, and getting the most from your links ERP, Outlook, and Meter Devices.

“With the launch of Sherpa 4.0 and its great enhancements we are excited to be hosting this event where you will develop the tools you need to help your upgrade be a success!” Says Tami Dittmore, VP of Operations at Compass Sales Solutions. “The feedback has been incredible and we are looking forward to giving all of our users these great enhancements and training them in Chicago!”

### **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 smartphone's and tablets. Compass Sherpa will be the tool your team will **want** to use, not **have** to use.

