Compass Announces IT Services as a part of Compass Sherpa

Boise, ID (November 2018) – As the industry leader in sales opportunity software for the office technology and managed print services (MPS) sector, we at Compass Sales Solutions are always looking for ways to provide a better return on investment to our partners. As such, we are excited to announce our newest Sherpa integration: IT Services.

New fields and tools will be added to make quoting, forecasting, and reporting on IT Services quicker and easier in Sherpa. This exciting integration will allow our partners to not only price out new models and accessories but will also add the flexibility to present combined IT Services and IT Hardware proposals.

To accommodate the frequent pricing changes within this industry, the module will feature live pricing, and inventory status from Synnex and Ingram Micro – no spreadsheet prepping or importing will be necessary. Partners will also have different pricing options, such as one-time fees, recurring fees, and pass-through fees, and the flexibility to add as many different customizable fees as necessary.

Our Development Manager, Casey Taylor, weighs in on what really makes this module great:

> "The IT Services feature will allow your hardware reps to continue utilizing Sherpa as they do today but will open new doors to Sherpa for IT hardware and services sales teams. Building off Sherpa's foundation for quickly building accurate proposals and then being able to forecast and track those proposals, this new feature will offer the flexibility and growth options dealerships need within a full sales ERP package. You can use one tool for all your teams, streamlining processes and software programs to keep your teams in sync and working towards the same goal."

We'd love to help your dealership utilize this tool to bring your business to the next level. For more information and pricing, please contact 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 8 countries with over 13,000 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 manage their sales goals completely. 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.

For additional information, please visit the Compass Sales Solutions corporate website: www.compasscontact.net