Compass Sales Solutions Announces Enhancement to Set Accessory Exclusions!

Boise, Idaho (August 2017) - Compass Sales Solutions, the industry leader in sales opportunity software, is proud to announce Accessory Exclusions, an enhancement that allows administrators to set exclusion rules on items being proposed.

Now in addition to setting model and accessory dependencies in Item Pricing, this new enhancement provides the ability to set exclusions, or accessories that cannot be configured with certain other accessories, that apply when sales reps are configuring their proposed solutions. This ensures sales reps are creating correct configurations quickly and easily in Sherpa.

When setting accessory exclusions, an administrator can choose to **prevent** the accessory from being able to be selected when another specific accessory is chosen. Or, the administrator can choose to **warn** the user that the accessory may not be compatible with other accessories selected, prompting a pop-up notification to the user.

"This new enhancement will prevent reps from pricing out the wrong or duplicate accessories when configuring deals," says Tami Dittemore, VP of Operations for Compass Sales Solutions. "It also puts configuration information at their fingertips in Sherpa, eliminating the need to cross-check accessory selections after the fact."

To learn more about this new feature, contact training@compasscontact.net. To request this module for your team, please contact support@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 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.