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**Compass Sales Solutions Announces KYOCERA Fleet Services Integration!**

**Boise, Idaho – October 10, 2017** – Compass Sales Solutions, the industry leader in Sales Automation Software, is happy to announce the integration of KYOCERA Document Solutions America’s cloud-based device monitoring system, KYOCERA Fleet Services (KFS), as a meter import option in Sherpa’s TCO (Total Cost of Ownership).

Adding KYOCERA Fleet Services, in addition to the other meter applications, in Sherpa allows for easier imports of customers’ current equipment and meter reads. This powerful tool allows users to manage and bring in the equipment and meter information from KYOCERA Fleet Services to the TCO. Helping users manage critical information from a client’s printing environment can result in increased sales productivity and real-time cost of ownership data.

As a dealer, not only will you have a snapshot of current equipment inventory for that account, you will also have data to prepare a solution custom-tailored to the account’s needs and the ability to use this information to track lease expirations and run comprehensive analytical reports.

“Compass has the ability to interface with multiple meter discovery/tracking applications and adding KYOCERA Fleet Services to that list just further expands our integration offerings,” says Tami Dittimore, VP of Operations for Compass Sales Solutions. “This provides users real-time data, allowing our customers to identify needs, uncover opportunities and make recommendations across a prospective decision maker’s entire print enterprise and giving the ability to prospect, access, price, propose, close and maintain MPS Customers.”

“The integration with Compass Sherpa further expands KFS to a full fleet management tool. This integration allows sales reps to pull real-time data directly into their CRM system for use in customer proposal generation and customer usage analysis. We see this as an excellent opportunity for the dealer to use KFS to expand their business,” says Terry Knopsnyder, VP of Engineering for KYOCERA Document Solutions America.

To see the new KYOCERA Fleet Services as an option in the TCO dropdown, email [support@compasscontact.net](mailto:support@compasscontact.net) and request this tool.

**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 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.

**About KYOCERA Document Solutions America:**

KYOCERA Document Solutions America, Inc. ([www.usa.kyoceradocumentsolutions.com](http://www.usa.kyoceradocumentsolutions.com)), headquartered in Fairfield, N.J., is a leading provider of computer-connectable document imaging and document management systems, including network-ready digital MFPs/printers, laser printers, color MFPs/printers, digital laser facsimiles, and multifunctional and wide format imaging solutions. KYOCERA Document Solutions America is a group company of KYOCERA Document Solutions Inc., a core company of the KYOCERA Corporation, the world's leading developer

and manufacturer of advanced ceramics and associated products, including telecommunications equipment, semiconductor packages and electronic components.

KYOCERA Document Solutions America, the first document solutions company with third-party certified sales data, has received numerous honors for its products' high performance, reliability, and cost efficiency.