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Kyocera selects Compass Sales Solutions as their Complete Sales ERP System

Boise, Idaho (June 19, 2017) – Compass Sales Solutions, the industry leader in Sales Automation Software, is excited to announce that KYOCERA Document Solutions America Inc., a dynamic force in the MFP and Printer Industry, has selected Compass Sales Solutions' Sherpa Trek product as their exclusive Sales automation solution for all of its direct locations throughout the United States, Canada, and Mexico.

With over 300 users across the region, Kyocera locations will be using the Sherpa product and its robust CRM functionality, allowing the Sales Reps to manage their accounts from prospect to payment. Sherpa Trek also allows Kyocera to manage devices and competitive products via the exhaustive Total Cost of Ownership Tool, insure and generate profitable MPS and hardware/solutions opportunities, and create professional proposals and order/lease paperwork. This cohesive ecosystem allows accuracy in reporting, forecasting, and revenue categorization. Integration with their existing ERP system will provide the sales reps extensive visibility into service histories, contract details, and other critical information. The flexibility of Sherpa allows Kyocera to create a system for its sales team that provides them all the resources necessary in one integrated system.

"Compass Sherpa will give our Sales Team the perfect tool to maintain a competitive advantage and increase profits," says Mano Misra, Vice President of Managed Information Systems at KYOCERA Document Solutions America, Inc. "Having the ability to proactively track activity, complete assessments, accurately generate proposals and offer professional solutions is a huge benefit to everyone at Kyocera. The fact that all direct locations will be utilizing Sherpa will make for better consolidated reporting and organization within Kyocera".

Troy Casper, President of Compass Sales Solutions states, "We are extremely excited to see Kyocera launch a renewed partnership with us. We look forward to seeing the success and growth for Kyocera as they continue to be a valued partner."

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.

About KYOCERA Document Solutions America:

KYOCERA Document Solutions America, Inc. (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.