

## Compass Sales Solutions Announces Partnership with Katun Corporation

Boise, ID (October 2015) – Compass Sales Solutions, the industry leader in sales opportunity software, is proud to announce a new partnership with Katun Corporation. This new relationship will allow Katun Corporation to partner with Compass's new MPS division to help its dealers assess, propose, and close PROFITABLE MPS agreements.

This will bring an additional value-add to Katun Corporation's dealer base and will allow Katun to set an industry standard on how critical MPS business should be sold and managed. The Katun MPS Profit Calculator is a cloud based tool that will provide you with every aspect of the MPS selling process and will enable you to collect data from your customers' current environment, perform assessments, and propose a professional MPS proposal in a matter of minutes.

"Adding the MPS Profit Calculator, powered by Compass, will give Katun a tool that our industry has been missing for a decade. No longer will it take days or weeks to conduct a printer assessment. Now, with the help of Katun and Compass, dealers will be able to do this within minutes and bring even greater value to their clients," says Ben Bounds, Director of Business Development for Compass Sales Solutions.

For more information about this new partnership or the new MPS Profit Calculator, email Ben Bounds at [bbounds@compasscontact.net](mailto:bbounds@compasscontact.net) or visit our website at [www.compasscontact.net](http://www.compasscontact.net) to view more information regarding what Compass is doing in the Managed Print Services Industry.

### 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 8,000 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 the sales process including 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.

Now, with an enhanced MPS Assessment Tool, Compass has added an industry leading, cloud based, application that will help any dealer, large or small, conduct through printer assessments and create valuable content for its clients in minutes.



## **About Katun Corporation**

Headquartered in Minneapolis, Katun Corporation is one of the world's leading suppliers of OEM-compatible imaging supplies, photoreceptors, fuser rollers, parts and other products and services for printers, copiers and MFPs. With 36 years of imaging industry expertise, the privately held Katun serves more than 13,500 customers worldwide. For more information, visit Katun online at [www.katun.com](http://www.katun.com).

