

MWA Intelligence, Inc. and Compass Sales Solutions Empower Dealerships Through Purposeful Alignment

Scottsdale, AZ – April 2018 – Compass Sales Solutions, the industry leader in sales opportunity software for the office technology industry, is excited to announce its agreement with MWA Intelligence, Inc. (MWA), an SAP Business One OEM and Master Value Added Reseller (MVAR) on the completed integration of Compass Sherpa into the FORZA ERP product as a means to facilitate more freedom and choice for the dealership community.

By understanding the needs and demands of the imaging channel, both MWA and Compass are aligned in their organizational commitment to serving the best interests of the industry in its entirety. Sherpa a complete sales ERP powered by Compass is a comprehensive suite solution intended to heighten organizational CRM capabilities for managers and sales representatives.

“Compass Sales Solutions is proud to announce that we have completed integration with Compass Sherpa and Forza,” said Troy Casper, President, and Founder of Compass Sales Solutions. “Based upon request from several of our current dealer partners, we have decided to develop this integration to ensure our dealer partners can continue to enjoy the great benefits they currently experience with Compass Sherpa’s industry-leading sales opportunity software and MWA’s Forza software.”

MWA will still continue to provide dealerships with a complete end-to-end ERP solution from FORZA’s built-in CRM functionality; however, this integration supports dealership choice and offers optimized flexibility for preferential accommodation.

“We share a tremendous commitment to the industry, and we intend to collaborate not only with integration but in further product development and co-marketing,” said Michael T. Stramaglio, President, and CEO of MWA Intelligence, Inc. “FORZA is an ERP product that has been specifically designed, developed and delivered based upon the needs and demands of the marketplace. By integrating with Compass Sherpa, we are extremely confident in FORZA’s ability to service the industry’s ERP needs and achieve our ultimate end goal of providing the best experience possible on the dealership level and continue to expand the FORZA community.”

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 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.

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

About MWA Intelligence, Inc.

MWA Intelligence Inc. (MWA), an SAP Business One Gold Partner and one of five OEMs worldwide, provides innovative enterprise-class solutions for dealerships to sustain competitive advantages within the imaging channel. MWA FORZA, built on the SAP Business One platform, is a fully streamlined ERP solution centrally focused on delivering maximum efficiency and effectiveness in a vertical market. Having control over all functionality of every business process enables dealerships to have full transparency unparalleled in the marketplace while simultaneously managing vast amounts of data. Designed with open-architecture, organizations are allowed to freely seek out opportunistic growth without being hindered by inadequate solutions. MWA FORZA automates daily routine processes so dealerships can focus on making critical business decisions armed with smarter IT capabilities.

For additional information, please visit the MWA Intelligence corporate website: www.mwaintel.com