

Compass Sales Solutions, the USA's leading provider of sales automation software for resellers of office technology and managed print services (MPS), is expanding access to its full suite of products throughout the UK and Ireland. It has announced a new and exclusive reseller partnership agreement with Purpose Software, one of the industry's leading suppliers of integrated data management software solutions. Designed by the industry for the industry, Compass Sherpa automates all aspects of the sales process and integrates with all service management systems including Zserv, CBS, Forza, e-automate and Vantage Online.

Troy Casper, President of Compass Sales Solutions says: "This ground-breaking partnership between two industry leaders gives MPS resellers access to the market's only sales ERP platform that has been designed from scratch to meet their specific needs.

"With over thirty years' experience of working within this industry, Purpose Software has unrivalled technical expertise and a track record for providing data management solutions

that increase productivity, drive efficiency gains and maximise profitability. By understanding the needs and demands of the imaging channel, both Purpose Software and Compass are aligned in their organisational commitment to serving the best interests of the industry in its entirety."

Compass Sherpa is now available exclusively through Purpose Software and provides MPS resellers with a complete sales ERP platform, with specialised CRM capabilities that improve the effectiveness of managers and salespeople alike. They include prospecting, pricing and proposals through to closing and ongoing support for both customers and prospects.

Since 2001, Compass Sales Solutions has been the leading sales force automation provider for the office technology industry in eight countries with over 13,000 users. Compass Sherpa is a comprehensive software suite that automates all aspects of the sales process including prospect/client identification, Outlook integration, product configuration, proposal generation, MPS and TCO analysis, ERP integration and mobile access via smartphones and tablets.

Michael Burke, Managing Director of Purpose Software concludes: "Maintaining a high degree of customer satisfaction is vitally important to the success of any brand and we believe that Compass Sherpa is the CRM tool that reseller sales teams will want to use rather than having to use. Adding the Compass range of sales opportunity software further enhances our portfolio and extends our position as the leading provider of integrated data management solutions to MPS resellers." ■

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Ground breaking UK deal for resellers

Compass Sales Solutions has announced an exciting new, exclusive, reseller partnership with Purpose Software

About Purpose Software

Purpose Software is one of the UK's leading suppliers of service and business management software to resellers of managed print services. With over thirty years' experience of the industry, the company's high-quality software solutions have become the de facto standard, delivering real and sustainable business benefits for organisations of every size.

Contact details

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