



## MEDIA RELEASE

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FOR IMMEDIATE RELEASE

### **Aspire Technologies, Inc. Release New Integrations and Enhancements for QuoteWerks™ 4.0 Aimed at Leveraging Automation for the Sales Force**

#### ***Sub-head here.***

ORLANDO, FL (PRWEB) November 8, 2006 — Aspire Technologies, a leading provider of sales quoting software solutions for the global small and midmarkets, today released Build 23 for QuoteWerks™ 4.0. Included in the latest update includes support for SYNEX pricing and availability, SalesLogix 7.0 and QuickBooks 2007, along with over 28 other new features. Build 23, the most aggressive release of 2006, enables individuals to boost productivity and improve real-time decision-making, key factors improving bottom-line results.

Having previously provided support for Ingram Micro and Tech Data, the QuoteWerks development team partnered with SYNEX Corporation to deliver the following features for users of the Professional or Corporate editions of QuoteWerks:

- QuoteWerks automatically retrieves the SYNEX FTP price file and makes it available within QuoteWerks.
- Utilizing the Real-time Data Module from QuoteWerks, users can access real-time pricing and availability from both the United States and Canadian divisions of SYNEX. Real-time access to this information allows sales professionals to always quote the best available pricing and confirm availability at time of quoting.
- Within QuoteWerks, users can automate the download of the SYNEX "flat file" pricing file via FTP. Automating this process would allow users the ability to run the download outside of normal business hours to ensure that the sales process is not impacted by the download. An email notification can be sent to the QuoteWerks administrator when the download is completed.

Built using efficiency-oriented principles, QuoteWerks now fully integrates with SalesLogix 7.0 a Sage Software CRM solution. The SalesLogix 7.0 integration provides the following critical and widely requested functionality:

- QuoteWerks pulls SalesLogix contact information into the quote.
- QuoteWerks can create and update attachment links in SalesLogix.
- QuoteWerks can create and update both pending and closed opportunities with SalesLogix.
- QuoteWerks will schedule calls in SalesLogix.

The Corporate Edition of QuoteWerks is required for the complete SalesLogix 7.0 integration. The Professional and Standard editions of QuoteWerks, however, will provide basic support for SalesLogix 7.0 to include searching for contacts and creating linked documents.



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### **Linking Sales with Accounting**

QuoteWerks' link to QuickBooks has been further strengthened as it now supports the US and Canadian editions of QuickBooks 2007. Additionally, sales orders can now be created in QuoteWerks and exported into the Asia Pacific editions of QuickBooks.

### **Additional Key Features**

Additional enhancements and expanded functionalities released in Build 23 include:

*Salesforce.com:* When using salesforce.com offline and saving quotes, there is now a new "I'm Offline" option that enables you to save the quote and not attempt to integrate with salesforce.com online.

*Discount modifiers:* QuoteWerks now supports a compounded discount modifier in Discount Cost Modifiers and Discount Price Modifiers. This supports a discount modifier like "D50/20" which applies a 50% discount and then a 20% discount on top of that 50% discount.

*Cost modifiers:* QuoteWerks now supports a compounded markup from cost modifier in Price Modifiers. This supports a markup from cost modifier like "M50/20" which applies a 50% markup from cost and then a 20% markup on top of that 50% markup.

*Administrative notifications:* There is now a "/notify:" command line option that can be used to send an email notification upon the successful or unsuccessful completion of a command line process.

*Product folders:* New "Auto-create product folders" option in the Product Import Wizard.

*Importing products and/or contacts:* The Product and Contact Import Wizards now support the ability to concentrate (merge) multiple columns into from the text file into a single field.

QuoteWerks releases a feature-rich build approximately 3-4 times during a year. The objective is to provide users with the latest features and expanded functionality available without having to wait for new editions.

"Our goal is to continuously improve and advance the automation of the sales quoting process. When the sales force and support staff receive and share information seamlessly, they no longer have to expend time and resources manually remembering the steps and integrating disparate tools into their work environments. Manually remembering all the steps in manual integration leaves lots of room for errors and inconsistency. The result is a more productive sales force and a greater efficiency in



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“serving the needs of one’s customers and prospects,” explains John C. Lewe, IV, President of Aspire Technologies, Inc.

### **Availability**

Build 23 is available immediately to all new QuoteWerks users and all existing users who are current with the company’s Update Maintenance Program (UMP). The latest build can be accessed immediately from the [Update Center](#) on the QuoteWerks website.

### **About Aspire Technologies and QuoteWerks™**

Aspire Technologies, the creators of the award winning QuoteWerks™ sales quoting software, is the leading provider of sales quoting software with its award winning QuoteWerks™ application deployed to thousands of businesses and enterprises worldwide. QuoteWerks™ integrates with all major and leading CRM packages including ACT!™, Goldmine®, Maximizer®, MS CRM, Outlook®, TeleMagic®, salesforce.com® and SalesLogix® enabling businesses in all industries to integrate QuoteWerks™ seamlessly into their existing environments. Aspire Technologies is headquartered in Orlando, Florida and is a Microsoft Certified Partner. For more information please visit [www.quotewerks.com](http://www.quotewerks.com).

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