



## MEDIA RELEASE

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FOR IMMEDIATE RELEASE

**QuoteWerks empowers technology sales professionals with expanded real-time product pricing and availability features to gain the competitive edge.**

***QuoteWerks by Aspire Technologies, Inc. offers enhanced value to the user through distribution, inventory and pricing transparency.***

ORLANDO, FL (PRWEB) June 21, 2007 — Aspire Technologies, Inc., a leading provider of sales quoting software solutions for the global small and midmarkets, announced its continued support for the technology sales professional through the delivery of expanded real-time product price and availability features. Prior to this week's build release, QuoteWerks users could access real-time pricing and availability only from Tech Data and SYNEX. That capability has now been expanded to include Ingram Micro and D&H, rounding out the four current, primary technology distributors in North America.

### **Enabling Pricing Transparency Amongst Technology Distributors**

The QuoteWerks' Real-Time Module supports transparency in the distributor-reseller relationship by placing at the fingertips of technology sales professionals, comprehensive and real-time pricing and availability data on the products being quoted. QuoteWerks Real-Time module empowers sales teams to find the best cost option for their customers while ensuring adequate inventory exists to support pending orders. Furthermore, because this information is available direct from the distributors in real-time, QuoteWerks reduces follow-ups and administrative activity while promoting efficiency and accuracy.

"Today's IT consumer is more sophisticated and as such engages in a higher level of comparative shopping. For many price is the primary purchasing factor that drives their purchasing decisions. Sellers of IT solutions now have the tools to meet this demand with the most cost effective and intuitive real-time pricing application available today," comments John C. Lewe, IV, president of Aspire Technologies, Inc. "In sales, accurate and timely information can make all the difference when competing for a customer's business. QuoteWerks users can now ensure they are offering their customers the most accurate and competitive pricing available while ensuring the desired products are available to meet the customer's timelines, thus adding to the overall effectiveness of the sales representative and their sales quoting process."

### **Complete Distribution Visibility for Effective Sales Fulfillment**

Included in the latest build release is a suite of product sourcing features that build directly off of the real-time pricing and availability offering within QuoteWerks. Users can source the products they purchase on behalf of their customers from the best cost vendor, best cost vendor with stock, or from the best cost vendor with stock in the preferred warehouse.



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To take advantage of the best cost vendor with stock in the preferred warehouse, QuoteWerks users will pre-select their preferred warehouse locations for each of the distributors they purchase from. Early adopters of this feature are most often setting the preferred warehouse as the one geographically closest to them. The advantage of sourcing items from a preferred warehouse is that the user can minimize shipping charges they will incur and in some cases, even arrange to pick-up products from local warehouses and deliver them to the end user personally.

### **Free Tech Data shopping cart importer Applet**

Aspire Technologies also announced the release of its free utility for QuoteWerks users who purchase from Tech Data. The Tech Data Shopping Cart applet allows users to import the items in their Tech Data shopping cart into the currently open QuoteWerks quote.

### **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®, and IT distributors, D&H, Ingram Micro, SYNEX, and Tech Data, 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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