



## MEDIA RELEASE

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FOR IMMEDIATE RELEASE

### **Aspire Technologies Offers QuoteWerks™ 4.0 Integration With Global IT Supply Chain Services Company SYNEX Corporation.**

***QuoteWerks further solidifies its leadership position as the quoting standard for the IT industry.***

ORLANDO, FL (PRWEB) February 15, 2007 — Aspire Technologies, Inc., a leading provider of sales quoting software solutions for the global small and midmarkets, confirmed today that its award winning sales quoting application

#### **Empowering VARs to Deliver Unparalleled Service to the IT Industry**

Designed to support offline and real-time price lookup, QuoteWerks' integration with SYNEX will enable value-added resellers (VARs) the ability to link to SYNEX Corporation's offline price files in order to create and refresh quotes with ease and efficiency. Users who utilize the QuoteWerks Real-Time Module will also be able to access the SYNEX real-time pricing and availability within QuoteWerks to check current pricing and availability when preparing quotes and estimates for the VARs' customers within the IT marketplace.

Managing product and pricing databases can be a time consuming process that when done during business hours, can negatively impact the company's ability to provide accurate pricing to their customers. With the integration, users will have the ability to automate the retrieval of SYNEX pricing data to occur outside of business hours with the administrator receiving an email upon completion.

Aside from being able to access current product pricing and availability, the integration with SYNEX will enable users to compare best pricing amongst the three, primary IT Distributors: Ingram Micro, Tech Data, and SYNEX. In addition, availability can be compared in real-time between Tech Data and SYNEX ensuring that the customer is provided the most accurate information needed to make a purchasing decision.

"In today's on-demand marketplace, the connection of the sales professional to the right data at the right time represents a significant business opportunity for both QuoteWerks and SYNEX customers," said Keith Carrington, Vice President of Sales & Marketing for Aspire Technologies, Inc. "Integrating with SYNEX will offer our customers the ability to enhance their quoting process and ultimately grow their sales through effective and timely communication with the end market consumer."



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QuoteWerks enjoys a long history of offering advanced solutions and features that not only improve the sales quoting process, but offer significant advantages for the overall management of the sales process. Couple the new integration to SYNEX with the following advantages of QuoteWerks and one can quickly see the value QuoteWerks offers companies of all sizes not only within the IT industry, but every industry:

- QuoteWerks data is stored locally alleviating concerns for security, availability, and longevity.
- QuoteWerks can be installed on the organization's laptops enabling the sales force to quote offline while in the field and synchronize with the main installation upon return to the office.
- Generate quotes with real-time product data retrieved from any external ODBC compliant data source such as Microsoft SQL, Microsoft Access, Microsoft Excel, Oracle, and more.
- Quote in multiple currencies.
- Utilization of the built-in product configurator to ensure that sales reps will not forget to add required products and services to the order.
- Import and export XML data.
- QuoteWerks integrates with the leading CRM systems to include ACT!, Goldmine®, Maximizer®, MS CRM, Outlook®, TeleMagic®, salesforce.com® and SalesLogix.
- QuoteWerks integrates with QuickBooks® and Peachtree accounting systems. In addition, the open export module allows users to export quote specific data to other accounting systems.
- QuoteWerks integrates with MSP platforms from Autotask and ConnectWise.
- The MS Access and MS SQL backend of QuoteWerks enables companies to integrate QuoteWerks further into their production systems.

"Our goal is to make it as easy as possible for our mutual customers to create sales quotes using real-time information from SYNEX," said John C. Lewe, IV, President of Aspire Technologies, Inc. "With this integration our mutual customers can save a significant amount of time and gain a competitive edge by presenting accurate quotes to their customers ahead of the competition."

The integration with SYNEX was initially launched in November 2006. Users who want to take advantage of this integration will need to be utilizing either the Professional or Corporate editions of QuoteWerks. Real-time pricing and availability will also require a Real-Time Module license available from QuoteWerks. For more information, visit [www.quotewerks.com/distfaq.asp](http://www.quotewerks.com/distfaq.asp).



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### **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 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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