MEDIA RELEASE

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FOR IMMEDIATE RELEASE

QuoteWerks Releases New Import Utility for Dell Quotes

New utility aims to increase efficiency in quoting for Dell resellers.

ORLANDO, FL (PRWEB) July 24, 2008 — Aspire Technologies, Inc., a leading provider of sales quoting software solutions for the global small and midmarkets, released today a new utility for QuoteWerks that imports HTML quotes received from Dell.

This new utility, developed by the QuoteWerks development team, reduces the time it takes technology firms to produce quotes for their clients that contain Dell products. Once a QuoteWerks user receives a quote from their Dell representative via email (as an HTML attachment) the user can begin importing the quote into QuoteWerks. The applet will allow the user to set the import parameters such as how QuoteWerks will handle the Dell Quote number, individual product part numbers, and the category descriptions for each item included on the quote. The utility can also import both grouped items and individual items into the quote.
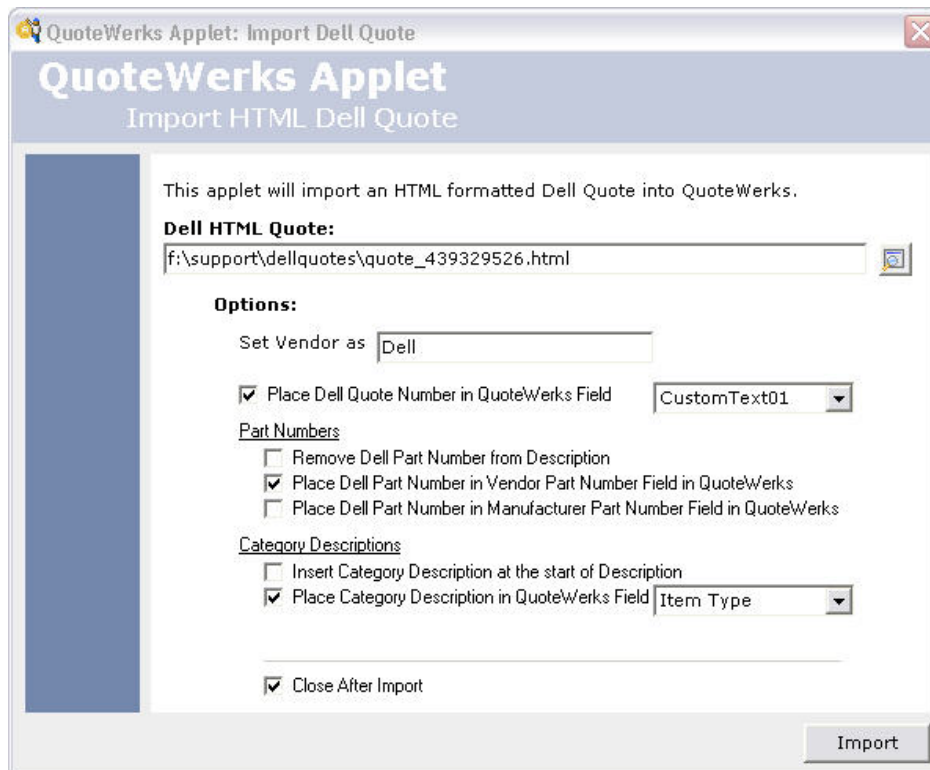

Figure 1: Dell Utility for QuoteWerks

One advantage of the Dell utility is that QuoteWerks will create/update the sales opportunity in the user's CRM system with the information contained in the quote. Additionally, since the information can now be

automatically passed to the user's CRM system, users are able to schedule follow up calls and relate sales tasks to the quote. Also, users can easily include Dell items into a QuoteWerks layout and format of their choice. Finally, all items (and related data) imported via the utility is now stored in QuoteWerks making it fully accessible and searchable for reporting and tracking purposes.

Additional utilities that are available at no cost to QuoteWerks users are:
- **Excel Utility**: Convert QuoteWerks fields (both document header and document item) into a pre-formatted XLS file.
- **Multiple Product Source Search**: Enables users to search for products across multiple product sources.
- **Rounding Utility**: Round line items on the current document (quote, order, or invoice) to the nearest decimal place or multiple.
- **Group Part Number Builder**: Creates a Manufacturer Part Number for Group Header lines created by Bundles, Configurations, or on-the-fly based on a custom field in each member of the group.
- **Tech Data Shopping Cart Importer**: Imports the items in the Tech Data shopping cart into the currently open quote.

The Dell utility, along with the other QuoteWerks utilities, is available for immediate download from the QuoteWerks website. All utilities are offered free of charge.

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 leading CRM and accounting packages, along with IT distributors D&H®, Ingram Micro®, SYNNEX®, 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.

Dell did not participate in the development of this utility.

QuoteWerks is a registered trademark of Aspire Technologies, Inc. Other trademarks referenced are the property of their respective owners.

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