MEDIA RELEASE

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QuoteWerks Enhances Integration with Autotask to Include Purchase Order Support and More

The Market Leading Sales Quoting and Proposal Solution, QuoteWerks, enhances integration with Autotask.

ORLANDO, Fla. June 6, 2014 — Aspire Technologies, Inc., the leading provider of sales quoting and proposal software solutions for global small and mid-markets, announced today that its flagship product QuoteWerks has enhanced its integration with Autotask to include support for purchase orders, item receiving, and automatic notifications that let user know when quotes need to be created from an Autotask Opportunity.

"The focus of this release was on streamlining processes before and after the quote process," said Brian Laufer, Vice President at Aspire Technologies, Inc. "We wanted to ensure that sales reps in the field had the ability to trigger quote creation back in the office. The other key was to complement QuoteWerks procurement that many MSPs rely heavily on."

With these new features, sales reps have the ability to "flag" an opportunity in Autotask, which then notifies the quote preparer that a quote or proposal needs to be created for this client's Opportunity. This ensures users generate quotes in a timely fashion and Opportunities aren't lost before the quote is even created. These notifications are displayed prominently on sales reps' QuoteWerks Dashboard. Once the rep creates the quote, the Opportunity and Pipeline are updated in Autotask and the Notification is removed from the rep's QuoteWerks Dashboard.

When the quote is accepted and won, procurement is handled and automated within QuoteWerks. QuoteWerks customers who purchase from D&H, Ingram Micro, SYNNEX, or Tech Data can procure products via QuoteWerks electronically, with the ability to track the distributor's orders (including serial numbers). For other vendors and distributors, users create a manual purchase order. Once a sales rep has placed an online order or created a manual purchase order, QuoteWerks will create the purchase order in Autotask or QuickBooks, depending on the needs of the organization. When the items are received, QuoteWerks marks them as received in either Autotask or QuickBooks, and the items' serial numbers are copied over with the item receipt. These features reduce the need to manually place orders and re-enter their information, ultimately reducing human error saving both time and money.

The QuoteWerks team will be unveiling this new functionality at Autotask Community Live in Hollywood, Fla. from June 8 through 10, 2014.

To learn more about the QuoteWerks integration with Autotask, please visit http://www.quotewerks.com/autotask.asp.

About Aspire Technologies and QuoteWerks®

Aspire Technologies, Inc., the developers of QuoteWerks, is one of the early pioneers of the Quoting Software space. QuoteWerks has received numerous awards and is the market leading sales quoting and proposal solution serving over 70,000 users in over 101 countries. QuoteWerks® integrates with leading CRM, PSA, 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 an ASCII and CompTIA member. For more information, please visit www.quotewerks.com.

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