



MEDIA RELEASE

Media Contact

Brian A. Laufer

Vice President

Phone: (407) 248-1481

Fax: (407) 248-1482

brian.laufer@quotewerks.com

QuoteWerks introduces a new cloud-based product - QuoteValet

QuoteValet offers sales professionals the ability to deliver quotes to their customers through the cloud.

ORLANDO, FL (PRWEB) March 29, 2011 — Aspire Technologies, Inc., a leading provider of sales quoting and proposal software solutions for the global small and mid-markets, announces the official release of their newest product, [QuoteValet](#). QuoteValet is the online delivery and acceptance vehicle for QuoteWerks. This new cloud-based product offers sales reps a more convenient and efficient method for delivering quotes to their customers and prospects.

“QuoteValet is by far the most sophisticated add-on Aspire has introduced to QuoteWerks to date,” said Aspire Technologies, Inc., [President](#), John C. Lewe IV, “We have found one of the largest problems facing sales professionals today is something as simple as delivering their quotes and proposals to their customers.” Instead of emailing a quote as a PDF attachment and risking spam filters stripping out the quote attachments or email servers rejecting attachments, QuoteValet will create a personalized web page on [quotevalet.com](#).



QuoteValet provides sales professionals with a newfound insight into their customers' level of interest in their quotes. They will be able to use their time more wisely by knowing which customers to follow up with. Through QuoteValet, the sales rep is notified each time the customer views the quote, so instead of the sales rep having to spend the time to call the customer just to ask “Did you receive the quote,” that time and associated expense is now eliminated using QuoteValet.

QuoteValet keeps the sales rep informed during the process, provides essential insight, and automates the process of selecting options and accepting the quote which ultimately closes sales faster. QuoteWerks reseller, Matt Rose with Quintadena, Ltd. stated it succinctly, “Quoted at 15:34, client viewed at 15:39, quote accepted (with options accepted) at 15:57! That would never have happened before QuoteValet.”

Not only does QuoteValet speed up the acceptance process, it also helps companies extend their brand, enabling them to provide their customers with specialized quote delivery web pages. Developing their own internal quote delivery and viewing system is cost prohibitive for many companies. QuoteValet is an affordable, turnkey solution. Customers can be up and running in minutes, with their own personalized quote delivery web pages on [quotevalet.com](#).

“I had [QuoteValet] configured in less than 5 minutes with my logo, sent out the first quote to a client as a test, and had an email confirming an \$18,000 order less than 10 minutes later. How's that for a good first Impression?” said Shawn Walsh, President of Paradigm Computer Consulting, a long time QuoteWerks customer.

QuoteValet encourages clear communication and collaboration within the sales organization and with the client by keeping all communication concerning each quote in one centralized location. This is a vast improvement over the typical process of trying to find all the separate emails related to a quote.



MEDIA RELEASE

Media Contact

Brian A. Laufer

Vice President

Phone: (407) 248-1481

Fax: (407) 248-1482

brian.laufer@quotewerks.com

Before a sales rep requests a manager's approval on a quote, the sales rep can request feedback and suggestions from their peers. Peers are then able to comment directly through QuoteValet while in the office or out in the field. Quotes requiring manager approval can then be reviewed and approved through QuoteValet as well. The feedback provided by peers is automatically included with the approval request on QuoteValet so the manager will have access to this feedback during the approval process.

After the quote has been reviewed by the sales reps' peers and has received manager approval, the customer is sent a link to a personalized webpage that displays the quote. The customer is then able to ask questions on the QuoteValet page as well as select different quote options. The QuoteValet sales professional is sent a notification when the customer views the quote, when changes are made, and when the customer has a question. The sales rep can respond to the customer's questions through QuoteValet keeping all communication together in one central location.

The most important part of the quoting process is closing the sale. Often the process of printing, signing, and faxing results in the closing of the deal being delayed or at worst, stalled. With QuoteValet, the customer can accept and electronically sign the quote on QuoteValet, which completely eliminates this issue. The sales rep receives an email notification that the quote was accepted. If a high value quote is accepted, the sales rep is immediately notified via SMS / text message.

"Our quoting needs have changed as the economy has tightened and our clients have needed greater control of their budgets," said Brian Kerhin, CEO of Byte Harmony. "QuoteWerks in tandem with QuoteValet allows us to quickly and efficiently create, deliver and get approved faster than any other tool we've ever used."

Since QuoteValet is online in the cloud and cross browser compatible, quotes can be reviewed and accepted through mobile devices such as an iPhone, iPad, or Android phone, making it accessible for people on the go.

The QuoteValet subscription [starts at only \\$35 per month](#) for QuoteWerks users.

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 58,000 users in over 101 countries. QuoteWerks® integrates with leading CRM, PSA, and accounting packages, along with 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, www.quotewerks.com/twitter, www.quotewerks.com/youtube, or www.quotewerks.com/facebook.

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

###