



MEDIA RELEASE

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QuoteWerks Releases Enhanced Quote Importer for Dell Quotes

QuoteWerks enables Dell resellers to quickly create detailed quotes and proposals with the newly enhanced Quote Importer.

ORLANDO, FL (Vocus/PRWEB) February 3, 2012 — Aspire Technologies, Inc., the market leading sales quoting and proposal solution, announced today the release of their newly developed Quote Importer for importing Dell quotes into QuoteWerks.

Valued Added Resellers (VARs) and Managed Service Providers (MSPs) of all sizes purchase from Dell for resale to their clients. Dell Resellers receive a variety of quote formats via email from Dell including e-quotes from their Dell representatives, self-generated quotes for resellers that qualify for Dell's Premier Partner Program, and additional variations. Not only are there different formats based on the source, they even receive their quotes in multiple different HTML formats depending on which items they are purchasing from Dell.

The QuoteWerks Development Team originally released a Dell quote import applet in 2008 for the e-quotes and later released a separate applet for Dell Premier Quotes. This newly enhanced Dell Quote Importer applet combines the functionality of the previous applets, which enables all Dell resellers to import all their various quote formats into QuoteWerks using a single applet.

The Dell Quote Importer Applet even lets resellers simply copy items directly from the Dell Premier Portal website to paste into the applet skipping the step of having to create a Dell quote on the portal.

The Quote Importer enables QuoteWerks users to present Dell products to their clients in a format that conforms to their existing quotes. Dell systems can be itemized or reduced to a single line item for the customer. The flexible importer also imports pictures of the quoted items when the original Dell quote includes pictures.

"QuoteWerks makes it easy to create standardized, compelling quotes and proposals. It Integrates with your CRM/PSA, creating opportunities and follow-up calls, providing rich product content with consumer friendly descriptions, pictures, spec sheets, accessories, and ultimately exporting the order to your accounting software like QuickBooks. By using our QuoteValet offering, customers can electronically sign and pay further automating the entire sales process from start to finish," said John Lewe IV, President of Aspire Technologies, Inc. "The Quote Importer gives Dell resellers access to the QuoteWerks sale process."

Information about QuoteWerks and the Quote Importer can be obtained by contacting Aspire directly at 407-248-1481 or sales@quotewerks.com.

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 64,000 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 a Microsoft Certified Partner and Comptia member. For more information, please visit www.quotewerks.com.

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