



MEDIA RELEASE

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QuoteWerks Releases Quote Importer for HP iQuote

The Quote Importer gives HP resellers access to the QuoteWerks sales process and with HP iQuote ensures accurate and up to date system configurations

ORLANDO, FL (Vocus/PRWEB) February 24, 2012 — Aspire Technologies, Inc., developers of the market leading sales quoting and [proposal software](#) solution, QuoteWerks, announced today the release of their newly developed Quote Importer for importing quotes from HP iQuote into QuoteWerks.

HP iQuote is HP's channel sales and quotation cloud service that ensures order accuracy, improves the efficiency of presales teams and reduces the risk of error. It also makes it easy to include more options that increase the value channel partners can provide to customers and improve the potential to drive larger deals.

QuoteWerks has been utilized by HP resellers since the initial release over 15 years ago. QuoteWerks integrates with over fifteen IT distributors like Ingram Micro and SYNEX enabling HP resellers to verify stock & pricing information and ultimately submitting the order electronically with the distributors. This new Quote Importer applet harnesses the logic built into [HP iQuote](#) to create system configurations with upgrades while still taking advantage of the QuoteWerks distributor integrations.

Once a system has been fully configured and validated in HP iQuote, the Quote Importer enables HP resellers to simply paste the HP configuration into the applet. Alternately, the HP Reseller can enter the iQuote ID into the Quote Importer, which will then automatically retrieve the quote from the HP iQuote servers streamlining the quote creation process with QuoteWerks.

"QuoteWerks enables VARs and MSPs to easily create standardized, compelling quotes and proposals. Quotes are created in QuoteWerks with pictures and spec sheets, automatically updating CRM/PSA opportunities, and when the quote is won, transferred to accounting software like QuickBooks and Peachtree. With the QuoteWerks [cloud offering](#) QuoteValet, customers of HP resellers can electronically select different options, accept and even pay further automating the entire sales process from start to finish," said Brian Laufer, Vice President of Aspire Technologies, Inc. "The Quote Importer gives HP resellers access to the QuoteWerks sales process and with HP iQuote ensures accurate and up to date system configurations."

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

Information about how to access HP iQuote can be found at <http://hp.com/go/iquote>.

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®, 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 and CompTIA member. For more information, please visit <http://www.quotewerks.com>. QuoteWerks is a registered trademark of Aspire Technologies, Inc. Other trademarks referenced are the property of their respective owners.

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