



## MEDIA RELEASE

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### **FOR IMMEDIATE RELEASE**

## **QuoteWerks Resellers Help Extend QuoteWerks Brand Worldwide**

***QuoteWerks Solution Partners help sell QuoteWerks across the globe and bring the market leading quoting and proposal solution to over 100 countries.***

ORLANDO, FL (PRWEB) June 23, 2010 — Aspire Technologies, Inc., a leading provider of sales quoting software solutions for the global small and mid-markets has announced that over 58,000 users in 101 different countries utilize QuoteWerks for their sales quoting and proposal needs.

One particular reason for QuoteWerks' global reach is through the use of the QuoteWerks Reseller Program which has over 435 resellers worldwide. The QuoteWerks Solution Partner Program is a no fees, no sales quota, you sell it - we support it program. Not only are there no fees required to become a reseller, and a generous margin, all the reseller needs to do is sell the solution. Aspire Technologies provides the technical support.

Although QuoteWerks is a stand alone product, every edition includes integrations to some of the most [popular contact managers](#) available, and the QuoteWerks Professional and Corporate editions can be utilized with accounting programs such as [QuickBooks](#) and [Peachtree](#). These integrations allow Value Added Resellers (VARs) to sell their customers a complete solution, from contact management, to quoting and proposal generation, to accounting; enabling the users of these products to receive an efficient and integrated sales system.

"Becoming a QuoteWerks Solution Partner offers the partners an opportunity to increase their revenues through selling QuoteWerks and offering related value added services. The Solution Partner becomes a one-stop shop for all their clients' sales needs, assisting them through all stages from evaluation to implementation. This enables them to stay competitive in their marketplace." says Evan Dobkin, Channel Support Manager of Aspire Technologies, Inc.

Aspire Technologies offers Solution Partners many resources once the signed QuoteWerks Reseller Agreement has been executed.

Solution Partner benefits include:

- Dedicated Channel Support Manager
- Competitive margin on all sales to customers
- Free NFR licenses with license sales
- Free tech support when calling in on behalf of customers
- Free company listing on [QuoteWerks Solution Partner Page](#) with completion of first sale
- Free NFR updates as long as their customers are current
- Monthly "boot camps" to discuss sales tactics and strategies
- Access to the Partner website portal to register leads, view past boot camps, and more.

Aspire Technologies, Inc. has a dedicated Channel Support Manager to assist in answering questions, registering leads, placing orders, and passing along new QuoteWerks feature information. The Channel



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Support Manager also sends out monthly newsletters on the latest QuoteWerks features and upcoming opportunities in order to keep the channel up to date on the most recent QuoteWerks offerings.

In addition to the newsletter, Aspire Technologies also holds monthly live video webinars called "QuoteWerks Boot Camps". The boot camps demonstrate new features available in QuoteWerks and also provides partners a forum to discuss sales tactics and strategies in their markets as well as ways to capitalize on new trends and technologies currently available. The boot camps also offer Solution Partners the opportunity to showcase any new integration(s) they have created. They are given presentation time to demonstrate their newly developed link which is followed by a question and answer session from the attending partners. Any developed link can also be added to the [QuoteWerks Add-On page](#) for free, once it has passed Aspire Technologies' quality review process, for other partners and potential clients to view.

Partners will also have access to the [QuoteWerks Partner Portal](#). The QuoteWerks Partner Portal enables Solution Partners an easy way to electronically submit lead registrations as well as place orders on behalf of their customers. It is also where the monthly "Boot Camp" videos are stored for Partners who were unable to attend the live meeting.

The QuoteWerks Reseller Program was designed to be very reseller friendly. Starting in QuoteWerks Version 4.5 Build 4, a new feature was added that allows the Solution Partners to brand the program with their contact information for all of their clients. This information will be available to every user of QuoteWerks on that installation. This means that when companies are trying to remember where and from whom they purchased QuoteWerks, they can easily access their partner's contact information under the Help -> Contact My Reseller option in QuoteWerks. This feature ensures all QuoteWerks users can easily and quickly contact their partner with any questions or for additional products and services.

Selling QuoteWerks offers Solution Partners a way to stay in constant contact with their customers. The annual maintenance program, which partners can offer their customers, is a great opportunity to check-in periodically with their clients to see how business is going and retain a working relationship. It is also a chance to sell other products and services that may have become available as well as a way to reconnect with older clients and enquire about their current quoting solution.

The QuoteWerks Reseller Program offers companies of all sizes the opportunity to increase the size of their current client base and re-engage customers they might not have heard from in a while. It is a way to generate new revenue and supply a needed product. With no annual or monthly fees and no sales quota to meet, the QuoteWerks Reseller Program is a great way to increase revenue at no charge. To sign up as a QuoteWerks Solution Partner, send an email to [sales@quotewerks.com](mailto:sales@quotewerks.com) or sign up here: <http://www.quotewerks.com/solprov.asp>.

### **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®, 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](http://www.quotewerks.com).

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