



MEDIA RELEASE

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FOR IMMEDIATE RELEASE

Aspire Technologies Announces QuoteWerks™ 4.0 Integration for ACT! by Sage 2007 (9.0) Contact And Customer Management Product Family

Collaborative integration will empower businesses to increase productivity and sales by streamlining and simplifying the quoting process.

ORLANDO, FL (PRWEB) September 5, 2006 — Aspire Technologies, Inc., a leading provider of sales quoting software solutions for the global small and midmarkets, today announced that its award winning sales quoting application QuoteWerks will support ACT! 2007 through a seamless and direct integration with Sage Software's latest offering of the widely deployed ACT! Contact and Customer Management product family. QuoteWerks' support of ACT! 2007 will enable ACT! 2007 users to extend the functionality of their CRM system.

Better Business Processes through Collaboration

Designed to support all types of sales environments and selling demands, QuoteWerks provides a straightforward solution for sales quoting and estimating, orchestrating transactions, and eliminating non-value added steps to streamline virtually any sales quoting process.

For example, processing sales orders typically involves multiple steps including numerous product and price quotations, updating opportunities to reflect changing customer demands, scheduling follow-up calls and events, and profiling customers to set acceptable pricing levels, all serving to extend sales lead times. QuoteWerks enables ACT! users to streamline many of these steps and eliminate redundancy by:

Pulling ACT! contact information into the quote. Users can automatically populate the quote with the contact information for the currently selected contact in ACT!, eliminating the need for additional data entry. Building off this capability, users can also utilize ACT! customer profiles to automatically determine the pricing that a particular customer should be given in the quote.

Allowing users to pull other information stored in ACT! into the quote such as customer specific tax rates and customer terms. QuoteWerks utilizes a built-in layout designer that allows users to customize the look of their quote. The print layout designer will further enable users to insert data fields from ACT! into the QuoteWerks print layout resulting in a printed quote that contains specific data relevant to the customer and previously contained only in ACT!.

Allowing users to schedule Follow-Up Calls, To-Do Items, and Meetings within ACT! When saving a quote, QuoteWerks offers to schedule a follow-up call, meeting, or To-Do item related to the specific quote. These features not only ensure that details and action



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items related to the quote are not overlooked, but they allow for greater efficiency as the sales representative does not have to complete the quote and then re-enter the CRM system to schedule any necessary future actions.

Creating and updating Sales Opportunities and completed opportunities within ACT!
When saving a quote, QuoteWerks automatically creates a sales opportunity under the Sales/Opportunities tab in ACT!. Users can view all opportunities and quotes created for an individual contact through ACT! as a result. Additionally, users can report and forecast sales volume and cash flows based on the outstanding opportunities via ACT!. QuoteWerks can expand on ACT! reporting features by allowing users to develop reports by product through the built-in QuoteWerks reporting module.

Once an opportunity closes, QuoteWerks will convert the quote to an order and convert the user's existing ACT! sales opportunity into a completed sale. If no sales opportunity exists within ACT!, QuoteWerks will create and close the opportunity for all such purchases that did not require a quote in advance of the purchase.

Logging emails sent from QuoteWerks directly into the ACT! history. QuoteWerks utilizes a built-in email client allowing users to email the quote to their customer with a single click. The customer's email address is automatically pulled from ACT! and once the email has been sent, it is logged in ACT! history under the Notes/History tab.

By enabling ACT! 2007 users to automate tasks and processes within the application, QuoteWerks also helps to promote lean principles, continuous performance initiatives and sales process efficiencies.

"As small and midmarket companies look to grow their bottom-line and expand market share, support for business agility in everyday processes is essential," said Beth Kohler, director of ACT! product management. "QuoteWerks demonstrates the business value of sales force automation within contact and customer management software, by providing a straightforward sales quoting tool that improves collaboration and ultimately improves sales performance."

About ACT! by Sage

ACT!, first introduced in 1987, is the preferred choice of over 2.5 million registered users and more than 35,000 corporate customers to organize, access and manage their critical customer information. ACT! Delivers powerful contact and customer management capabilities with flexible deployment and customization options to help individuals, selling professionals, and corporate workgroups improve productivity and increase sales. ACT! By Sage is part of Sage CRM Solutions from Sage Software, the only family of CRM products designed specifically for the needs of small and mid-sized businesses



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that also includes Sage CRM, SageCRM.com and Sage CRM SalesLogix. For more details, visit www.sagecrmsolutions.com or call 888-855-5222.

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 all major and leading CRM packages including ACT!™, Goldmine®, Maximizer®, MS CRM, Outlook®, TeleMagic®, salesforce.com® and SalesLogix® 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.

QuoteWerks is a trademark of Aspire Technologies, Inc. ACT! is a registered trademark or trademark of Sage Software SB, Inc. Other trademarks referenced are the property of their respective owners.

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