



MEDIA RELEASE

Media Contact

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FOR IMMEDIATE RELEASE

QuoteWerks Teams With ICEcat.biz To Provide Free, Real-Time Product Content For Nearly 160 Sponsoring Brands Through Open ICEcat.

Real-time availability of customer centric product descriptions, product data sheets, and product images are now a click away for QuoteWerks 50,000 users worldwide.

ORLANDO, FL (PRWEB) November 12, 2008 — Aspire Technologies, Inc., a leading provider of sales quoting software solutions for the global small and midmarkets, today announced that it has teamed with iMerge BV, the Netherlands based publisher of product data, to provide real-time product data via iMerge's Open ICEcat.biz web service, to its QuoteWerks user base.

QuoteWerks, which has over 50,000 users in 101 countries, provides sales quoting solutions for companies of all sizes and industries. For several years, QuoteWerks has been offering real-time price and availability data on products distributed to the IT channel through industry focused distributors D&H, Ingram Micro, Synnex, and Tech Data. Earlier this year, the company announced it was expanding its real-time price and availability offering to businesses in all industries through the launch of the QuoteWerks Real-time Server application. The latest offering, which was released today with Build 43 for QuoteWerks version 4.0, extends the real-time data to include product content including customer-centric product descriptions, product data sheets, and product images for approximately 160 brands including 3M, Canon, HP, IBM, Kodak, Lexmark, LG, Samsung, Sony, Vodafone, and Western Digital. A complete list of participating brands can be found at: <http://icecat.biz/en/menu/partners/index.htm>.

Users who have the QuoteWerks Real-time module will be able to view real-time product content for items from the nearly 160 brands participating in the Open ICEcat.biz program, simply by right clicking on the product to view the product content. With products in native QuoteWerks databases, the user can opt to update the product with the real-time content, including spec sheets and images, thus ensuring the enhanced data is available for future use within QuoteWerks.

"Finding useful product descriptions, spec sheets, and pictures for the products our customers are quoting often takes longer than it takes to actually create the quote itself," explains Brian Laufer, Vice President of Operations for Aspire Technologies, Inc. "The fundamental benefit of QuoteWerks is the speed in which a quote can be created. Using the new ICEcat integration, the overall quoting time will be reduced even further."

"Manufacturers have long struggled with effectively providing product data to their channels for many years. Aggregating and publishing product data in a real-time environment and in a uniformed format that is customer-centric, benefits not only the manufacturer, but the entire supply chain as customer conversions and sales cycle times improve when the customer is able to obtain complete, easy to understand product data in a timely fashion," explains Martijn Hoogeveen of iMerge BV. "QuoteWerks and its 50,000 users provide greater exposure for our brand partners and will benefit all parties involved right down to the end consumer of our supported brands."



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View Real-time Content for item 'EZXS16W'

 **Real-time Product Content**

Product Description

Current Description
ETHERFAST 10/100BTX 16PORT WORKGROUP SWITCH

Real-time Content Description
Available ICECat Descriptions:
Long Description
Migrate your network to Fast Ethernet's 100Mbps speed with the EtherFast® 10/100 Workgroup Switches. These new compact switches from Linksys offer a new compact design that's perfect for space-sensitive applications.

Product Picture

Current Picture


Real-time Content Picture 


Product Spec Sheet

Current Spec Sheet
(NONE SPECIFIED)

Real-time Content Spec Sheet 
 [View Real-time Content Spec Sheet](#)

Figure 1: Real-time product content results displayed within QuoteWerks.



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EtherFast 10/100 Workgroup Switches

Enjoy Full-Duplex, Dedicated Bandwidth

Migrate to 10/100 Fast Ethernet Speeds



10/100 5-PORT WORKGROUP SWITCH (EZXS55W v2)
 10/100 8-PORT WORKGROUP SWITCH (EZXS88W v2)
 10/100 16-PORT WORKGROUP SWITCH (EZXS16W)

Benefits

- Each Port Automatically Detects and Negotiates Between 10Mbps and 100Mbps Speeds
- Seamless Integration With Your Existing 10BaseT, 100BaseTX or 10/100 Network
- Channels Full Duplex, Dedicated Bandwidth to Each Port for Optimal Performance
- Easy to Use—No Configuration Required
- Free Technical Support—24 Hours a Day, 7 Days a Week for North America Only
- 5-Year Limited Warranty

Specifications

Model Numbers	EZXS55W V2 EZXS88W V2 EZXS16W
Standards	IEEE 802.3, IEEE 802.3u
Protocol	CSMA/CD
Ports	Five, Eight, or Sixteen 10/100 RJ-45 Ports, One Shared RJ-45 Uplink Port
Cabling Type	UTP Category 3 or better (10BaseT) UTP Category 5 or better (100BaseTX)
Topology	Star
Speed Per Port	10Mbps or 100Mbps (Half Duplex) 20Mbps or 200Mbps (Full Duplex)
LEDs	Power; Link/Act, FD/Col, 100 (per port)

Package Contents

EtherFast 10/100 Workgroup Switch

- EtherFast 10/100 Workgroup Switch
- AC Power Adapter
- User Guide and Registration Card

**Model Numbers: EZXS55W v2
EZXS88W v2
EZXS16W**

Environmental

Dimensions	
<i>EZXS55W v2</i>	4.3" x 3.4" x 1.3" (110mm x 87mm x 32mm)
<i>EZXS88W v2</i>	6.3" x 4.3" x 1.4" (160mm x 110mm x 35mm)
<i>EZXS16W</i>	7.25" x 6" x 2.5" (184mm x 152mm x 64mm)
Unit Weight	
<i>EZXS55W v2</i>	6 oz. (0.17 Kg)
<i>EZXS88W v2</i>	9 oz. (0.25 Kg)
<i>EZXS16W</i>	16.9 oz. (0.48 Kg)
Power	
<i>EZXS55W v2</i>	7.5V DC, 700mA
<i>EZXS88W v2</i>	3.3V DC, 300mA
<i>EZXS16W</i>	3.3V DC, 300mA
Certifications	FCC Class B, CE Mark Commercial
Operating Temp.	32°F to 122°F (0°C to 50°C)
Storage Temp.	-4°F to 158°F (-20°C to 70°C)
Operating Humidity	10% to 85% Non-Condensing
Storage Humidity	5% to 90% Non-Condensing

Linksys 17401 Armstrong Ave. Irvine, CA 92614 USA	
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Sales	(10) 6432 1923
Fax	(10) 6437 6891
Japan	
Telephone	(03) 5299-5139
Fax	(03) 5299-5117
Singapore	
Telephone	552-8998
Fax	552-1024
Thailand	
Telephone	717-0770
Fax	717-0770
United Kingdom	
Tech Support	0870 7399939
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Figure 2: Sample Product Data Sheet (multiple page PDF file) returned from ICEcat.biz



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The real-time product content feature is currently shipping to new users. Existing customers, who wish to obtain this feature, must download and install Build 43 for QuoteWerks 4.0. All users wishing to utilize real-time product content must also sign-up for a free account with ICEcat.biz and have the QuoteWerks Real-time module. To sign-up with ICEcat.biz, users should visit <http://icecat.biz/en/menu/register/index.htm>. To purchase the QuoteWerks Real-time module users should contact their local QuoteWerks reseller or Aspire Technologies directly.

About ICEcat.biz

ICEcat.biz, an activity of iMerge BV, is an independent European publisher of product data. Currently, more than 500,000 products of 3000 brands are extensively described in twenty languages. The data-sheets are already being used in 1000s of websites: shop sites, ERP systems, comparison sites and others. ICEcat.biz has become a world standard. Open ICEcat is the part of the database (about 250,000 data-sheets), that is sponsored by over 150 brands and is distributed for free under the Open Content License Agreement (OPL).

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®, and 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 Gold Certified Partner. For more information please visit www.quotewerks.com.

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