



## MEDIA RELEASE

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### FOR IMMEDIATE RELEASE

#### QuoteWerks Releases Version 4.6

***The latest release of QuoteWerks from Aspire Technologies, Inc. introduces their latest product, QuoteValet, greater control for sales managers, and a simplified process to design quote layouts.***

ORLANDO, FL (PRWEB) March 25, 2011 — Aspire Technologies, Inc., a leading provider of sales quoting and [proposal software](#) solutions for the global small and mid-markets, announces the release of a new version of QuoteWerks. [QuoteWerks Version 4.6](#) offers over 60 new features that focus on improving the sales process providing users with the tools they need to increase sales revenue and be more successful.

This release of QuoteWerks introduces a new product, [QuoteValet](#), which is a more robust way to deliver quotes and proposals. QuoteValet is the online delivery and acceptance vehicle for QuoteWerks. This new product extends the functionality of QuoteWerks by providing its users with the knowledge of when and how often their customers view a quote, if a customer changes options, and when a customer has a question about the quote. QuoteValet even enables the customer to electronically sign and accept the quote that is then updated back in QuoteWerks. QuoteValet gives sales reps a unique insight into the level of interest their customers have in their quotes.

With the new Quote Approval and Peer Review features introduced in Version 4.6, organizations now have greater control over their workflow process. The approval requirement enables sales managers to review quotes before their sales reps deliver them to their customers. Thus, ensuring quotes are sent within margin, include optional up-selling items, and quoted items are technically accurate, minimizing the company's exposure to costly mistakes.

The approval process when used in conjunction with QuoteValet enables managers with the ability to review and approve quotes anywhere including on their laptop or mobile device such as an iPhone, iPad, or Android phone. Before sales reps request approval, using the automated QuoteWerks Peer Review System, they can have their peers review their quotes to provide them with valuable feedback. Peers can also take advantage of QuoteValet's mobile functionality when providing their feedback. QuoteValet keeps all peer comments and suggestions in one centralized place to better assist sales managers when making quote approval decisions.



QuoteWerks users also now have more options when designing quote and proposal layouts. By using the Microsoft Word Merging feature, users can create Microsoft Word based quotes from within QuoteWerks rather than using the QuoteWerks built-in layout designer. Before implementing QuoteWerks, most organizations used Microsoft Word to create their quotes; this new feature makes it easier for them to transition their quoting process minimizing the time spent training employees and getting started with QuoteWerks.



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“By listening to the QuoteWerks community, we focused on developing features that enhanced the user experience; improving their sales process and work flow,” said President, John C. Lewe IV. “Our latest addition, QuoteValet is by far the most sophisticated add-on we have introduced to QuoteWerks to date. QuoteValet will ultimately change the way our customers deliver quotes to their prospects and customers.”

Additional features in QuoteWerks Version 4.6 include:

- The Quote Preparer feature enables QuoteWerks users to create/prepare quotes on another user’s behalf.
- Individual items and Groups can now be set as mutually exclusive. When selecting one mutually exclusive optional item or group, this will automatically de-select the other optional group or item. QuoteValet extends this functionality enabling the end customer the ability to select his or her own options.
- Heading Lines make it easier to build a quote or proposal by categorizing items as they are added to the quote.
- [Integration Support](#) for ConnectWise 2011.1, QuickBooks USA and UK 2011, Outlook 2010, and SugarCRM 6.1 was also added.

QuoteWerks Version 4.6 is available to download on the QuoteWerks Update Agent Page at: <http://www.quotewerks.com/updates>. All users current on their Update Maintenance Program (UMP) are eligible to download the latest version at no additional cost.

QuoteValet pricing is [subscription based](#) starting at \$35 per month.

QuoteWerks [starts at \\$199](#) (one-time fee) with concurrent licensing offering businesses a uniquely cost effective, robust quoting, proposal, and ordering solution.

### **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 58,000 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. For more information, please visit [www.quotewerks.com](http://www.quotewerks.com), [www.quotewerks.com/twitter](http://www.quotewerks.com/twitter), [www.quotewerks.com/youtube](http://www.quotewerks.com/youtube), or [www.quotewerks.com/facebook](http://www.quotewerks.com/facebook).

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