



## **Compass Sales Solutions Announces Strategic Partnership with ECI**

Eagle, ID (February 2010) Compass Sales Solutions, the leader in sales opportunity management software, and ECI Software Solutions (ECi), a leader in industry-specific software that offers a detailed management solutions for your business, have created a strategic partnership offering dealers exclusive benefits with two of the industry's premier companies.

"This partnership will allow users of ECI's OMD Business Management System to purchase Compass Sherpa, one of the best Sales Opportunity Management Systems in the industry, directly through ECI, resulting in a total solution for all aspects of their businesses. Compass Sherpa will provide users all the sales tools needed to prospect, price, propose, close and maintain both customers and prospects," says Troy Casper, President of Compass Sales Solutions.

This alliance also offers Compass Sherpa users advanced integration with ECI OMD. Compass dealers who utilize OMD software have the ability to view essential equipment data such as lease expirations, contract billing information, service histories and comments, meter history, and machine configurations, through the newly enhanced and embedded OMD Link. This advanced link also allows Compass users to run extensive queries by model, meter, quantity of service calls and expiring lease dates.

"Compass Sherpa is a highly effective and industry-specific sales system that continues to develop innovative solutions, which is why we have chosen it as our Preferred Solution Provider. They have an outstanding reputation and proven track record of success! The Compass Product easily integrates with OMD, giving our customers' sales teams the essential tools they need to generate leads and close more business," says Laryssa Alexander, President of ECI OMD.

### **About Compass Sales Solutions**

Compass Sales Solutions offers the most advanced Sales-force Automation, Solution Selling & Fleet Management software system, along with in depth consultative services provided by Industry recognized experts. Designed from a sales perspective, Compass combines the ability to manage your prospective database, complete detailed TCO analysis, price service contracts, generate thorough, professional proposals and sales paperwork, all at the touch of a button. Compass also offers complete integration with your ERP and Outlook systems. Visit our website at [www.compasscontact.net](http://www.compasscontact.net) or contact us at (800)295-0411.

## **About ECI Software Solutions**

ECi Software Solutions is a leading provider of “best-in-industry” vertically oriented business management and e-commerce systems software for growing and mid-size companies. A member of the Inc. 5000, ECI has specialized in growth-empowering software solutions for global, micro-niche vertical businesses for more than 30 years. ECI’s solutions are known for a combination of technological innovation, industry-leading customer support and business consultancy. The company’s software fuels the expansion and efficiency of manufacturing operations throughout the world as well as dealers and distributors in industries such as office equipment, office supplies, contract office furniture, business equipment, lumber and building materials, hardware and jan/san supplies. Through strategic partnerships, ECI is able to offer its customers solutions for sales data management, credit processing, variable data printing and property-loss prevention. ECI is privately held and headquartered in Fort Worth, Texas, USA. Offices are located throughout the U.S. in Texas, California, Indiana, Missouri, Tennessee, Virginia and Wisconsin. Global offices are located in Canada, Australia, the United Kingdom and the Netherlands. For more information, email [info@ECISolutions.com](mailto:info@ECISolutions.com), go to [www.ECISolutions.com](http://www.ECISolutions.com), or call (800) 959-3367.