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Results Software Announces Partnership with XpandedReports

QuickBooks and Results CRM users to experience significant workflow efficiency gains via smart three-way integration

HERNDON, VA – December 15, 2011 – Results Software, developers of the award-winning Results® CRM solution, today announced a strategic partnership with leading SaaS application, XpandedReports—developers of the advanced web-based reports add-on application for QuickBooks. Strategically aligning with XpandedReports leverages the bi-directional integration between Results CRM and SmartVault—a leading Cloud-based document management platform. With XpandedReports' recent integration with SmartVault, users can now view reports in any of these three applications. This further extends workflow efficiency via a highly flexible, streamlined solution for sharing and storing advanced QuickBooks reports across an organization.

"Integration with Results CRM is another huge step in the integration story," said Lee Walthall, president and CEO of XpandedReports. "Leveraging our existing integration with SmartVault, users can save reports created in XpandedReports and view them in the application of choice, whether that's Results CRM or QuickBooks. This provides flexibility in how reports are distributed, and makes reports instantly available to all users within an organization. Users will also enjoy a streamlined process for archiving and sharing reports within a secure environment, inside and outside of the office."

"*Integration* is one of the single most important concepts in the profession," stated Sam Saab, Results Software president and founder. "True innovation comes when software vendors work together to allow their applications to 'talk' to one another. Integration across multiple apps like Results CRM, XpandedReports, QuickBooks, and SmartVault accelerates workflow efficiency and enables data visibility across an organization."

Consider the value of seamless integration between these applications:

- Allows users to create advanced QuickBooks reports that are stored in a single location, making them instantly available to all users within the organization.
- Provides a reports library that is available across all departments and viewable from within the user's application of choice—whether that is Results CRM or QuickBooks.
- Eliminates the need to announce availability of reports via email, as well as eliminates searching for past emails to find previous versions of needed reports.

- Allows full data visibility across an organization. Seamless integration between apps enables authorized employees from multiple departments to view reports, invoices, and other mission-critical information at any time.
- Enables users to set up a central data hub to view up-to-date, accurate information—no matter the application in which data was originally entered.
- Supports maximum flexibility and convenience by supporting a single document management platform across multiple apps.
- Supports integration with Results CRM Business Suite, offering a powerful tool to manage organization-wide operations, because current reports and data are accessible by all users within all departments.

Bonnie Nagayama, CPA and Intuit QuickBooks ProAdvisor stated, “The value of this level of integration is exceptional for both the end user and the accounting consultant community. For the user, it offers tremendous efficiency gains. For consultants, it further empowers us to help our clients elevate organization-wide productivity through the use of leading, integrated solutions, which ultimately offers the client a major competitive advantage.”

Integration between Results CRM and XpandedReports was officially launched in Q4 2011. For more information on this integration, please visit www.results-software.com/Products/Results-CRM-Integration.htm.

About Results Software

Founded in 1985, Results Software provides Customer Relationship Management (CRM) and Business Management Solutions to a diverse client base. The Results family of products helps organizations of all sizes and within multiple industries streamline operations, improve efficiencies, and increase performance with its award-winning software and services. Results Software also offers a comprehensive line of professional services focused on helping clients grow their businesses—including consulting, systems analysis, custom programming, data conversion, custom reports, and training. Results has earned top honors from Intuit as a QuickBooks Gold Certified Developer, is a Microsoft® Certified Partner, and has won both a K2 Enterprises Quality Award and the prestigious Awesome QuickBooks Add-on Award from The Sleeter Group. For more information, visit www.results–software.com.

About Results CRM

Results CRM delivers a complete and flexible approach to business information management and business process automation for sales and marketing, service delivery, customer service, order tracking, project management, time-billing, invoicing, purchase orders, and inventory control. Results CRM provides seamless bi-directional integration with QuickBooks®, Outlook®, Constant Contact®, SmartVault®, and SharePoint®. Results CRM is proudly 100% designed, developed, and supported in the United States.

About XpandedReports, Inc.

XpandedReports was launched in 2005 to fill the management-reporting gap in QuickBooks. The product enables users to create a variety of custom reports, including Commission, Job Costing, Time with cost and revenue, and more. XpandedReports provides users with a far more advanced reporting solution than exporting to Excel and much easier and less expensive use of a third-party report writer. The first desktop product was introduced in 2007. The browser-based product was introduced at the 2010 Sleeter Group's Accounting Solutions Conference. For more information, visit XpandedReports.com.

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