



FOR IMMEDIATE RELEASE

RESULTS SOFTWARE ANNOUNCES RELEASE OF RESULTS CRM BUSINESS SUITE 2012

Significant enhancements and key integrations position Results as a leading CRM and Business Management solution

HERNDON, VA – November 7, 2011 – [Results Software](#), developers of the award-winning Results® solution, today announced rollout of the 2012 Results CRM Business Suite product. Product rollout includes the Small Business and Enterprise Editions of the [Results CRM Business Suite](#) desktop & hosted versions, [Results for the Web \(R4W\)](#), and the [Results Time Management Portal](#). Powerful new features, such as enhanced QuickBooks® and SmartVault® integration and an updated and highly intuitive user interface, enrich the user experience and make Results the go-to CRM and business management solution for improving operational efficiency and accelerating business growth while supporting working from anywhere at anytime.

“Our focus continues to be on helping users streamline workflow and improve their bottom line. As such, we consistently listen to client feedback and implement suggestions into the Results products that help businesses better manage operations,” said Sam Saab, President and Founder of Results Software. “We also continue to expand and enhance integration between Results CRM and other industry-standard applications and platforms such as [QuickBooks](#), [Outlook](#)®, [Constant Contact](#)®, [SmartVault](#), and [SharePoint](#)®, creating a single data hub for the whole organization to work from. Centralized data visibility across the organization offers empowerment and the convenience that we want to provide to our users.”

[Results CRM Business Suite](#) 2012 includes the following enhancements:

- Addition of a full Purchase Order Data Entry module along with support for bi-directional synchronization of Purchase Orders with QuickBooks.
- Expanded project/job integration with QuickBooks to automatically capture job costs for labor, material, and other expenses.
- Ability to instantly convert quote/estimate line items to assignable activities and tasks for professional services organizations.
- Expanded SmartVault integration, including support for SmartVault Notes and placing SmartVault Docs and Notes buttons on every data entry screen.
- Expanded support for QuickBooks price levels in Results, including ability to directly assign a contact to the appropriate price level.
- Ability to instantly view complete order history for any product being added to a Quote, Sales Order, Invoice, or Purchase Order.

[Results for the Web \(R4W\)](#) 2012 and the [Results Time Management Portal](#) enhancements include:

- New, highly intuitive user interface.
- Streamlined menus with familiar, easy-to-use Microsoft 2010 "ribbon" view.
- Redesigned Data Management Centers (DMCs) to include column filtering and grouping.
- Compatibility with all standard browsers—Internet Explorer, Firefox, Safari, and Chrome.
- Full support for the iPad and all other tablets.
- Common components and design with the Results desktop version for a consistent user experience across the product line, whether working in the office or remotely via the Web.

Results CRM Business Suite 2012 was officially launched November 4, 2011.

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.

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.

Contacts:

Sam Saab, President & Founder
Results Software
800.713.7013 x301
SSaab@Results-Software.com

Kristy Short, Public Relations
SAS Communications 360, LLC
734.481.0186
kristy@sascommunications360.com

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