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The Complex Sale Launches New Collaborative and Mobile Editions of its Popular GPS Software Suite

New GPS R.A.D.A.R.[®], GPS M.A.P., and GPS Sales Prophet Collaborative and Mobile Editions Allow Clients to Use GPS Suite Outside Existing CRM Systems and Off-line

Atlanta, GA – June 6, 2007 – The Complex Sale, Inc., the leader in sales methodology and consulting, announced today the launch of its newest software editions – GPS Collaborative and GPS Mobile.

The firm's popular GPS (Global Positioning for Sales) Software Suite enables the TCS methodologies, providing in-depth coaching to salespeople and the processes they need to win their most complex opportunities.

GPS R.A.D.A.R.[®] provides a systematic approach to opportunity management, while the GPS M.A.P. (Major Account Planning) tool allows account managers to focus on a very strategic approach to building a complete account plan. The GPS Sales Prophet pipeline and forecast management software tool tracks opportunities through all phases of the sales cycle, enabling sales managers to create a much higher quality forecast and more valuable coaching sessions with salespeople. Each of the three tools can be integrated with a client's existing CRM system.

The complete GPS suite – GPS R.A.D.A.R.[®], GPS M.A.P., and GPS Sales Prophet – is now available in a Collaborative Edition, allowing salespeople to also use them *without* integrating to their existing CRM system.

“Several of our clients either don't use a CRM system or have a CRM system, but don't want to integrate the GPS tools with it because of how their salespeople use the system on a daily basis,” said Brad Childress, president, The Complex Sale. “Other clients are in the process of migrating from one CRM system to another, but want to continue using the GPS suite during that limbo state. These new editions allow them to continue receiving the benefits of the tools while they are in transition. Then, when their new CRM system is in place, we can easily integrate with it when they're ready.”

The Mobile Edition of the GPS suite, which is a component of the Collaboration Edition and lives on the salesperson's laptop, allows salespeople to use the GPS tools while they are not connected to the Internet.

“With the Mobile Edition of the GPS suite, salespeople can now update R.A.D.A.R.[®] immediately after a call – on a plane, in the car, or wherever they need to access the tool,” said Childress. “When they reconnect with the Internet, the system synchs back up. This gives salespeople an added level of flexibility when using the GPS tools, ultimately making them more effective and efficient overall.”

About The Complex Sale, Inc.

The Complex Sale, Inc. is a sales methodology and consulting company that helps you win the sales you can't afford to lose – from speeches and tools to training and coaching to total sales force transformation. TCS helps you create pipeline, win opportunities, and dominate accounts in the complex selling environment. Founded in 1994 by Rick Page, author of the sales bestseller *Hope Is Not A Strategy – The 6 Keys to Winning The Complex Sale* and *Make Winning A Habit – 20 Best Practices of the World's Greatest Sales Forces*, TCS programs are taught by executives who know the environment firsthand. We provide the skills and processes you need to *make winning a habit*[®] in your organization. For more information, call (770) 360-9299 or visit us online at www.complexsale.com.