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Vegas...and there was much to tell. Within the past few days, the company released the 2012 version of their CRM (client relationship management) Business Suite—both the desktop and web-based versions. The application is an exceptionally robust CRM tool that integrates with several powerful applications, including Cloud-based SmartVault online document management system, QuickBooks, Outlook, and Constant Contact. Results is one of the leading CRM systems for businesses across multiple industries—and represents another proven and tested tool that consultants can recommend to clients to help them improve operational efficiency.

Some of the 2012 enhancements for Results CRM Business Suite (desktop) include:

- Addition of a full purchase order data entry module
- Expanded project integration with QuickBooks
- Expanded integration with SmartVault

A few enhancements to Results for the Web (R4W) include:

- A new and highly intuitive user interface
- Full support for iPad and other e-tablets
- Compatibility with all standard browsers— Internet Explorer, Firefox, Safari, and Chrome

Overall, I'm impressed with the level of integration with several popular applications Results offers, as well as the breadth of new features in the 2012 release. Well done. For more information on Results CRM Business Suite or the company's partner program, visit www.results-software.com. You can also hear what Naseem Saab, president and founder of Results Software has to say about the importance of attending the Sleeter Conference at www.sleeterconference.com.

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