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# Intuit Eclipse Mobilizes With New Sales Force Automation System

## Eclipse Mobile Unlocks Business-critical Data in the Field; Speeds Sales Cycles and Increases Customer Satisfaction

BOULDER, Colo.--(BUSINESS WIRE)--

Intuit Inc.'s (Nasdaq:INTU) Distribution Management Solutions division today announced its new Eclipse Mobile interface to give field sales personnel instant access to critical Eclipse information via popular smartphones, pocket PCs and mobile PDAs. Integrating seamlessly with Intuit(R) Eclipse(TM) enterprise resource planning software, the interface makes it easier to complete day-to-day tasks, helping salespeople shorten sales cycles and better serve their customers.

"As distributors face market consolidation and price cutting, they need effective and easy-to-use tools that enable them to deliver the highest quality of customer service to win deals," said David Merenbach, general manager of Intuit Eclipse. "Eclipse Mobile equips the salesperson in the field with real-time data using some of the most popular and powerful communications tools on the market to make immediate and informed offers to customers whenever and wherever they are."

Eclipse Mobile enables salespeople to view customer and product information, check availability and quickly calculate pricing, as well as view sales order details. Users can also view customer and vendor contact information, accounts receivable balances, open orders and more.

"Eclipse Mobile is robust and useful," said Chris Thorpe, manager of business technology at Patene Building Supplies Ltd. in Guelph, Ontario, Canada, a beta tester. "Our sales team has really benefited from the Quick Price button. They just enter a customer's name, pick a product and quantity and hit send. Then in a moment they get a price back -- it's text-message fast. The system is saving us hours in back and forth calls to our order desk."

Eclipse Mobile also features a powerful one-click search utility to make finding anything -- from customer order history to product details -- both quick and easy. Plus, Eclipse Mobile allows users to send and receive Eclipse messages to chat and use their phone's built-in features to communicate directly from any screen that displays an e-mail address or phone number.

### Easy to Implement

Eclipse Mobile was developed to be quickly and easily implemented into a current Eclipse deployment. Version 1.0 is available for a wide range of mobile devices including the Blackberry 7000 Series and above, Palm Treo 650 Series and above, Motorola Q and any

mobile PDA device running Windows Mobile 5.0 or above.

The offering is also network agnostic, making it simple to introduce to a business that has already made hardware purchases. Plus, it integrates existing Eclipse authorization setup to allow remote users access to the same information using Eclipse Mobile as they do when using the software.

### Not Just for Sales Teams

The offering also includes tools for the traveling executives to monitor sales and business health. Through the Business Summary function, business owners and management can stay up to date with their organizations by having access to key performance indicators such as top-line balance sheet information, as well as profit and loss data for the day, month and year -- all in real time.

### Pricing and Availability

Eclipse Mobile 1.0 is available today for select mobile devices. Further information and pricing details are available at [www.eclipse.intuit.com](http://www.eclipse.intuit.com), via email at [info.eclipse@intuit.com](mailto:info.eclipse@intuit.com) or by calling 800-932-5477.

### About Intuit Eclipse, Distribution Management Solutions

Intuit Eclipse, a division of Intuit Inc., is a leading provider of business management software solutions for wholesale distributors in a number of market segments, including plumbing-heating-cooling-piping, electrical, building materials, industrial, janitorial, floor coverings and other durable goods supplies industries. Its flagship product, Intuit Eclipse, is a fully integrated, real-time enterprise resource planning system that offers wholesale distributors superior software that integrates accounting, order processing, inventory control, purchasing, price discounting, customer service and e-commerce. More information can be found at [www.eclipse.intuit.com](http://www.eclipse.intuit.com).

### About Intuit Inc.

Intuit Inc. is a leading provider of business and financial management solutions for small and mid-sized businesses; financial institutions, including banks and credit unions; consumers and accounting professionals. Its flagship products and services, including QuickBooks(R), Quicken(R) and TurboTax(R) software, simplify small business management and payroll processing, personal finance, and tax preparation and filing. ProSeries(R) and Lacerte(R) are Intuit's leading tax preparation software suites for professional accountants. The company's financial institutions division, anchored by Digital Insight, provides on-demand banking services to help banks and credit unions serve businesses and consumers with innovative solutions.

Founded in 1983, Intuit had annual revenue of \$2.3 billion in its fiscal year 2006. The company has more than 8,100 employees with major offices in the United States, Canada, the United Kingdom and other locations. More information can be found at [www.intuit.com](http://www.intuit.com).

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