QuoteWerks CPQ Software Earns Multiple 2026 Industry Recognitions

ChannelPro and BetterTracker recognitions highlight QuoteWerks' continued commitment to independent, purpose-built CPQ for MSPs



ORLANDO, FL, UNITED STATES, September 9, 2026 /EINPresswire.com/ -- QuoteWerks, an independent, purpose-built CPQ and quoting platform, has earned two 2026 industry recognitions for its role in serving managed service providers (MSPs) and other technology solution providers.

QuoteWerks was named one of ChannelPro's Top 26 Profit-Driving Solutions for 2026 and received a BetterTracker Q2 2026 Category Leader Badge for Finance.

The recognitions come as MSPs increasingly face a choice between consolidating more of their operations within all-in-one technology ecosystems or selecting specialized solutions that work together.

> We don't believe an MSP should have to choose its CPQ based on which company provides its PSA or CRM"
> *Brian Laufer, QuoteWerks Vice President*

QuoteWerks has taken the latter approach for decades.

"We believe businesses should be able to choose the CRM, PSA, accounting system, distributors, and other technology that works best for them without having those decisions dictate their CPQ platform," said Brian Laufer, Vice President at QuoteWerks. "All-in-one platforms can offer convenience, but they also come with trade-offs. QuoteWerks gives businesses the freedom to choose the systems that fit each part of their

operation while providing purpose-built CPQ that connects them."

ChannelPro Names QuoteWerks a Top 26 Profit-Driving Solution
ChannelPro recognized QuoteWerks CPQ Software among its Top 26 Profit-Driving Solutions for 2026, an annual program developed with input from MSP experts and members of the ChannelPro Advisory Group.

ChannelPro describes the honorees as an elite group of channel vendors helping MSPs sharpen efficiency, strengthen customer relationships, and grow revenue.

In its coverage, ChannelPro highlighted QuoteWerks' ability to help technology solution providers create quotes faster and more accurately, reduce quote errors, control discounts and margins, and integrate with the CRM, PSA, distributor, accounting, payment, and leasing systems MSPs already use.



QuoteWerks Logo

ChannelPro also noted that QuoteWerks helps sales teams "move deals from opportunity to cash faster."

The recognition was also featured by ChannelE2E in its coverage of the 2026 honorees.

BetterTracker Recognizes QuoteWerks as a Category Leader
QuoteWerks also received the BetterTracker Category Leader Badge for Finance for Q2 2026.

BetterTracker's Category Leader recognition reflects performance signals and MSP engagement within its platform, providing another indicator of QuoteWerks' presence and engagement within the MSP community.

Independent CPQ Without Ecosystem Lock-In
QuoteWerks is not built around a single CRM, PSA, accounting platform, distributor, or broader technology ecosystem. Instead, it provides a dedicated CPQ platform designed to work across the systems a business chooses.

With more than 115 native integrations, QuoteWerks connects the quoting process with many of the CRM, PSA, accounting, distributor, payment, and other business applications used by technology solution providers. QuoteWerks Web's native Zapier integration extends that approach to thousands of additional applications.

This allows an MSP's CRM or PSA to remain the system of record while QuoteWerks handles the specialized work of configuring solutions, managing pricing and margins, preparing quotes and proposals, and obtaining customer acceptance.

Your stack shouldn't dictate your CPQ.

As technology stacks evolve, QuoteWerks' independent approach also gives organizations the flexibility to change the systems around their CPQ without having to start over with their quoting platform.

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