

GreatAmerica and Compass Announce Greater Integration and Efficiencies

Office Imaging Dealers Can Now Apply for Credit, View App Status and Auto-Populate CPI Worksheets from Compass

May 2015 - (Boise, ID) – [GreatAmerica](#) Financial Services Corporation and Compass Sales Solutions have joined forces once again to eliminate the need for office imaging dealers to switch between two systems. New functionality has been added to Compass to allow users to submit customer information directly into the GreatAmerica credit processing system and view the status of submitted applications in order to streamline the sales process. For years, Compass users have had current GreatAmerica lease information available at their fingertips within the Lease Tracker module.

In addition to this new credit-processing capability, Compass Sherpa users will receive a new Cost-Per-Image (CPI) Worksheet with maximum automation through the software for ease of use at no additional charge. This will eliminate excessive manual entry and significant errors when funding MPS deals.

“It’s important that we invest in the technology that makes it easier for our dealers to do business—and this credit application enhancement helps us accomplish that,” said Jennie Fisher, Senior VP and General Manager, Office Equipment Group at GreatAmerica. “We intend to continue to find ways to work with our colleagues at Compass to keep our mutual dealers efficient and effective in their system of choice—Compass Sherpa.”

“We are excited to expand our partnership with GreatAmerica and further streamline the sales process for our users. The new financing feature and CPI worksheet will save sales reps and managers time building deals and provide them with leverage when proposing,” said Troy Casper, President of Compass Sales Solutions.

Dealers interested in gaining access to the Credit Application feature and/or the CPI worksheet can call Compass support at [800-295-0411](tel:800-295-0411) or email support@compasscontact.net to get set up.

About GreatAmerica Financial Services

Established in 1992, GreatAmerica Financial Services Corporation is a \$1.6 billion national commercial equipment finance company headquartered in Cedar Rapids, IA. GreatAmerica provides financing and niche market-focused services in all fifty states and several U.S. Territories. Our commitment to understanding the office equipment industry has positioned us as the unparalleled leader in single invoice solutions (MPS, Managed IT, and other specialized billing options). We also offer innovative non-financial services to help our dealers evolve their



businesses. GreatAmerica is dedicated to helping manufacturers, vendors, and dealers be more successful and keep their customers for a lifetime. <http://www.greatamerica.com/office-equipment-group/>

About Compass Sales Solutions

Since 2001, Compass Sales Solutions has been the leading sales force automation provider for the office technology industry. Compass Sherpa provides a comprehensive suite that automates all aspects of the sales process and allows your sales professionals to utilize one tool to completely manage the sales process including prospect/client identification, Outlook integration, product configuration, proposal generation, MPS analysis and mapping, ERP integration, and mobile access via smartphone's and tablets. Compass Sherpa will be the tool your team will **want** to use, not **have** to use.

