



Compass and GreatAmerica Announce Enhanced Integration Office Technology Dealers Can Now Seamlessly Submit Credit Applications

Boise, ID (April 2017) – Compass Sales Solutions, the industry leader in Sales Opportunity Software, is excited to announce its latest integration with [GreatAmerica](#) Financial Services Corporation. The new integration eases the task of submitting credit applications for office technology dealers.

Dealers can now submit credit applications directly to GreatAmerica from the Opportunities tab within Sherpa with a single click—allowing them to remain in their system of choice. All of the Customer and Contact information needed by GreatAmerica is automatically included in the application. Dealers simply select their lease term on any configured Opportunity generated through Sherpa.

“It’s one of our top priorities to invest in the technology that simplifies the way our dealers do business. This credit application enhancement helps us accomplish that,” said Tawnya Stone, Vice President of Enterprise Technology, GreatAmerica Financial Services. “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. This latest integration will save sales reps and managers time building deals and provide them with leverage when proposing,” said Tami Dittmore, VP of Operations for Compass Sales Solutions.

Dealers interested in gaining access to the Credit Application feature can contact Compass support by emailing support@compasscontact.net. Compass simply pushes a Sherpa update to activate the integration and GreatAmerica then provides a unique one-time identifier.

About Compass Sales Solutions

Since 2001, Compass Sales Solutions has been the leading sales force automation provider for the office technology industry in 4 countries with over 10,000 users. 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 their sales goals. This includes prospect/client identification, Outlook integration, product configuration, proposal generation, MPS analysis and mapping, ERP integration, and mobile access via smartphones and tablets. Compass Sherpa will be the tool your team will want to use, not have to use.

About GreatAmerica Financial Services

GreatAmerica is a national commercial equipment finance company dedicated to helping manufacturers, vendors, and dealers be more successful and keep their customers for a lifetime. GreatAmerica was established in Cedar Rapids, Iowa in 1992 and has a staff of over 500 employees with offices in Georgia, Minnesota, and Missouri. We provide financing and consulting services in all fifty states and some U.S. Territories. GreatAmerica is organized into seven business units: Office Equipment, Unified Communications and Data, Automotive, HealthCare, Direct Programs, Specialty Markets, and Portfolio Services. 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. Visit www.greatamerica.com.