

Compass Sales Solutions and U.S. Bank Announces a New Integration to Submit Lease Applications!

Boise, Idaho (~~October~~ November 2016) Compass Sales Solutions, the industry leader in sales opportunity software, has joined forces with U.S. Bank to allow Sherpa users to submit credit applications to U.S. Bank and view statuses directly from Sherpa. This will eliminate the need to switch between two systems and streamline the sales process.

The new credit application feature guides users through the application form and pulls in critical account and contact details automatically from Sherpa, saving time and helping prevent data entry errors. Sales teams can also easily view current statuses and credit decisions for applications submitted through Sherpa. This new feature is in addition to our current integration with U.S. Bank which includes the ability to view U.S. Bank lease information in the Lease Tracker module, as well as the ability to populate U.S. Bank lease documents from Sherpa.

Troy Casper, President of Compass Sales Solutions, states, "We are excited to expand our relationship with U.S. Bank and further streamline the sales process for our users. This new feature will save sales reps and managers time when submitting credit applications and proposing opportunities."

"It's important that we invest in technology that makes it easier for our dealers to do business and this credit application enhancement does just that," said Phil Buysse, General Manager, U.S. Bank Office Equipment Vendor Services. "We will continue to work with our colleagues at Compass to keep our mutual dealers efficient and effective in their system of choice--Compass Sherpa."

To request the Credit Application feature, contact Compass Support at [800-295-0411](tel:800-295-0411) or support@compasscontact.net.

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 15,000 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 U.S. Bank:

Minneapolis-based U.S. Bancorp (NYSE: USB), with \$454 billion in assets as of September 30, 2016, is the parent company of U.S. Bank National Association, the fifth-largest commercial bank in the United States. The company operates 3,114 banking offices in 25 states and 4,875 ATMs and provides a comprehensive line of banking, investment, mortgage, trust and payment services products to consumers, businesses and institutions. Visit U.S. Bancorp on the web at www.usbank.com.

