

Compass Sales Solutions and LEAF Commercial Capital, Inc. Announces a New Integration to Submit Lease Applications!

Boise, ID (February 2018) – Compass Sales Solutions, the industry leader in Sales Opportunity Software, is excited to announce its latest integration with LEAF Commercial Capital, Inc. (“LEAF”). The new integration eases the task of submitting credit applications for office technology dealers. This will eliminate the need to switch between two systems and streamline the 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 easily view current statuses and credit decisions for applications submitted through Sherpa.

This new feature is in addition to our current integration with LEAF which includes the ability to view LEAF lease information in the Lease Tracker module, as well as the ability to populate LEAF lease documents from Sherpa.

“We are excited to expand our partnership with LEAF Commercial Capital, Inc. 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.

“LEAF continually invests in technology that makes it easier for our dealers to do business, and this credit application enhancement significantly streamlines one of the most time-consuming and error-prone parts of the finance process,” said Miles Herman, President and COO, LEAF Commercial Capital, Inc. “We’ll keep working together on new ways to empower dealers to spend more time on core business by leveraging the efficiency and ease of their system of choice – Compass Sherpa.”

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 LEAF 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 8 countries with over 13,000 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 manage their sales goals completely. 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 LEAF Commercial Capital, Inc.:

LEAF Commercial Capital, Inc. (“LEAF”), a subsidiary of People’s United Bank headquartered in Philadelphia, PA, makes equipment easier to buy. With its customized solutions and highly automated origination platform, it solves real problems facing small, mid-sized and enterprise businesses, powering long-term sales growth for manufacturers, distributors and dealers of essential-use equipment and software in a variety of business sectors.