



Compass Sales Solutions Announces Partnership with GreatAmerica Leasing Corporation on New Lease Management Tool

Boise, ID – November 2011 - Compass Sales Solutions, the leader in Sales Opportunity Management software announces a partnership with GreatAmerica Leasing Corporation regarding Compass's newest lease tracking automation tool, Lease Tracker. This innovative tool enables Compass Administrators to securely and easily import all of their lease information from GreatAmerica into Compass Lease Tracker. The tool also enables detailed portfolio management and reporting, ensuring all leases are managed by the sales team properly.

In addition, Lease Tracker's reporting tool allows users to immediately identify which leases are not actively being managed and which leases are at a heightened risk, due to lack of activity, in order to take corrective steps.

Compass Sales Solutions understands the common challenge among dealers to manage their current leases and retain their customer base. "We feel that working with GreatAmerica to automate lease management bridges the gap between the dealer's lease administrators and their sales departments," says Troy Casper, President of Compass Sales Solutions.

Jennie Fisher, Senior Vice President and General Manager of GreatAmerica Leasing Corporation's Office Equipment Group adds, "GreatAmerica has a focus on innovation for the benefit of our customers. The partnership with Compass aligns well with this focus and provides our mutual customers with an easy-to-use tool that helps our dealers better manage their contracts."

About Compass Sales Solutions

Compass Sales Solutions offers the most advanced Sales-force Automation, Solution Selling & Fleet Management software system, along with in depth consultative services provided by Industry recognized experts. Designed from a sales perspective, Compass combines the ability to manage your prospective database, complete detailed TCO analysis, price service contracts, generate thorough, professional proposals and sales paperwork, all at the touch of a button. Compass also offers complete integration with your ERP and Outlook systems. Visit our website at www.compasscontact.net or contact us at (800)295-0411.

About GreatAmerica

GreatAmerica Leasing Corporation is a national commercial equipment finance company dedicated to helping manufacturers, vendors, and dealers be more successful. Founded in 1992, GreatAmerica is headquartered in Cedar Rapids, Iowa and has over 360 employees with offices in Georgia, Minnesota, and Missouri. The company is the nation's largest private independent leasing company with assets of nearly \$1.3 billion. GreatAmerica services extend beyond traditional financing to provide value-add

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