

# NSS XSELLerator

You cannot manage what you do not measure

NSS XSELLerator is an enterprise-wide performance management tool for banks and credit unions. The product has been installed across the United States in institutions ranging from \$150 million in assets to \$5 billion. The major functions of the product are Sales Tracking, Referral Processing and Tracking, Incentive Compensation Plan Development and Processing, Employee Scorecard Development and Processing.

## XSELLerator ROI

- Elimination of manual sales tracking
- Automation of referral routing and matching to sales
- Automated incentive programs
- Increased sales with better coaching, more referrals, and an improved Sales Management function.

**“Banks have introduced a host of new sales activities to branch staff but they are not measuring whether these activities are translating into profitable new revenue.”**

The Cornerstone Report - Benchmarks and Best Practices for Mid-Size Banks 2003, Cornerstone Advisors, Inc.

## XSELLerator Features

- Referrals routed via e-mail and can be posted to your calendar for follow-up.
- Referrals are matched to sales automatically.
- Access to information is via your browser within your intranet.
- Over 70 reports.
- Extended sales session to give you a better view of cross-sell performance.
- Ranking reports so that people and branches can be compared relative to one another.
- Performance Dashboard for trend analysis.
- Definition of other metrics for use on Scorecards. These can be ratios, units, dollars, or percentages.
- Scorecards can be defined for any job class in your organization. Use as many metrics as you see fit for each Scorecard.
- Many different options for incentive plans for sales, referrals, team, managers, and bonuses.

## XSELLerator Benefits

### Provides Timely and Accurate Sales/Referral Information

XSELLerator provides a defined set of reports that help management *accurately* measure performance activity for employees, products and locations. This important information allows the management team to assess your organization's results. Additionally, these reports provide an excellent *coaching* tool for sales managers.

### Involves the Entire Enterprise

XSELLerator consolidates sales performance information from all areas of the enterprise.

### Increase Reliability and Reduce Cost

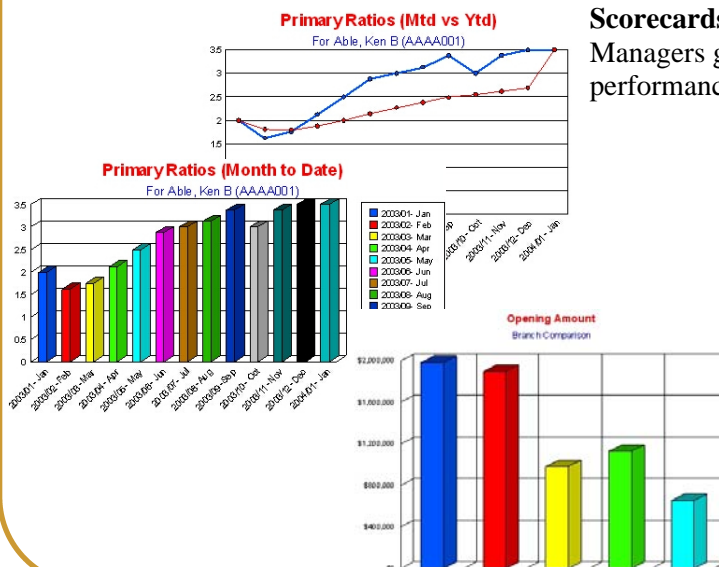
By automatically capturing sales and referral information data entry is essentially eliminated and reliability is increased resulting in greater overall acceptance.

### Individual and Team Incentive Compensation

By automating incentives, XSELLerator delivers efficient and accurate incentive compensation. A wide array of reward and

### Scorecards

Managers get ongoing information to ensure that all locations performance results are in line with strategic goals.



**Start measuring your performance, contact NSS Corp today!**

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**XSELLerator**