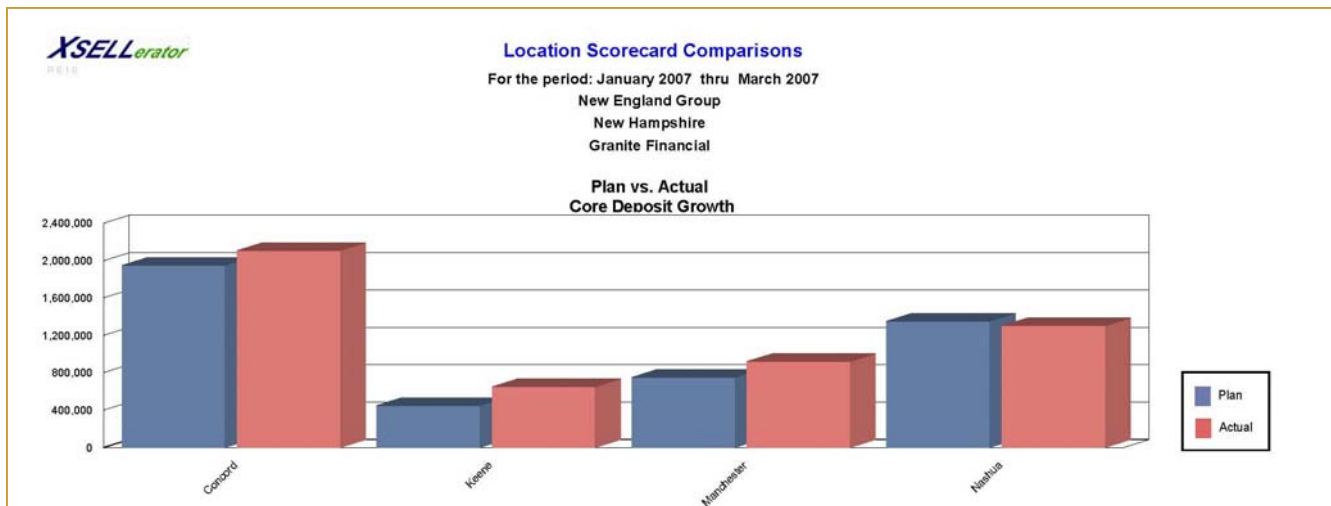


NSS XSELLerator Scorecards

Performance Management Tool



Location Scorecard Comparisons
For the period: January 2007 thru March 2007
New England Group
New Hampshire
Granite Financial

Location	Commercial Loan Referrals			Core Deposit Growth			Investment Referrals			Non-interest Income			Residential Loan Sales (New \$)		
	Plan	Actual	Pct	Plan	Actual	Pct	Plan	Actual	Pct	Plan	Actual	Pct	Plan	Actual	Pct
Concord	54	50	92.5%	1,950,000	2,110,000	108.2%	975,000	900,000	92.3%	52,500	69,000	131.4%	6,000,000	5,500,000	91.6%
Keene	36	21	58.3%	450,000	650,000	144.4%	975,000	1,042,000	106.8%	63,000	65,000	103.1%	3,750,000	3,700,000	98.6%
Manchester	54	58	107.4%	750,000	920,000	122.6%	2,400,000	1,740,000	72.5%	750,000	800,000	106.6%	4,500,000	4,900,000	108.8%
Nashua	36	31	86.1%	1,350,000	1,300,000	96.2%	1,575,000	1,750,000	111.1%	349,500	342,000	97.8%	4,500,000	4,000,000	88.8%
Bank Total	180	160	88.8%	4,500,000	4,980,000	110.6%	5,925,000	5,432,000	91.6%	1,215,000	1,276,000	105.0%	18,750,000	18,100,000	96.5%

Scorecards focus your employees on the strategic objectives of the institution

Features:

- Scorecards can be defined for all jobs in the enterprise
- Metrics can be sales, service, and financial based including such metrics as Net Deposit Growth, Mystery Shopping Results, and Investment Services Referrals
- Target values can be different for each Scorecard
- Actual data can be imported or entered through the portal
- Effective dates can be any period and duration
- Metrics for the Scorecard can be weighted relative to one another
- Performance stratification levels can be defined so that attainment levels can be color coded (i.e. green, yellow, red)

Start measuring your performance, contact NSS Corp today!

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