



Boost Your Bottom Line Through Lower Contract Costs

Financial institutions today are discovering it's possible to grow their bottom line without increasing fees or reducing services. Sometimes big savings can be found through simple solutions, like negotiating your service contracts with an expert by your side. *LEVERAGE* partner, JMFA Contract Optimizer, is helping financial institutions across the nation save millions of dollars in contract expenses through a comprehensive review and negotiation of their existing service contracts.

JMFA starts by analyzing the terms and costs of a credit union's current contracts, line item by line item, to look for savings and enhanced service opportunities. Then, they will negotiate on the credit union's behalf, using their insider market intelligence to get you the best deal on pricing, terms and services. They have a 98% success rate in reducing clients' contract expenses and improving their bottom line. In many cases, your savings are immediate, thanks to retroactive cost reductions – not to mention the time gained by outsourcing this labor-intensive task to JMFA experts.

There's no cost to explore the possibilities—JMFA's contract analysis is free. On top of that, JMFA Contract Optimizer offers contingency-based pricing, which means their success is directly measured by how much savings they find for you.

Program Benefits

- Improved Bottom Line
- Industry Experts in Your Corner
- A Free, Thorough Analysis
- Performance-based Pricing
- Better Service from Existing Vendors
- Time Savings
- Ongoing Monitoring and Maintenance

The best time to start negotiations? Twelve to eighteen months before contracts become due!

For more information about how JMFA can assist credit unions, email consult@myleverage.com or call 855-9EXPERT (855-939-7378).

LEVERAGE
www.myleverage.com

Q: What is JMFA Contract Optimizer?

A: A contingency-based service with a 98% success rate for helping banks and credit unions save millions in vendor contract expenses – much more than their vendor’s “best and final” offer. Through our no-cost review and assessment, you’ll discover how your financial institution’s processing and technology service proposals, contracts and agreements rate in the areas of pricing, service and support, terms and conditions, and more.

Q: How can a review of our vendor contracts benefit my financial institution?

A: A regular audit of your vendor contracts, especially if you’ve never had a third-party review, can give you valuable insight into not only significant savings opportunities, but improved contract terms and service upgrades. Also, depending on the type of contract or agreement there may even be increased revenue potential. Overall, for many of our clients getting our expertise provides them great peace of mind when making such important purchase decisions.

Q: What type of contracts can be negotiated?

A: Core data processing, debit/credit card processing, ATM maintenance/branch maintenance contracts, EFT network processing, card brand agreements, all telecommunications services (local, wireless, long distance/toll free, internet access, phone system maintenance, etc.), internet banking, item/image processing, armored car agreements, credit reporting for consumer loans, and others upon request.

Q: How early do I need to start negotiating with my vendors to have ‘negotiating leverage’?

A: Typically, contract reviews should start 18-24 months before the contract expires. However depending on the type of contract or agreement it could be as soon as 12-18 months prior to the renewal or expiration date.

Q: Will working with JMFA to negotiate our contracts create a problem with our existing vendor relationships?

A: To the contrary, JMFA’s involvement helps preserve the relationships you’ve built with your vendors. As an objective third party, we eliminate the discomfort that can come with directly negotiating costs with your account representative. We bring a highly professional approach to the negotiating process and a valuable knowledge of industry benchmarks, for healthy vendor relationships.

Q: How long does the negotiation process take from start to finish?

A: Once we issue a request for proposal (RFP) to a vendor, we give them 30 days to respond. The whole process from start to finish can take about 4-6 months depending on the complexity of the project.