

**Endorsed Partner**  
Core Processing Contract Negotiations

## ICI Consulting

The right **vendor**, the right **product**, the right **price**

### About ICI

Founded in 1994, ICI Consulting is a nationwide leading bank advisor. Serving over 670 financial institutions including more than 1,100 consulting engagements, ICI supports clients by providing core processing assessments, vendor evaluations, contract negotiation and conversion services.

ICI saves clients significant time and money during core processing and ancillary systems evaluations as well as during negotiations with providers of these mission-critical in-house and outsourced fintech solutions. Our goal is to supply superior bank consulting advice to help our clients make sound strategic decisions.

We have assembled a team of successful former core processing vendor graduates and bank executives who share a passion to assist clients in achieving their corporate goals. The ICI team is professional, ethical, and completely objective regarding vendor decisions. Clients find our seasoned firm to be experienced and nimble, with consulting experts located across the United States.

### Our Services

#### **I** Insightful Core Vendor Evaluation

ICI provides Core Vendor Evaluations as well as the negotiation of contracts worth more than \$400 million each year. Our team's extensive experience, gained from having completed hundreds of evaluations, allows for informed and objective views to be shared throughout the decision-making process.

#### **C** Contract Core Negotiation

Since ICI has negotiated Core Processing contracts for hundreds of financial institutions, we are able to provide a high-level bargaining position for clients. ICI delivers significant results for banks while they pursue a new or renewal of Core contracts with superior contractual terms and outstanding pricing.

#### **I** Implementation and Conversion

The ICI consulting team offers a wide variety of experience in project managing core processing implementations and conversions. ICI coordinates all the essential resources to ensure the successful completion of the conversion.

### Our Bank Clients (Partial List)

American National Bank: NE	Gate City Bank: ND
21st Century Bank: MN	Harris Bank: IL
Cashmere Valley Bank: WA	Independent Bank: MI
City National Bank: CA	Premier Bank: OH
First Savings Bank: IN	The Commercial Savings Bank: OH
First State Bank: IL	Village Bank: MN

### Complimentary Services

- ◆ Core Pricing Analysis
- ◆ Core Strategy Discussion

### Core & Ancillary Expertise

- ◆ Contract Negotiations
- ◆ Evaluations
- ◆ Project Manage Core Conversions

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