



Core Processing Analysis

INSPIRED BY VALUE-DRIVEN RESULTS



GET THE MOST VALUE OUT OF YOUR CONTRACTS AND VENDOR RELATIONSHIPS

Core system evaluation and core system contract management is a complex process that plays an integral role in the success of your financial institution. Core processing analysis services are a way to help alleviate the burden of researching, selecting and negotiating your core banking solutions. With the assistance of experienced professionals, you can be confident you are maximizing the value of vendor contracts and choosing solutions that meet the needs and goals of your financial institution.

Our professionals serve as trusted advisors and are here to help you determine which procedures would be of most value to you. We've created lasting relationships with many of our financial institution clients because we work closely with them to understand their organization and their goals, and we take an active role in helping them achieve success.

We've been trusted advisors in the financial institution industry for decades, helping organizations navigate their challenges with real industry insight. Let us help guide your next software contract or negotiations so you can get the best deal to help you grow and thrive.



WHAT OUR CLIENTS SAY

"Eide Bailly offers not only the basic audit, tax and accounting services, but also a variety of additional services to help in our everyday business needs. We like working with a firm that can offer so much, but yet still provide local, personal service."

Kent Edson
Board Member
Dacotah Banks, Inc.

HOW CORE PROCESSING ANALYSIS CAN HELP YOU

Core processing analysis generally has three phases that can see your financial institution through the entirety of a deal or any portion of it. We collaborate with your organization and deliver a tailored approach for your specific situation to achieve the best results.

PHASE

1

Core Processing Evaluation

The first phase involves the review and evaluation of existing contracts. This typically also involves determining your current strategy and future strategy regarding things like new markets, products and services. Contracts to examine could include:

- Core platform (customer, deposit, loan, teller, account opening, general ledger).
- Payments channel (debit, credit).
- Digital channel (retail/business online, mobile, bill pay).
- Imaging channel (item processing, check, deposit, loan, HR).
- Loan processing (consumer, commercial, mortgage, decisioning, origination, work-flow).

There should also be an evaluation of your vendors. This could include:

- Detailing all vendor relationships and systems in place.
- Evaluation of any long-standing relationships with current vendors.
- Interviewing departments on usage and performance of current systems.
- A cost analysis.
- Analyzing digital channels, debit and credit cards.
- Assisting management with renegotiation-only strategies and strategy sessions with potential vendors if needed.

PHASE

2

Core Processing Selection

The second phase involves the actual core platform selection. This may involve assisting management with:

- Creating a list of requirements for the selection process.
- Evaluating proposals based on that list and against current costs.
- Obtaining references, setting up corporate visits and making the final selection.

PHASE

3

Technology Contract Negotiations

The third phase is participation with management in the transaction negotiations. Core process analysis professionals can serve in an advisory role to look at:

- All current products and services.
- Service level agreement language.
- Liquidated damages language for protection of future growth.
- Early termination language.
- Deconversion language.
- Future value adds product and services.

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