



MAXIMIZE YOUR DIGITAL
SERVICES AND GAIN A
COMPETITIVE EDGE

Technology Strategy & Contract Negotiation

TURN TO THE EXPERTS IN VENDOR CONTRACTS

Your critical technology solutions are the lifeblood of your financial institution and often the most expensive items in your budget. One misstep, from vendor selection and integration to contract terms and pricing, can result in costly corrections and account holder departures. Having a third-party expert to guide the process and make data-driven recommendations can ensure the path ahead is seamless and paved with opportunity.

Digital transformation is not just a trend but a necessity for financial institutions. It offers a competitive edge, enhances the consumer experience, and creates operational efficiencies, all of which are vital in today's digitized world. Your digital transformation journey requires careful planning, informed decision-making, and strategic execution. Through our expertise and deep understanding of the market, we ensure your tech stack providers are strategic partners who align with your vision. With our adept negotiation skills and proprietary data, we safeguard your interests to secure the most favorable terms and pricing in your complex contracts with new and existing vendors. Our team empowers your financial institution to streamline operations, make pivotal decisions with confidence, and ultimately, enhance your competitive edge.

RESULTS THAT ADD UP



MILLIONS
IN SAVINGS FOR OUR
CLIENTS



TECHNOLOGY
PLANNING, EVALUATION
& SELECTION



98% SUCCESS
RATE FOR BETTER
TERMS & SAVINGS

The best time to start negotiating?

18 to 24 months before
contracts expire



Save time and money with a team of experts on your side to align your strategic vision and technology to improve your digital capabilities and more.

Get more from all of your service contracts

- Core Data Processing
- Digital Banking
- Debit/ATM Processing
- Credit Card Processing
- Card Brand
- PIN Networks
- Surcharge-Fee/Shared Branch Networks
- Loan Operating Systems
- Check Printing Services

PROGRAM HIGHLIGHTS



Contract Negotiations

Achieve greater savings, favorable terms, and incentives for your financial institution than you ever thought possible, all while nurturing respectful and positive relationships with your vendors.



Expense Analysis

Conducted by a team of experts, gain useful insights from an analysis of your current technology expenses to help with pinpointing areas of focus and optimization.



Technology Evaluation & Selection

Our team assesses, evaluates, and guides the selection of vital technologies and vendors that harmonize with your strategic objectives. Commencing with an in-depth discovery, we adeptly manage RFPs, compare solutions, identify potential obstacles, and craft a technology roadmap aligned with your goals.



Vendor Conversion Support

Receive project management guidance and support to ensure a smooth, seamless, and successful transition when switching vendors every step of the way.

To request more information or a complimentary assessment, contact your local representative or visit advantage-fi.com/contractoptimizer

