



QUOTE CHECK

– Never Overpay Again

Paladin Quote Check

Our confidential and secure submission process is as simple as:



Like all financial institutions, you're in the middle of a long-term Core IT contract and you likely have ancillary product quotes sitting on your desk awaiting review and approval. The fact is you probably have no idea what you should be paying or what other banks pay for the same exact services. Your vendor holds all the cards and you're forced to guess! Wouldn't it be nice to get the quick, inside scoop on exactly what you should be paying and be assured you're getting a fair deal before you sign?

An industry first – Paladin Quote Check compares product line-item level pricing to our Paladin Blue Book™ for any quote you send our way for products and services that complement account/item processing, internet banking, bill pay, item processing, ATM/EFT, and many more.

Submit any product or service quote with NO Risk or Obligation!

No matter if your product quote is worth \$10,000 or \$100,000 bankers are FREE to submit their quote at NO COST.

If after a quick review Paladin determines we can help, a no hassle fee of \$499/Quote Check is a no-brainer when compared to the risk of signing a multi-year product deal while wearing a metaphorical blindfold.

What do you have to lose, other than overpaying your vendor or getting into a bad deal?

Paladin Quote Check
Acme State Bank
April 25, 2017

Supplier Proposal Evaluation

Supplier A amendment for the addition of Business Online Banking with Commercial Mobile Banking and Deposit Capture. The quote includes an initial investment of \$11,087 for setup and configuration in addition to monthly charges estimated at \$2,300.

Current Client Situation:
Currently 24 months into a 60-month IS and processing agreement for AP, IP, IB, BP and ATM/EFT card services all scheduled to mature in September 2018.

Estimated Total Quote Value (TQV):

5 Year Term	\$11,087
7 Year Term	\$33,327

Supplier Proposal Specifications:

- CP annual charge increased from a maximum of 2% to 3% or a minimum of 0% to 2%.
- Supplier A master agreement term extended by 2 years to extend termination date to September 28, 2020.
- Effective term of mobile banking - other services will be 60 months in total upon signature.

Paladin Quote Check Recommendations

Based on the Paladin Blue Book for same or similar services with this vendor and their competitors find the range of pricing that should be expected over a 5-year term based on all factors taken into consideration. The institution should negotiate the current proposal further in order to move the pricing as close to low market as possible.

Service	Low Market	Mid Market	High Market
Setup Fees	\$15,000	\$40,000	\$150,445
Monthly Processing	\$2,200	\$3,200	\$4,100

TQV Benchmarked vs. High / Low Blue Book

Line chart showing TQV over 60 months. The chart compares the current proposal (red line) against high (green line) and low (blue line) market benchmarks. The current proposal starts significantly higher than the low market benchmark and trends towards the high market benchmark over time.

Conclusion

Financially, the proposal received from Supplier A for Business Online Banking with Mobile and Deposit Capture is at fair market value. However, the additional terms placed within the amendment will negatively affect the bank's current contractual agreement with Supplier A and should be considered carefully and possible negotiated prior to executing this amendment.

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Paladin Quote Check includes a benchmarking report, recommended contract language to negotiate from your vendor and as an extra protective measure, we'll even review the contract before it's signed to make sure it doesn't conflict with your existing master contract, terms or pricing!

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