

After exhausting all options, you've decided it's time to move on. If you're looking to change Core or IT service providers, the smartest way to select future vendors is through a proprietary process that only Paladin fs can deliver. Saving community financial institutions over \$137,000,000 collectively, Paladin's team of former Core and IT vendors is now working on the other side of the table, offering their insights and domain expertise to institutions in the market for their next Core or IT vendor.

How Smart Vendor Selection works:

1

**Identify 2-3
Qualified Vendor
Candidates**

2

**Oversee Product
Demos and Manage
Scorecard Process**

3

**Negotiate New
Replacement Agreements
at FMV, with Fair Terms,
a Legal Review and
Compliance Review**

~~**Time Consuming
and Wasteful
RFP Process**~~

~~**Complicated and Expensive
Needs and Analysis
Projects**~~

The old "competitive bid process" – or the "RFP method" as sold by many consultants – is a waste of good money, as competitive bids are useless with a market oligopoly like the one we are currently facing. Too few competitors and tacit collusion have made these methods all but extinct when it comes time to bargain for a better deal.

Our Smart Vendor Selection service gives your institution exclusive access to the vital knowledge and market data contained within our Paladin Blue Book, as well as more than 100 years of domain expertise possessed by our team of former Core and IT vendor executives, who have joined our ranks to prove that the best market deals are found by a process that doesn't include RFPs. Partnering with Paladin gives you the playbook you need to most effectively and efficiently select your next vendor, saving precious time, resources, and headaches along the way.

It's simple - unparalleled market insights coupled with a proven framework and experienced navigators is intelligence by design. Why would you want to make such a critical selection with anything less?

Call Paladin today to get started on your own Smart Selection playbook.