



Treasury Consulting Services

Choosing a banking provider for your cash management program often requires significant staff time and experience. How do you know you're getting the most value for cost? Are all of the banking services appropriate for your needs? How do you weigh the options? PFM's asset management business can help you objectively answer these questions through our independent treasury consulting services. Our experienced professionals will assess your specific needs, evaluate your existing banking program and guide you through the rebidding process to help maximize services for cost.

Our Experience

PFM's investment professionals have been providing treasury consulting services to public and other institutional clients since 1989. Our national and regional presence, combined with our proprietary pricing database, helps us identify long-term trends in bank services and allows us to educate our clients about best practices and current industry trends. We also have many contacts with national and regional banks, which gives us a strong understanding of pricing in the banking industry. Our time-tested approach has resulted in:

- ◆ Significantly lower banking fees for our clients
- ◆ Services that enhance clients' productivity and efficiency in cash management
- ◆ Better informed clients

Selecting the Right Services

The banking industry is constantly changing. As a result, there are a variety of new services to consider for your cash management program, including:

- ◆ Remote deposit capture
- ◆ Onsite cash vault
- ◆ Purchasing cards
- ◆ Integrated payables
- ◆ Online acceptance of payments
- ◆ Security custody
- ◆ E-lockbox services
- ◆ Merchant card processing
- ◆ Payroll cards
- ◆ Fraud prevention services
- ◆ Credit facilities

Through our experience and technical capabilities, PFM can help identify which services may be most valuable and best suited to your needs.



Our Process

Our goal is to align banking products and services with clients' specific needs. Using a balanced approach of quantitative and qualitative analysis, our investment professionals conduct a comprehensive review of each client's existing banking services. This includes the use of proprietary tools that evaluate and compare cost between multiple banking providers in a uniform manner. We work closely with clients' procurement departments to customize a Request for Proposal (RFP) and assist with reviewing responses from potential providers. This saves clients and their staff valuable time, allowing them to focus on other responsibilities related to their cash management operations. Our nine-step process includes:

1 Review the existing banking program

2 Interview key personnel onsite to establish objectives

3 Evaluate and recommend new technology and services

4 Develop a customized RFP

5 Review and assess each proposal response

6 Participate in finalist interviews

7 Formally recommend a finalist

8 Negotiate contract/agreement, including fees

9 Review contract for any final changes

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