

# Banking RFP Management

**Actualize Consulting** delivers solutions to address the myriad of challenges facing corporate treasurers. Among such challenges is maintaining effective and mutually beneficial banking relationships. In order to maximize value and minimize cost, Treasury best practice calls for these relationships to be reviewed at least annually, with a formal banking services request for proposal (RFP) every 3-5 years. In addition to these due diligence drivers, many corporates initiate a banking services RFP as a result of a merger or acquisition, customer service concerns, or changing business needs.

**Actualize Consulting** has expertise in developing, managing, and evaluating both domestic and global banking RFPs across the full spectrum of banking services. Our experience extends from strategic analysis to execution, for both corporate treasuries of all industries and financial services. The Actualize team's vast experience in the bank onboarding process helps us identify potential issues or points to consider in the evaluation process. Understanding various services offered enables us to align the appropriate services with the client's needs.

We understand the importance of healthy banking relationships and use our knowledge and broad experience to ensure you get the most out of your RFP in the most efficient manner possible. Actualize utilizes a proprietary methodology to ensure objective evaluation and consideration of all pertinent factors. The RFP process can be overwhelming for any treasury department to manage, and our team will help you navigate and manage the process, all while assuring adherence to industry best practices.



## RFP PROCESS MANAGEMENT

**Actualize Consulting** provides comprehensive RFP management services. Project management can range from a full-service approach, to a smaller scope more focused on a specific segment of your business or banking needs.

## BANKING SERVICES IMPLEMENTATION

As a follow-up to the RFP review and selection, Actualize can assist with the following:

- › Future state design and stakeholder coordination
- › Liaise with bank and internal teams for project success
- › Ensure progress and accountability of tasks
- › Create and provide guidance during test phases
- › Ensure successful go-live

## BENEFITS OF WORKING WITH ACTUALIZE

- › Comprehensive bank-to-bank service and pricing comparison
- › Guidance on rationalizing existing or desired banking services
- › Existing templates to expedite process and minimize burden on client
- › Greater buy-in and consensus among cross departmental teams
- › Reduced time to implement new services and/or bank fee reductions

Actualize Consulting's industry expertise and experience lead to the **BEST POTENTIAL RFP OUTCOME**