



Treasury Consulting Banking RFP Services

Choosing a banking provider for your cash management program often requires significant staff time, industry knowledge, and technical expertise. Clients use a variety of ways to determine if they are receiving best value and choose a banking provider with the request for proposal (RFP) being the most common option. How do you know you're getting the most value for cost? Are the banking services you've used in the past still appropriate for your needs going forward? Are you aware of the newest banking technology available in the market? Finally, how do you weigh the available options? PFM can help you objectively answer these questions through our independent treasury consulting banking RFP services. To help you make best use of your time and maximize services for cost, our experienced professionals will evaluate your existing banking program to assess your specific needs and guide you through every step of the bidding process. If your RFP results in a change in providers, we also assist with the transition to your new provider.

Our Experience

PFM has been providing treasury consulting services to public and other institutional clients since 1989.¹ Our national and regional presence, combined with our proprietary pricing database and our RFP questions library help us identify long-term trends in bank services and allows us to educate our clients about best practices and current industry trends that apply to their operation. 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:²

- 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 and using a convenience fee model
- Payroll cards
- Fraud prevention services
- Electronic bill pay presentment

¹Through December 6, 2021, treasury consulting services were effectuated through former affiliate PFM Asset Management LLC.

²Past results do not guarantee future results.



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 treasury 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) using questions from our RFP questions library that exhibits each bidder's differentiating factors. Then we read, analyze, and summarize responses from potential providers to assist clients with a final selection. If our clients' final selection results in a change in banking providers, we support the project to transition services to the new provider. This minimizes the potential for a transition that fails to reach the clients' initial goals and 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:



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