



by three+one®

rfpPrep® by three+one® can reduce the time of the RFP process by 75%

Your time will be freed up to focus on the right banking relationship rather than tedious comparative pricing & confusing disclaimers through reams of paper.

rfpPrep® by three+one® is the first-ever digital RFP (Request for Proposal) for Banking, Investment, Merchant and E-Payments. Accessed through our portal at rfp-prep.com, the service is entirely online and specifically designed for public and Higher Ed. institutions to facilitate the bidding of banking services.

CLIENT OUTCOMES

Client A

A County with a \$145M budget had no record of ever issuing a banking RFP. The County's operating bank claimed to not charge any fees, which made them apprehensive to send the business out to bid.

Ultimately, the County chose to use rfpPrep to issue a banking services RFP for two main reasons: 1) The tens-of-thousands of dollars in time savings from the automated paperless process and 2) The ability to directly compare "no-fee" banks to banks that use fees and compensating balances. As a result of the process, the County selected an institution that offered the highest level of technological servicing capabilities and fraud protection. The proposed pricing and servicing amounted to \$40,000 in annualized new revenue for the County when compared to their prior arrangement which promised no fees.

Scores		
Weighting:		
Total possible points is 100, weighted as follows:		
Service Capability: 40 points		
Pricing: 40 points		
References/Historic Performance: 20 points		
Ranking		
Rank	Bidder	Score
1	Entrust Savings & Loan	90/100
2	Orchard Bank & Trust	70/100
3	Premier Savings Bank	67/100
4	1st Foundation Financial	61/100
5	Grande Isles Federal Credit	60/100
Scoring and Answers		
Click on section to see answers		
Section	Score	Weighting
Service Questionnaire	30	40
Pricing: Fees	40	40
References	20	40
Total	90	100



A proprietary tool by three+one®

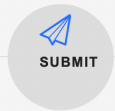
As leaders in FinTech, we remove the hardship of the RFP process by automating it into 4 easy steps.



ISSUE



OPEN



SUBMIT



RATE

"rfpPrep® enables our entity to move quickly in notifying potential vendors of an open opportunity to bid on our banking services."

Issue a call for proposals knowing that a secure electronic system is there to easily replace the outmoded method of pen & paper RFPs.



"rfp-Prep allowed my office to easily compare nine bank proposals apples-to-apples...We wouldn't consider any [bank] proposal that was not done through rfp-Prep."

-Treasurer Maria Walls,
Beaufort County, SC

CLIENT OUTCOMES

Client B

Client B: A \$55M- budget City with a new finance director was surprised to learn they had a clause in their depository policy that required them to seek competitive proposals on banking services every five years. On top of this revelation, the City's banking provider informed them that the bank would no longer be offering lockbox services.

This combination of events created an urgent need for a RFP. The City turned to rfpPrep because of its seamless data-sharing platform. three+one's streamlined process allowed the bidding institutions to see every detail about the City's banking and lockbox operations without asking anything of the City and their staff. The City's banking services RFP resulted in their existing provider offering better pricing that could help the City save \$10,000 annually. This was achieved in a completely virtual environment through rfpPrep with no paper, in-person meetings, or interviews required. The rfpPrep pricing synopsis gave the City concise cost breakdowns for their lockbox RFP which allowed them to spend their valuable time focusing on how a new provider would integrate with their current systems. The more intensive lockbox RFP helped the City find a new servicer that reduced annual costs by more than \$30,000 annually.