

Finding the Right Core Partnership

A Checklist for Helping Evaluate New Core Providers

To help you evaluate and select the right core partner, use this checklist to identify the characteristics that your core provider and their technology should have before moving forward.

THE RIGHT CORE TECHNOLOGY



It's homegrown.

Many providers outsource their technology developments, which impacts delivery time, ongoing platform enhancements, as well as your pocketbook. Ensure the provider's technology is developed and maintained in-house.

It's modern.

Today's core technology includes automation features and security capabilities that not only improves efficiency and serves your customers better, but it also levels the playing field in this competitive industry.

It's adaptable.

There are regular technology updates and software enhancements to your system to keep up with the changes in the industry and customer demand.

It's flexible.

True API integrations enable third-party services to seamlessly connect to your core system without needing additional middleware, so you can expand your portfolio and deliver additional products to your customers.

It's secure.

Regular performance monitoring, data backup procedures, and security updates proactively protect your bank from natural disasters and cyberattacks, minimizing service disruptions and preventing data loss.

It's affordable.

Your technology package is cost-effective, so you can scale your business, without complex, long-term contracts and outrageous fees.

It fulfills your bank's needs.

Out-of-the-box solutions are one-size-fits-most. Your bank needs to see that the proposed core system will fulfill your bank's needs for the short and long term instead of just relying on promises.

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THE RIGHT CORE
PARTNER



They have both banking and technology knowledge.

Your core partner needs expertise in both industries to deliver technology that is current with industry standards AND is beneficial to your bank.

They're responsive.

Even before signing a contract, your core partner should be showing responsiveness and attentiveness. If they can satisfy your requests during your due diligence process, that's a good sign of a successful core partnership in the long run.

They're transparent.

A good core partner answers your questions and responds to your needs, but a great core partner lays all the cards on the table and is transparent about their partnership, conversion process, and terms and conditions.

They're connected.

Even the best core partners may not have every solution in-house needed for your bank's success. However, they do have the trusted relationships in the industry to direct you to third-party product providers that will align with your goals and grant your wishes.

They're compliant.

There are a multitude of rules and regulations that community bankers need to know to keep their bank operations and technology compliant. Your partner is well-versed and can show how they continually maintain compliance.

They have dedicated support during and post-conversion.

Support doesn't end at conversion. They provide your bank with the proper training and ongoing support to continue serving your customers.

They put your business first.

They value your business, and keep a relationship with your bank after conversion to ensure your technology continues to serve your bank's and customers' needs.

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IBT Apps knows you need a trusted core partner that can do it all. That's why we offer integrated modern banking technology, including core and digital banking solutions and managed network services that enable your staff to be more compliant, productive, and deliver exceptional service. But more than just technology, our business prides itself on quality service and support. Connect with us and see what it's like to work with a trusted core partner that offers your bank end-to-end solutions using a service-based approach.