



Check Printing Contract Consulting

Reduce Costs for Check Printing

LEVERAGE's Check Printing Contract Consultant Program provides volume discounts to help large asset sized credit unions significantly reduce the cost of printing member checks. Check printing profit margins are incredibly high and only someone with specific vendor contract experience and marketplace knowledge can secure the highest possible savings for credit unions. Based on proven results, the typical total savings over five years for your credit union would be:

- Credit unions with 25,000 checking accounts: \$250,000 to \$300,000
- Credit unions with 50,000 checking accounts: \$500,000 to \$600,000
- Credit unions with 100,000 or more checking accounts: \$1,000,000 and higher

Program Features

- Consultant with 35 years of experience will negotiate contract on behalf of the credit union
- No out of pocket expense to the credit union - the check printer funds the consulting fee. The Consultant only gets paid a percentage of the contract savings
- The vast majority of clients choose to stay with their current vendor

Program Benefits

- Savings of up to 50% of printing costs over a five year contract
- Savings can be passed on to members in the form of lower check printing fees
- Savings can be retained by credit union to increase non-interest income
- Credit union can both reduce costs and increase non-interest income

For more information about how Check Printing Contract Consulting can assist your credit union, email consult@myleverage.com or call 855-9EXPERT (855-939-7378).

FAQs - Check Printing Contract Consulting

Q: How can Check Printing Contract Consulting (CPCC) help grow our credit union's revenue?

A: If you do not give away a lot of checks, you can often double your fee income by greatly reducing the cost of your checks from the vendor. A common example is that if you currently charge your account holder \$24.00 for an order of checks, you might be paying the vendor \$16.00 and making a profit of \$8.00 on the order. After our negotiations, this can be reversed where you make the \$16.00 and the vendor is only paid \$8.00.

Q: When is the best time to get CPCC involved in contract negotiations before our contract expires?

A: CPCC normally prefers to engage with a minimum of 18 months remaining on the current agreement. The more time they have, the more savings they can negotiate for you.

Q: How much is an Opportunity Analysis going to cost our credit union?

A: CPCC provides a free, no obligation, Opportunity Analysis.

Q: What can our credit union expect to receive in our Opportunity Analysis?

A: CPCC will review your current check printing contract, invoices, and check vendor management reports. CPCC's analysis will provide you recommendations on how to optimize your check program and a specific projection of how much money they can save you.

Q: Which vendors does CPCC typically preform contract consulting for?

A: CPCC negotiates the best possible check printing contract from whichever vendor the credit union prefers. Typically, Deluxe and Harland Clarke check printing vendor evaluations are far more complex than one would imagine.

Q: Do we have to switch our check vendor?

A: Most clients choose to stay with their current vendor. They enjoy tremendous savings without the need to make any changes.