

REQUEST FOR PROPOSAL MANAGEMENT

"ADS proved to be an invaluable partner by providing industry experience coupled with thorough research."

In the ever-changing environment of the financial services industry, the ability to integrate new technology while remaining competitive is crucial. The time and capital investment associated with vendor and platform selections and implementations carry long-term implications and relationships that directly impact your return on investment, efficiency, customer delivery, and, most importantly, your bottom line. Within your organization, do you possess the time, resources, and expertise to research and select an applicable system and vendor that will seamlessly join and contribute to your enterprise team, enhancing your corporate vision?

With ADS' extensive knowledge of the financial services industry, utilizing our comprehensive Request for Information (RFI) and Request for Proposal (RFP) process, we are well qualified to assist clients in vendor and systems selection to achieve their business and strategic goals and objectives.

REQUEST FOR PROPOSAL MANAGEMENT ENGAGEMENTS

Following are a representative sampling, across banking disciplines, of recent client engagements:

- Account Analysis Platform
- Account Reconciliation Platform
- Branch Sales and Servicing Platform
- Commercial Lending Platform
- Item Processing Image Exchange Platform
- Small Business Loan Origination Platform

ADS' APPROACH

Define Business Requirements – ADS meets with Executive Management Team members, Department Managers and project stakeholders to identify and document the requirements that must be met by the new technology. This includes a thorough understanding of the corporate vision, business objectives, strategy and process to ensure consensus of these requirements among key stakeholders.

Perform RFP Process – ADS conducts research on industry trends, applicable systems and vendors that can match each bank's corporate vision and business requirements. Together with the project stakeholders, ADS creates, structures, and prioritizes the RFP, which includes a list of applicable questions, a timetable for response, and the basis to evaluate or score the vendor responses. As a result of this process, responses by vendors are qualified and easier to evaluate.

Define Business Case – A key element to determining the business case is in performing impact analysis. ADS focuses efforts on transposing the short-listed vendor solutions into our client's environment in order to understand the major efforts associated with technical and business integration. As part of this work, implementation plans are created. Following the impact analysis and implementation planning, ADS is well positioned to produce an accurate business case, ROI model and a formal recommendation of the vendor, system, and operating model. Following presentations of our findings and recommendations, ADS presents a formal executive report, which includes a high-level implementation strategy and plan for the approved operating model, system, and vendor.

*“Simply put – ADS,
through a combination
of expertise and
professionalism,
enabled us to make an
informed decision with
a realistic plan to
move forward.”*

BENEFITS

At ADS, our staff of professional consultants interacts seamlessly with your management, lines of business, and vendors – ensuring the timely delivery of quality results and expertise. Our field-proven consultants have an average of 15 years experience in the financial services industry and are adept at providing practical and effective solutions and recommendations across the disciplines of banking operations, project management, systems, and related technologies. These competencies enable us to provide solutions that reduce your overall project cost and length through the application of industry-proven best practices, the experienced mitigation of risk, and access to a highly experienced, banking-focused knowledge base.

ABOUT ADS FINANCIAL SERVICES SOLUTIONS

A D S Financial Services Solutions has been serving the critical business and technology needs of leading financial institutions nationwide for more than two decades with operational consulting, systems integration, and business alignment services.

For more than 27 years, ADS has delivered hundreds of complex projects for leading financial institutions nationwide, ranging from operational consulting and systems integration to business alignment services. Financial institutions turn to ADS for our industry insight and leading edge technology experience. Our team is recognized by our clients for consistently delivering innovative, practical, and effective solutions, on time and within budget.

CONTACT US:

One Batterymarch Park
Quincy, MA 02169

PHONE

617-770-3333

E-MAIL INQUIRIES

businessdevelopment@adsfs.com

*For more information about
ADS Financial Services
Solutions visit:
www.adsfs.com*