

Qualtrust FCU selects ICI for Core and Back Office Advice

McLean, VA, October 5, 2005 - Qualtrust FCU of Texas has engaged ICI Consulting to assess the back office environment and evaluate Core Processing Vendors.

"We retained ICI Consulting to review our back office needs, make strategic recommendations and negotiate the final Core Processing contract," said John DiChiaro, Qualtrust FCU Executive Vice President. "ICI will give us an inside perspective on the Core service providers and verify which vendor possesses a true competitive advantage."

"When considering Core Outsourcing solutions, all of the line item charges and associated language can be very confusing. ICI will also be assisting us with an apples to apples price comparison," said John DiChiaro.

"Our first goal on this project is to understand Qualtrust FCU's back office operation as best we can," said Greg Schratwieser, ICI President and CEO. "Only then can we make the necessary strategic recommendations."

"When it comes to the evaluation process, incumbent Core Processing Vendors know that very few credit unions or banks are anxious to convert to a new Core Processing solution. However, if financial institutions fail to shop around, they will certainly leave money on the table and possibly ignore more innovative Core solutions," added Greg Schratwieser. "Qualtrust FCU is sensitive to how the core processing evaluation and negotiation game is played."

About ICI Consulting

Since 1994, ICI has assisted banks and credit unions conduct assessments, build business cases, evaluate vendors and implement solutions. ICI's clients focus on the following financial applications: core processing, check imaging (image exchange, archive, remote capture), lockbox, lending, branch and internet solutions. ICI has performed nearly 250 vendor evaluations.

If you wish to schedule a FREE Exploratory Webcast or Meeting, please contact Greg Schratwieser at greg@ici-consulting.com or 800-729-8237. Please visit our website at www.ici-consulting.com.