



St. Petersburg, FL, January 5, 2026: ICI Consulting, a bank and credit union core processing advisor, announced Lance Tappa joined the firm as Senior Vice President, Partner Relations. Lance is a seasoned financial services executive with more than 20 years of leadership experience across sales operations, business operations, as well as product and partnership development. In his new role, Lance will focus on creating high-impact partnerships that drive referral growth, deepen industry collaboration, and enhance ICI's presence in the banking and credit union ecosystem.

"ICI Consulting has built a strong reputation for delivering objective guidance and measurable results. I'm excited to join the team and contribute my experience in scaling operations and partnerships to help banks and credit unions make well-informed, long-term technology decisions," stated Lance.

"Lance's leadership experience, collaborative mindset, and focus on real-world execution align closely with ICI's client-first approach," remarked Doug Latare, CEO of ICI Consulting. "His background in building and scaling strategic partnerships and operating models will enhance our ability to deliver practical, measurable results for the financial institutions we serve."

About Lance Tappa

Prior to joining ICI Consulting, Lance spent a decade at FIS in senior leadership roles spanning sales operations, enablement, and strategic partnerships. During his tenure, he helped advance sales productivity and revenue retention within the Community and Regional Banking group and later played a key role in identifying and scaling partnership initiatives across the FIS ecosystem. Lance is known for his collaborative leadership style and his emphasis on practical, results-driven execution in complex, regulated environments. You can reach Lance via email lance.tappa@ici-consulting.com or, via phone, 414-255-4944.

About ICI Consulting

Since 1994, ICI Consulting has helped banks and credit unions assess, cost justify, evaluate and convert core processing, digital banking, EFT, lending, document imaging, CRM and branch solutions. ICI has performed more than 1,300 engagements for over 850 bank and credit union clients in all 50 states and on four continents. If you wish to schedule a [Complimentary Core Pricing Analysis](#), please contact Greg Schratwieser via email greg@ici-consulting.com, or, via phone, 800-729-8237.