



ICI Consulting is Selected by Bankers' Bank of the West as Their Preferred Consulting Service Provider for Core Processing Contract Negotiation

St. Petersburg, FL, August 1, 2026: ICI Consulting, a leading independent technology advisory firm specializing in core & ancillary processing contract negotiation and modernization strategy, is proud to join Bankers' Bank of the West (BBW) as its Preferred Consulting Service Provider for Core, Digital, Payment, Compliance, Lending, Managed Network & other Ancillary Processing Contract Negotiation. The relationship expands BBW's commitment to delivering high-value resources to community banks throughout the western states and Great Plains while providing member institutions with independent guidance on technology strategy, vendor negotiations and long-term modernization initiatives.

"For more than three decades, ICI has supported community banks in navigating core systems, digital banking, payment, lending, managed network services, and a wide range of modernization assessments, contract negotiations, and strategic technology decisions," said Tracy Brewster, CEO of ICI Consulting. "As technology continues to advance, financial institutions need an independent, trusted advisor who can help them evaluate opportunities, negotiate from a position of strength, and align technology investments with strategic business goals. We are honored to partner with BBW to bring industry expertise and technology guidance to additional community banks across the western United States and Great Plains."

Scott Wintenburg, EVP and Chief Growth Officer, of BBW, added: "Our mission has always been to help community banks remain strong, competitive and well-positioned for the future. Partnering with ICI gives our client banks access to a wealth of industry knowledge through an experienced, independent advisor that can help them navigate and negotiate contracts with greater confidence. We believe this relationship delivers meaningful value by supporting our banks' long-term success."

ICI has evaluated and negotiated contracts with core, digital banking, payment, and AI solutions with every major core and ancillary technology provider. The firm helps financial institutions evaluate emerging technologies, select the right strategic partners and negotiate agreements that balance innovation, operational efficiency and long-term cost management.

At the heart of ICI's approach is a commitment to lasting partnerships and value over the long term. "Our role extends well beyond negotiating stronger contracts," Brewster continued, "We help community banks make informed technology decisions that support their key business requirements and long-term strategic objectives while building productive, sustainable vendor relationships. We are honored to partner with BBW and look forward to helping its client banks navigate the next generation of technology with confidence."

About ICI Consulting

Since 1994, ICI Consulting has helped financial institutions to assess, cost justify, evaluate and convert core processing, artificial intelligence, digital banking, EFT, lending, document imaging, CRM and branch solutions. ICI has performed over 1,385 engagements for more than 850 financial institutions in all 50 states and on four continents. If you wish to schedule a [Complimentary Pricing Analysis](#) or [Exploratory Discussion](#), please contact Kevin Mehl, EVP, via email, kevin.mehl@ici-consulting.com or via phone 800-729-8237.