



# **Credit Union Service Organizations (CUSOs)**

Q1 2015

v1

This document was prepared to help technology and related services/data companies learn more about and evaluate the CUSO landscape for potential partner or reseller relations. While CUSOs can be small and very focused, such as offering travel or insurance services, the following CUSOs appear to be some of the larger organizations with deeper product and service offerings.

- Alloya Corporate Credit Union
- Catalyst Corporate Federal Credit Union
- Corporate Central Credit Union
- Co-op Financial Services
- Corporate America Family Credit Union
- Corporate One Federal Credit Union
- CU Revest
- CU\* Answers
- CUDL
- CUNA Mutual Group
- Credit Union Data Processing (CUProdigy)
- CUSO Financial Services, L.P. Ongoing Operations, LLC
- Member Driven Technologies (MDT)
- Open Technology Solutions, LLC
- PSCU
- Trust Data Solutions
- United Solutions Company
- Wescom Resources Group

If you have any additions or commentary, please contact Scott Mills at 678-781-7201 or scott@williammills.com



# Alloya Corporate Federal Credit Union

4450 Weaver Parkway, Suite 100 Warrenville, IL 60555 800-782-2431 www.alloyacorp.org

Todd Adams, CPA, Chief Executive Officer
Ronald Boehnlein, CPA, Chief Financial Officer
Timothy Bruculere, Senior Vice President
John Collins, Senior Vice President, Strategy and Risk Management
Andrew Kohl, CFA, Senior Vice President
Sanjyot Mohile, SPHR Senior Vice President, Human Resources & Administration
Victor A. Vrigian, Jr., Senior Vice President

As a not-for-profit credit union, Alloya Corporate is devoted to:

- Serving the needs of member-owners through affordable, high quality products and services
- Putting professional call center and field staff in service to members
- Embracing the cooperative philosophy of people helping people
- Serving the needs of member-owners through affordable, high quality products and services
- Putting professional call center and field staff in service to members
- Embracing the cooperative philosophy of people helping people

With aggregated volumes, Alloya helps credit unions achieve collective cost-savings and competitive advantages, while the cost benefits and profitability remain within the cooperative network.

Alloya also enables credit unions to outsource the burden of back office operations. This allows credit unions to save on costs for developing staff expertise or hiring additional employees.

### Products at a Glance

#### Investments

- · Brokered Certificates\*
- Corporate Certificates, short-term
- · Community Investment Fund
- Investment Advisory Services\*
- Marketable Securities\*
- Securities Safekeeping
   Michigan Market

   All Other Markets

#### Information Technology Services

- Email System
- · BCP/Disaster Recovery

- Managed Technology
- Offsite Technology
- Always-On Virtual Desktop

Check Processing
Anti-Fraud Service
Check Collection, including Branch Image
Capture (VIP)
CheckMate (Michigan)
Remote Deposit Capture Products
Share Draft Processing
Images Direct

Member Share Draft Processing (Michigan) Corporate Share Draft Processing (Michigan)

### **Correspondent Services**

- Automated Clearing House (ACH)
- ACH Receipt (Michigan)
- Cash Services
- Foreign Currency
- Funds Transfer domestic, international
- Member Bill Pay
- Securities Safekeeping
- Michigan Market
- All Other Markets

### Lending

- Lending
- · Loans, Lines of Credit, Letters of Credit
- Student Loan Program
- Discount Window Service

#### For Your Business Members

· Business Services

# Online Account Management

- Premier View
- Daily Account Suite Settlement, Overnight Accounts
- · Excess Balance Account

#### Other

Prescription Discount Program



# **Catalyst Corporate Federal Credit Union**

#### **Texas**

6801 Parkwood Boulevard Plano, TX 75024 214.703.7500 | 800.442.5763 214.703.7906 Fax

#### California

c/o California CU League 2855 E Guasti Road Ste 600 Ontario, CA 91761-1250 214.703.7500 | 800.442.5763 214.703.7906 Fax

www.catalystcorp.org/default.aspx

Kathy Garner – President/CEO
Bruce Fox – Executive VP/CIO
Greg Moore – Executive VP/Mbr Relations
Brent Smith – Senior VP/CRO
Melissa Wardell – Senior VP/CFO
Brad Ganey – Senior VP/COO
Pam Wiseman – Assistant to the President
Amy Fuller – VP/Corp Communications
Bill Brennan – VP/Item Processing
Brad Elliott – VP/Operations Risk Mgmt
Cynthia Shi – VP/Portfolio Mgmt
Diana Wilson – VP/Human Resources
Janice Ha – VP/Controller

# Georgia

6705 Sugarloaf Parkway, Suite 250 Duluth, GA 30097 214.703.7500 | 800.442.5763 214.703.7918 Fax

#### Hawaii

c/o Hawaii CU League 1654 South King Street Honolulu, HI 96826 214.703.7500 | 800.442.5763

Catalyst Corporate Federal Credit Union is the name of the new organization built on the best of Southwest Corporate Federal Credit Union and Georgia Corporate Federal Credit Union. Catalyst provides credit unions with a slate of core financial services, designed around efficiency, that include: item processing, remote deposit and electronic payment services. Catalyst also provides credit unions with correspondent, lending and investment products, and access to balance sheet management services.

Catalyst came into existence September 6, 2011, following a year-long process to merge Southwest Bridge and Georgia Corporate. More than 860 credit unions contributed \$92 million to capitalize Catalyst.

Catalyst is a not-for-profit financial cooperative that provides services to its retail credit union membership. Corporate credit unions are organized for the express purpose of providing low-cost financial services and competitive investment and lending rates to their member/owners. Profit is not the driving force; rather, corporate credit unions exist solely for the benefit of their member credit unions—a pivotal difference from other financial service providers.

Corporate credit unions are guided by volunteer boards of directors and are regulated by the National Credit Union Administration.

#### **CARD SERVICES**

ATM Card Program CO-OP Network Access Debit Card Program ATM Terminals Merchant Card Services

#### **CORRESPONDENT SERVICES**

Domestic Collections International Check Collection International Currency Service International Drafts Reg D Reserve Funding

### **PAYMENT SERVICES**

ACH Services
Bill Pay
Business ACH Origination
Cash Concentration & Auto Transfer
Corporate Share Drafts
Fraud Protection
Image Deposit Returns
Imaged Share Draft Processing
International ACH
Mobile Services
Remote Deposit Services
Settlement
Western Union Wires
Wire Transfer – Domestic

Wire Transfer - International

#### **ADVISORY SERVICES**

**ALM SERVICES** 

### **BROKERAGE SERVICES**

Brokerage SimpliCD Program Security Safekeeping

#### **BUSINESS SERVICES**

CU Business Group

### **INVESTMENT ACCOUNTS**

Cash Management Fund
Federal Reserve Bank's EBA
Perpetual Contributed Capital Account
Performance Tiered Account
Community Investment Fund

#### LIQUIDITY/MEMBER CREDIT

Agent Loan Participation Program CLF Loan Frequently Asked Questions Letters of Credit Lines of Credit Loan Application (PDF) Loan Rates Term Loans



# **Central Corporate Credit Union**

6262 South Lowell Place Muskego, Wisconsin 53150 (800) 242-4747 www.corpcu.com

Robert W. Fouch, President & CEO (414) 427-3615

Corporate Central is a federally insured financial cooperative that is strongly committed to the needs of our members. Built on the values of commitment to service, fiscal responsibility and respect for the individual, we adhere to the highest standards of integrity, professional ethics, cooperation and teamwork. A strong focus on maintaining quality partnerships with members nationwide enables us to remain firmly rooted in the tradition of "people helping people." In addition, by partnering with leading service providers, we are able to offer innovative correspondent products, investment services and lending programs to our members.

Corporate Central is owned and governed by our members. A volunteer Board of Directors, elected from and by our membership, guides us to ensure the greatest level of service and utmost integrity. Our Management also plays an integral part in the success of Corporate Central in that together they bring expertise and experience that spans decades of service into the organization. They are not only committed to service, but are exceedingly knowledgeable, offer sound advice and propose solutions to problems based on experience.

Our Vision - To be recognized by our members' total support and advocacy, as the premier provider of financial services.

Our Mission - To meet the changing financial needs of our members by promoting outstanding service and value; by treating others in a manner that develops and maintains trust; by following through and pursuing excellence; and by growing.

# **Correspondent Services include:**

**ACH Solutions** 

ATM/Debit Card Processing

ATM Solutions

Corporate Cash Services

**Corporate Checking Services** 

Electronic Bill Payment (WeBPay)

FedGlobal® ACH

**Funds Transfer Services** 

Group Dental and Vision Insurance

Image Cash Letter

Item Processing

Mobile SmartApps

Risk Solutions

Student Loan Program

# Investment Services include:

ALM Solutions

Broker/Dealer Services

Certificates

LIBOR Investment Account

Money Market Account

Plateau Account

PLUS Account

Premier Investment Suite

Security Safekeeping

SimpliCD Investing

Variable Account



# **CO-OP Financial Services**

9692 Haven Avenue Rancho Cucamonga, California 91730

Phone: (909) 948-2610

Toll-Free: (800) 782-9042 ext.

Fax: (909) 948-2629 www.co-opfs.org

Stan Hollen, CEO

Based in Rancho Cucamonga, Calif., and founded in 1981, CO-OP Financial Services is the nation's largest credit union service organization in terms of number of credit unions, assets and members. The company helps credit unions thrive by providing products and services that make it more convenient for members to do business with them. With a motto of "Be There. Be More," CO-OP's products fall into three business lines, including "Locations," (ATM, shared branching and call center services); "Card Payments" (debit and credit processing) and "Mobile/Virtual" (mobile, online, check imaging, bill pay services). To learn more visit www.co-opfs.org.

# LOCATIONS

#### Access

Offer as much coverage and flexibility as the biggest banks while staying true to your hometown roots. CO-OP Locations brings together ATM Network, ATM Solutions, Shared Branching and Member Center to provide your members and potential members with the convenient access to your credit union they've come to expect from a modern financial institution. Whenever, wherever they choose.

# CARD PAYMENTS

#### Shop

Grow revenue and control costs with one comprehensive ATM, Debit and Credit payments processing solution. An unmatched level of fraud prevention and distinctive portfolio management tools maximize savings and revenue.

# MOBILE/VIRTUAL

#### Engage

Deliver a high-touch, on-demand, on-the-go, always-on member experience. Member checking accounts become an electronic hub for managing deposits and payments. Expand transactions and attract more accounts by giving your members the freedom to manage their financial lives on their terms.



# **Corporate America Family Credit Union**

2075 Big Timber Road Elgin, IL 60123 800-359-1939 www.cafcu.org

Corporate America Family Credit Union (CAFCU) serves tens of thousands of members across the nation, but we didn't start out that way. Our story began when 15 employees of Automatic Electric Co. made a deposit of \$5 each into the newly founded Automatic Credit Union back in 1939. Since then, the credit union has evolved in name, membership base and charter to bring us to where we are today.

### Growth of Your Credit Union

The first change came when Automatic Electric Co. was purchased by GTE Corporation and the credit union changed its name to GTE Employees Federal Credit Union. The 1980s brought deregulation of financial institutions, which meant GTE Employees FCU had greater independence and new responsibilities. Determined to preserve the longterm security of the credit union, the GTE Employees FCU Board of Directors decided to diversify and, thereby, grow credit union membership. To better reflect this broader membership, the credit union changed its name again in 1986, to Corporate America Federal Credit Union.

### Continuing to Progress

In order to continue serving a diverse membership, the credit union altered its charter from a federal charter to a state of Illinois charter in 1997. A name change soon followed and the credit union came to have the name you know today, Corporate America Family Credit Union.

### Services include:

### Savings

Regular Share Accounts Share Certificates Specialty Share Account

Youth Accounts Money Market Accounts Individual Retirement Accounts Inherited Individual Retirement Accounts Coverdell Education Savings Accounts **Health Savings Accounts** 

# Checking

Traditional Checking Rewards Advantage Checking Fresh Start Checking Reorder Checks

# Vehicle Loans

Vehicle Loans Title Loans

Credit Builder Vehicle Loans

Refinance a Vehicle Loan

Motorcycle Loans

Vehicle Loan Packages

AskAuto Car Buying GrooveCar

#### Visa Credit Cards

Visa Advantage

Visa Platinum Advantage

Share Secured Visa

Rewards Programs

Visa Offers

# Member Loans

Signature Loans
Share Secured Loans
Stock Secured Loans
Private Student Loans
Disaster Relief Loan
Quick Cash Line of Credit
Refinance a Personal Loan

### Loan Protection

Payment Advantage

### Home Loans

Mortgages

Home Equity Loans Mortgage Rate Board Refinance a Mortgage

#### Convenience Services

ATM and Shared Branching Network

Electronic Loan Signature

MARTI

Member Alerts

Membership Concierge Service

Personal Teller Machines

Western Union Speedpay

#### Education

Financial Education

BALANCE

Credit Scores and More

Homeowner Education Center

**Identity Theft** 

Kids Korner

Online Video Library

#### Member Discounts

Love My Credit Union Rewards Member Loyalty Program New Member Discount

#### Online and Mobile Services

DeposZip
Mobile Apps
Mobile Banking
Money Manager
Online Bill Pay

Online Loan Payments

Open Transfers

Person-to-Person Transfer

Trusteer Rapport

#### Insurance Products

Insurance Products

Pet Insurance

Insurance Discounts

#### Cards

Everyday Spend Card Visa TravelMoney Card Visa Gift Card

#### Investment Products

Investment Products



# **Corporate One Federal Credit Union**

8700 Orion Place Columbus, OH 43240-2078 866-692-6771 www.corporateone.coop/Home.aspx

Lee C. Butke, President/CEO

Corporate One Federal Credit Union is a leading wholesale financial services provider to nearly 1000 of America's credit unions. With more than \$6.1 billion in assets under management, Corporate One offers correspondent services including ATM/debit cards, share draft imaging, and depository and electronic payment services as well as investment solutions to credit unions across the United States.

Throughout our history, Corporate One has developed innovative solutions for credit unions. We developed SimpliCD, the turnkey certificate of deposit program now marketed by corporate credit unions nationwide. We also developed and manage Alliance One, one of the nation's largest non-network-specific ATM selective-surcharging groups in America.

Our track record of innovation continues with our ground-breaking back-counter branch capture solution – Automated Capture & Exchange (ACE). ACE, which has been featured on CNBC and Bravo!, is a turnkey electronic deposit automation solution already proven in over 800 credit union branches.

Founded in 1949 as Ohio Central Credit Union, our organization was chartered as a "credit union for credit unions," based on the traditional principles of service to members that guide all credit unions. Ohio Central served two distinctly separate groups: Ohio credit unions, receiving the services of a corporate central credit union, and natural person members. At the time, such a credit union was known as a "dual corporate central credit union."

Beginning in the late 1970s, dual corporates began to split into two separately chartered entities, one serving individuals and one serving credit unions. In 1983, Ohio Central was split into two entities, with the natural person credit union continuing as Ohio Central Credit Union and the credit union's credit union being founded as Ohio League Corporate Credit Union (OLCCU), a department of the Ohio Credit Union League (OCUL).

Although OLCCU had a separate board of directors, it was managed directly by the OCUL. "Shared management" was not unheard of at the time, with nearly 40 percent of the forty corporates in 1990 sharing management with the credit union league in their

state. In 1990, the OCUL and OLCCU boards decided to conduct an extensive analysis of the shared management arrangement. This study culminated in the establishment of Corporate One Credit Union in 1991 as an independently managed corporate credit union. Corporate One converted to a federal charter in 2000.

# Overview of services:





### **CU Revest**

5454 Ruffin Rd. San Diego, California 92123 Phone: (858) 467-7200 Toll-Free: (800) 250-8877 Fax: (858) 268-0021

www.curevest.com

Mike Joplin, President/CEO (858) 467-7202 direct (619) 922-5174 mobile mjoplin@servatusco.com

Michael Hales, Executive V.P. Strategic Relationships (858) 467-7251 direct (949) 291-6363 mobile mhales@curevest.com

INNOVATION: In strategic partnership with Servatus Corporation, CU Revest, LLC has developed a new and highly effective method of charge off loss recovery and asset management using a proprietary, patent pending process that can help boost credit union earnings and balance sheets.

PERFORMANCE: On behalf of CU Revest, LLC the Servatus Corporation servicing and asset management subsidiary, Credit Solutions Corp. brings over 15 years experience in distressed and charge off portfolio acquisition, valuation and liquidation.

INTEGRITY: Servatus Corporation and its subsidiaries strive for the highest level of financial and systems security for CU Revest, LLC and have the following certifications: SSAE 16 Certification, PCI DSS level II Compliance, ISO 27002 Compliance, HIPAA Compliance, Massachusetts 201 CMR 17.00 Compliance, Nevada NRS 603a, FTC Red Flags Rule Compliance, GLBA Compliance, ACA and CAC member



### **CU\*Answers**

6000 28th Street SE - Suite 100 Grand Rapids, Michigan 49546

Phone: 800-327-3478 Toll-Free: 800-327-3478 www.cuanswers.com

Randy Karnes, CEO rkarnes@cuanswers.com

CU \*Answers was founded more than 35 years ago and is a 100% credit union-owned CUSO located in Grand Rapids, Michigan. CU\*Answers offers a wide variety of services for credit unions including its flagship CU\*BASE processing system in both an online (ASP) and in-house environment, and Internet development services featuring the It's Me 247 online banking product. Additional services include web site development, network design and security, image check processing and CU\*Check 21 services. CU\*Answers provides combined services to credit unions nationally representing nearly 1.5 million members and \$10 billion in credit union assets. CU\*Answers provides expertise in implementing technical solutions to operational needs, and is a leader in helping credit unions form strategic alliances and partnerships.

<u>CUasterisk.com</u> - Represents a network of CUSO's sharing a common technology platform to effectuate a true collaborative industry model. These CUSO's include CU\*Answers, CU\*Northwest, CU\*South, Xtend, and eDoc Innovations. Cuasterisk is also in business to help other credit unions and industry leaders form new and innovative CUSO's by supplying them with consulting services. These services are based upon proven industry tested templates and project plans which allow new organizations to overcome the hurdles associated with collaborative initiatives. The team at cuasterisk believes that execution, cooperation, collaboration, and innovation will shape the credit union industry in the years to come.

#### **CU\*ANSWERS AT A GLANCE**



# Products:

#### **Core Software Member Self-Service CU\*BASE GOLD** It's Me 247 Online Banking CU\*BASE SE It's Me 247 Mobile Web Banking CU\*BASE Operator Edition It's Me 247 Mobile Text Banking It's Me 247 Mobile App Banking CU\*Talk EasyPay **Imaging Solutions Cooperative Initiatives** In-House Imaging Strategy ExamShare Online Imaging Strategy PolicySwap Risk Management Report Generator **Electronic Check Processing** CheckLogic (Check21) Cooperative Score CUATV

# Solutions:

Accounting ACCOUNTING AND FINANCIAL RESOURCES	AuditLink AUDIT AND COMPLIANCE
Client Services & Education CU*BASE SUPPORT AND TRAINING	Conversions SMOOTH TRANSITIONS TO CU*BASE
Lender*VP LENDING EXPERIENCE, MANAGEMENT AND TOOLS	Marketing MARKET TO YOUR MEMBERS
Programming Building THE CORE FOUNDATION FOR OUR FUTURE	Sales YOUR PARTNER IN BUSINESS
Business Continuity DISASTER RECOVERY AND RESUMPTION	Business First SET YOUR BUSINESS GOALS
Hospitality USE OUR FACILITIES FOR YOUR NEXT MEETING	Imaging Solutions GO PAPERLESS, EFFORTLESSLY
Network Services YOUR IT SERVICES AND SUPPORT	OpsEngine EXPERT SKILLS, CUTTING EDGE TOOLS, AND PROFESSIONAL SERVICES
SettleMINT EFT ONE STOP FOR ATM, DEBIT, CREDIT AND INSTANT ISSUE CARDS	Web Services ONLINE MARKETING AND WEB PRESENCE



### **CUDL**

P.O. Box 3600 Rancho Cucamonga, California 91729

Phone: (909) 481-2301

Toll-Free:

Fax: (916) 631-4652 www.cudirect.com

Anthony Boutelle, President & CEO John Carrington, Senior Vice President of Sales

Based in Rancho Cucamonga, California, CUDL® (CU Direct Corporation) is the nation's leader in indirect and point-of-sale auto lending services for the credit union industry. As a Credit Union-owned Service Organization, CUDL develops custom applications, training and marketing programs to help credit unions achieve their auto lending goals. Through the power of the CUDL Network, the company connects over 8,000 automobile dealerships with over 580 credit unions and their 18 million credit union members nationwide. For more information, visit www.cudl.com.

Lending 360 provides credit unions with a single, distinct lending platform that's designed for loan application processing activity across all lending channels. Our robust new LOS solution helps CUs grow their loan portfolios by supporting the entire spectrum of loan products. For more information, visit <a href="https://www.lending360.com">www.lending360.com</a>. Lending 360 is part of the CU Direct Corporation family.

Lending 360

2855 E. Guasti Road, Suite 500, Ontario, CA 91761, 972-814-1477 www.lending360.com

Michael Cochrum, Director of Lending, michael.cochrum@cudirect.com

Lending Insights, developers of best of breed analytical tools and business intelligence solutions to the credit union industry, offers solutions and consulting services that enhance and solidify credit unions' underwriting measures and improve overall lending performance and profitability. For more information on Lending Insights, visit <a href="https://www.lendinginsights.com">www.lendinginsights.com</a>. Lending Insights is part of the CU Direct Corporation family.

Lending Insights 2855 E. Guasti Road, Suite 500, Ontario, CA 91761, 909-481-2313 www.lendinginsights.com

# Mike James, Chief Operating Officer, mike.james@lendinginsights.com

CUDL Retail provides credit unions with the dynamic solutions necessary to grow loan portfolios through local retail channels. Our lending products and services help credit unions expand and diversify their portfolios by providing members easy access to point-of-purchase loans where they shop. For more information, visit <a href="https://www.cudlretail.com">www.cudlretail.com</a>. CUDL Retail is part of the CU Direct Corporation family.

CUDL Retail 2855 E. Guasti Road, Suite 500, Ontario, CA 91761, 909-481-2356 www.cudlretail.com

# Amber Pernitt, Sr. Product Analyst, amber.pernitt@cudirect.com

**CU Direct Shareholders** 

1st United Services CU

Advantis CU Altura CU

America First CU Arkansas Federal CU

**Baxter CU** 

Boeing Employees' CU California Coast CU

California CU League

Citadel Federal CŪ Coast Central CU Coastal Federal CU

CoastHills Federal CU Community First CU Consolidated Solutions

CU Association of Rhode Island

Credit Union of America Credit Union West Cross Valley Federal CU

CUC Services, Inc.

**CUNA Mutual Insurance Society** 

Cyprus Federal CU
Digital Federal CU
Eagle Community CU
Erie Federal CU
Financial Partners CU
First Entertainment CU
First Financial Federal CU
First Technology CU

Golden 1 CU

Goldenwest Federal CU Great Basin Federal CU

Greater Nevada CU

GTE Federal CU Harborstone CU

Heritage Community CU
Heritage Family Federal CU

Hudson River Community CU Hudson Valley Federal CU

Kern Federal CU Kinecta Federal CU LBS Financial CU

Logix CU

Mass. Credit Union League

Mazuma CU Meadows CU

Mountain America CU New Hampshire Credit Union

League

New Mexico Educators Fed. CU

Northeast Credit Union Northern Start CU Northwest Credit Union

Association

One Nevada Credit Union

OnPoint Community CU
Orange County's CU
Oregon Community CU
Pacific Marine CU
Pacific Oaks Federal CU

Paragon Financial Group LLC Patelco CU

Police and Fire Federal CU

Premier America CU

Qualstar CU Redwood CU

Rivermark Community CU

Sacramento CU

SAFE CU

San Francisco Federal CU San Francisco Fire CU

San Mateo CU

Schools Financial CU SchoolsFirst Federal CU Security Service Federal CU

Share Advantage CU Sierra Central CU Silver State Schools CU Sound Credit Union

South Florida Acceptance

Company, LLC Southland CU Star One CU

Sun East Federal CU

Travis CU

Tucoemas Federal CU Tulsa Federal Credit Union UMassFive College Federal CU

United Local CU Unitus Comunity CU

University & State Employees CU University of Michigan CU University First Federal CU

University of Wisconsin CU

Verity CU Visterra CU

Water and Power Community CU

Wescom CU
Western Federal CU
Weststar CU
Xceed Financial CU
Yolo Federal CU



# **CUNA Mutual Group**

5910 Mineral Point Road Madison, Wisconsin 53705-4456

Phone: 608-238-5851 Toll-Free: 1-800-356-2644

Your CUNA Mutual Sales Executive or Gerry Singleton

www.cunamutual.com

CUNA Mutual Group is a leading provider of financial services to cooperatives, credit unions, their members, and valued customers worldwide. With more than 70 years of market commitment, CUNA Mutual's vision is unwavering: to be a trusted business partner who delivers service excellence with customer-focused, best-in-class products and market-driven innovation.

- A ranking in the top 10 of life/health mutual insurers.
- A Members Capital Advisors team that manages more than \$14 billion in assets.
- More than 70 partnerships with leaders in the financial services industry.
- Individual insurance, annuities, mutual funds and other investment products provided through credit unions to more than 8.8 million members nationwide.
- Loan protection, credit disability and credit life insurance products for 9.1 million credit union members.

No other company offers as many credit union-specific products. We can provide your credit union:

- Member Solutions -- Helping credit unions strengthen their member relationships while contributing to their bottom line.
- Lending Solutions -- Cost-effective methods for improving your lending results.
- Financial Solutions -- Creating financial strength and stability for credit unions.
- Employee Solutions -- Helping you recruit and retain the right people with benefits packages, tools and support.
- Protection Solutions -- Providing insurance, risk management and innovative solutions



# **Credit Union Data Processing, Inc.**

352 S 200 W Suite 4 Farmington, Utah 84025 Phone: 801 451-9101

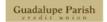
Toll-Free: 800 Fax: 801 451-9117 www.cudp.com

Charlie Fulks - CEO

**CUSO Members** 







































Products/Services Overview: CUProdigy Core CUProdigy Cloud Disaster Recovery (IT)



# **CUSO Financial Services, L.P.**

P.O. Box 85744 San Diego, California 92186 Phone: (858) 530-4410

Toll-Free:

Fax: (858) 530-4404 www.cusonet.com

Valorie Seyfert, President & CEO

Established in 1996, CUSO Financial Services, LP (Member NASD/SIPC) is headquartered in San Diego and is solely dedicated to helping credit unions build successful insurance and investment programs. CFS works with more than 100 credit unions, including 28 of the top 100 credit unions in the country. With branch offices located nationwide, and more than 300 licensed representatives, CFS is a full-service brokerage firm and Registered Investment Advisor offering both full-service and online investment and insurance services to credit unions and their members.



# **Member Driven Technologies (MDT)**

7415 Chicago Road, Warren, MI 48092 877-256-3303

Larry Nichols, CEO, President Matt Baaki, Senior VP, Strategic Alliances & Professional Services

Member Driven Technologies is a Credit Union Service Organization (CUSO) – that provides credit unions with seamless, top-to-bottom IT solutions and hosts the robust Symitar Episys core platform- while offering the latest and most innovative technology to our clients.

We were started by a group of Michigan based credit unions who were all in search of the same goal – A CUSO that offers a wide variety of IT services and can host the robust Symitar Episys core processing platform. As you can see below, we have grown far beyond our home state and continue to expand across the country. We have implemented credit unions of different sizes varying from 3,800 to 55,000 members and \$39 Million to \$550 Million in assets.

151 Clients
More than 1.75 million members
More than \$17 billion in assets
27 States

#### Services

Data center
Consulting
Web
BSA/AML
Remote Deposit Capture
Personal Financial Management
Indirect Lending
eAlerts / eNotices / eStatements / eTax
Mobile Banking
BillPayment
In-House Credit Cards
Enhanced Lending and Membership
Check 21 / Draft Services



# **Ongoing Operations, LLC**

PO Box 1896 Rockville, Maryland 20849 Phone: 240 420 2702

Fax: 240-527-6801

www.ongoingoperations.com

Kirk Drake, President (240) 527-6801 kdrake@ongoingoperations.com

Ongoing Operations was formed in 2005 as a business continuity CUSO by a group of credit unions looking for better disaster recovery solutions. We have grown from serving a handful of local organizations to over 500 clients nationwide, due to the growing complexities of disaster recovery planning. Today the Company is owned by about twenty credit unions all around the United States. The company has evolved to work with both Credit Unions and companies that value high quality technology, service and security. Today the company offers a full disaster recovery solution as well as a complete cloud solution that is fully hosted and managed out of multiple data centers with very high levels of uptime and great flexibility.

Services Overview:
Disaster Recovery
Business Continuity
Secure Hosted Services
Managed Services
Telecom



# **Open Technology Solutions, LLC**

8085 S. Chester, Suite 100 Centennial, Colorado 80112

Phone: 303-708-7141 Fax: (303) 708-7190 www.open-techs.com info@open-techs.com

Mike Atkins, CEO

A successful collaboration requires the right mix of business partners, technologies, and technical skills. In 2003, Bellco and Bethpage™ Federal Credit Union (FCU) took advantage of the opportunities to create a successful alliance. The two credit unions formed Open Technology Solutions, LLC (OTS), a Credit Union Service Organization (CUSO), focused on providing collaborative, technology-related services to a few large credit unions on the Fiserv platform. Bellco and Bethpage FCU were later joined by SECU™ of Maryland in 2007. Together, they have achieved the kind of scale none could have achieved on their own - more than 613,000 members and over \$8 billion in assets - ranking them together as the fourth largest credit union in the country.

Operationally, the primary purpose of OTS is to create value for the partners by adding scale and efficiency to the process of providing information services. By sharing the expense of operating computer systems and other technologies, the partners were able to increase skill sets, service, and reduce costs. Having the same core system was just the beginning of working together. The partner's vision is to collaborate not only on IT, but on other key initiatives; such as vendor and product selection, contract negotiation, and purchasing.

The key to collaboration is trust, but what makes it work is organization. In order to build trust and to live up to commitments to our partners, a process was designed to enhance the team's ability to work together. The Board and key executives have an annual planning meeting to discuss and set strategic direction and overall priorities. In addition, the Board meets monthly to discuss projects and issues.

A Collaborative Project Steering Committee, comprised of key executives from each partner credit union, meets regularly to oversee activities related to projects and collaboration groups. These groups, with members from all partners, are focused on individual functional areas such as audit, business continuity/disaster recovery, contact center, collections, E-Commerce, electronic funds transfer, lending, risk management, and security.



# **PSCU**

560 Carillon Parkway St. Petersburg, Florida 33716 Phone: (800) 443-7728

Toll-Free:

Fax: (727) 572-8503

Mike Kelly, President and CEO mkelly@pscu.com www.pscufs.com

Established in 1977, PSCU is the nation's leading credit union service organization (CUSO) and serves more than 1,500 financial institutions nationwide. As a non-profit cooperative, the company is owned by more than 680 member credit unions representing 16 million credit, debit, prepaid, online bill payment, mobile and electronic banking accounts. Comprehensive 24/7/365 member support is delivered through four Contact Centers located throughout the United States that handle more than 18 million inquiries a year.

### Solutions Overview:

- Advisors Plus
- Bill Pay
- Credit Solutions
- Debit Solutions
- eCommerce Solutions
- EMV
- · Make Your Money Matter
- Member Insight
- Mobile
- Prepaid Solutions
- · Remote Deposit Capture
- Risk Management Solutions
- Total Member Care
- · Total Member Loyalty
- Technology Tools
- Virtual Wallet



# Solutions You Can Trust!

# **Trust Data Solutions, LLC.**

425 West Jefferson St. Grand Prairie, Texas 75051 Phone: 972.595.1300 800.527.3600 ext. 1300

### **Products**

ORBE: eAlerts!

ORBE: eAlerts! is a hosted Email Notification System that provides members with real-time notification, via email, as important account events occur. When integrated into your existing online banking site, this cutting-edge solution reduces call center demand, accelerates fraud detection and provides a competitive advantage.

### File Scheduler™

Automate Tasks, Increase Productivity. ORBE: Job File Scheduler™ is a fully-functional hosted automation program that minimizes redundant daily tasks and frees the IT department to work on more pressing issues. This integrated management tool enables the scheduling, tracking and reporting of automated tasks such as backup, processing and maintenance.

#### eAlerts!

eAlerts! Email Notification System provides members with real-time notification, via email, as important account events occur. When integrated into your existing online banking site, this cutting-edge solution reduces call center demand, accelerates fraud detection and provides a competitive advantage.

### Job File Scheduler™

Automate Tasks, Increase Productivity. Job File Scheduler™ is a fully-functional automation program that minimizes redundant daily tasks and frees the IT department to work on more pressing issues. This integrated management tool enables the scheduling, tracking and reporting of automated tasks such as backup, processing and maintenance.

#### ORBE: Xperience™

Xperience™ is an online Survey, Polling, Assessment, Training and Testing System allowing for survey invitations and codes to be printed directly on teller receipts and member letters. The easy-to-use interface allows you to © 2015 William Mills Agency

see survey results instantly, at the click of a button, without the time loss or data input that is required with printed surveys. Each survey is fully customizable and can be traced back to an individual transaction.

Multi-Factor Authentication
Multi-Factor Authentication is a flexible
secondary authentication system for Symitar's
MCW. Multi-Factor authentication works directly
with the Symitar database so it can work with
multiple preference records on a single account
without any changes. Multi-Factor Authentication
also works directly off of the MCW server so
there is no additional hardware necessary and
you don't have to export your member data.

### MCW Auto Sign Up™

MCW Auto Sign Up™ is a custom set of scripts that will allow your members to sign themselves up to use MCW, reset their locked account and maintain their access codes.

#### Indirect Connect™

Indirect Connect™ can streamline your indirect lending department by eliminating unnecessary data entry. It completely integrates with Epysis for Windows.

#### MCW Stats™

MCW Stats<sup>™</sup> is a web based statistical reporting system for Episys' Net Teller Member Connect Web. MCW Stats logs each hit to MCW and creates reports on a nightly basis.

### Wire Tracking

Simplify the internal processing of wires with Wire Tracking. Wire Tracking not only streamlines the internal wire transfer creation.

tracking, and processing procedure, but also allows for searching through and viewing transmitted wires.



# **United Solutions Company**

1605 East Plaza Drive Tallahassee, Florida 32308 Phone: 850-942-9186

Toll-Free: 866-942-9186

Fax: 850-942-9228

www.unitedsolutions.coop info@unitedsolutions.coop

Jim Giacobbe, President & CEO

United Solutions Company was founded in 1983 for the purpose of providing 24/7, online, real-time credit union core data processing services. Since then, many new and innovative services have been introduced and made available to more than 85 credit union clients, as well as government and private sector customers across the nation. USC's major service offerings include: core, imaging, collections and check capture.

# Solutions Overview:

NEW Mobile Deposit Capture	BoardReports.org
Check21 Services	Collection Services
Colocation Services	Core Data Processing
Electronic Backup and	Email Hosting
Recovery	Imaging Services
IT Management	Magic Line ATM Strategies
Maple Street	Microfilm and Microfiche
PictureCard	Remote Data Processing
VendorSolutions.org	Web Hosting



# Wescom Resources Group, LLC

123 S. Marengo Avenue Pasadena, CA 91101 Phone: 1(877) 995-9000, Opt 3

wrgsales@wescom.org

Tim Dolan, Senior Vice President of Technology

Wescom Resources Group (WRG) was formed in June of 2002, to leverage Wescom Credit Union's innovation, infrastructure and spare capacity to serve other credit unions with the member-facing applications, internal efficiency tools, and other services at competitive prices.

As a technology Credit Union Service Organization (CUSO), our mission is to provide technology solutions that enable credit unions to increase member engagement and provide exceptional service. WRG serves over 230 credit unions nationwide. About 200 of these clients uses Symitar's Episys® core host processing system. Many of WRG's software solutions are built from the ground up for Episys-based credit unions. In recent years, we've expanded our product integration to support other core platforms, including NewSolutions from Share One and Keystone from Corelation.

Backed by Wescom Credit Union, one of the nation's largest credit unions, with nearly \$2.8 billion in assets and serving 200,000 members, Wescom Resources Group provides credit unions with advanced technology solutions that increase their competitive edge. With over 160 active credit union clients, WRG is a leader in innovative technologies for the credit union industry.

### Solutions

### Online Banking

MemberEdge Online Banking provides a strong foundation for your eBanking storefront, with superior end-user features that will delight your members. MemberEdge OLB go wider and deeper into your core system, unlocking better data access and more control of your online channel.

### **Mobile Banking**

MemberEdge Mobile Banking works in harmony with MemberEdge OLB, for an integrated, seamless omnichannel member experience. We support all the most critical needs your members seek, and provide a platform to innovate and customize their experience to your brand.

### Bill Pay

MemberEdge Bill Pay provides nationwide least-cost payment processing, with full access across multiple channels, at a price point that doesn't penalize you for growth! By working easily and tightly with multiple channels, our Bill Pay encourages high user adoption.

#### Member Trak CRM

Strengthen member relationships and deliver world-class service by keeping track of every member visit, interaction and commitment made, and managing follow-ups — all on a system that fits seamlessly with Episys Quest.

#### MemberGenius

Achieve higher levels of member engagement by mining the data you have about them, applying it to your marketing campaigns, to offer the right targeted cross-sell product in the service channels they visit you in. It's in

# **Tellergy**

Use iOS or Windows tablet devices with our Tellergy software, to provide a new, innovative way to interact with members at the teller line! Winner of the 2013 CUNA Tech Conference Best in Show Award!

# Services

#### Service Bureau

Outsource your Episys or Keystone core data processing and ancillary services to our team, leaving you to focus on your core business.

# **IT Projects**

Short-term project-based services from IT experts to augment your team and get those projects across the finish line.

# Programming & Consulting

Tap into Episys system specialists for PowerON projects, large or small. Mergers, data conversions, efficiency studies, and much more.

### Disaster Recovery & Co-Location Services

Capitalize on our robust hosting infrastructure to ensure reliable failover, supported by our team of experts.