



Media Contact:

Ann Howard, Communications Director
850.212.5009
Ann.Howard@lscu.coop

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LEVERAGE Partners with JMFA for Contract Negotiations

JMFA Offers Vendor Contract Negotiations for Credit Unions to Reduce Expenses and Enhance Service

BIRMINGHAM, Ala. /ATLANTA, Ga./TALLAHASSEE, Fla.- Through a newly announced *LEVERAGE* partnership with John M. Floyd & Associates (JMFA) Contract Optimizer, industry experts in vendor contract analysis and negotiations, credit unions have access to resources and ongoing consulting support to help them enhance service delivery and identify cost-saving opportunities to strengthen their performance.

The JMFA Contract Optimizer program provides expert review and negotiation of existing third-party vendor contracts in order to reduce expenses and achieve better terms on the products and services credit unions use every day—while reducing the time constraints for credit union staff that come with the review and negotiations process. This 100 percent contingency-based service provides assessment of how existing service contracts and agreements rate in pricing, service, and support—as well as contract terms and conditions—in order to identify and maximize savings for debit and credit card processing, VISA/MasterCard card brand agreements, outsourced core data processing, internet banking services, and much more.

According to Steve Willis, President of LEVERAGE, JMFA’s expertise in expense reduction strategies and overall performance enhancement, along with the company’s record of consistent service quality and consulting expertise, were paramount in the decision to expand this partnership agreement.

“Now more than ever, credit unions are looking for ways to free up resources to help offset the financial impact of the coronavirus pandemic. Re-evaluating vendor contracts could be one solution to help cut costs, as well as fund long-term goals that better serve members,” he said. “We believe that JMFA Contract Optimizer is the perfect complement to our Credit Union Vendor Management service, which helps credit unions streamline the vendor management process, lower operational expenses, centralize storage and retrieval of contracts and due diligence, and ensure contracts are compliance friendly. Together these tools can help credit unions achieve a seamless vendor management solution, realize substantial savings, and decrease demands on credit union staff.”

As competition in the industry continues to increase, it is imperative for credit unions to have a full complement of strategies and resources that allow them to remain successful in the marketplace, according to Kelly Flynn, national sales director, JMFA Contract Optimizer.

“When it comes to successful contract negotiations: organization, timing, and knowledge of industry contract prices, terms, and conditions are essential to successful outcomes,” she said. “We are excited to partner with CUVM to offer proven advice and industry experience to help their affiliated credit unions successfully reduce expenses and achieve measurable performance results, as they focus on providing essential financial services in their communities.”

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LEVERAGE, the Service Corporation for the League of Southeastern Credit Unions & Affiliates, is the business services provider that leverages credit union system resources, relationships, and industry knowledge for optimal performance and sustained growth of its clients and business partners. We work to offer credit unions best-in-class products and services that result in reducing costs, maximizing results, and making the most difference. For more information, visit myleverage.com or follow LEVERAGE on Twitter at www.twitter.com/MY_LEVERAGE or [LinkedIn](#).

JMFA is one of the most trusted names in the industry. Whether it's recovering lost revenue, uncovering new savings with vendor contract negotiations, creating more value, improving members' experiences, or delivering a 100 percent compliant overdraft service—JMFA can help you deliver measurable results with proven solutions. We are proud to be a preferred provider among many industry groups. To learn more, please contact your local representative, visit www.jmfa.com, or call us at (800) 809-2307.

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