



## **Industrial Bank selects ICI for Core Processing Expertise**

**McLean, VA, July 27, 2011:** Industrial Bank of Washington, DC has hired ICI Consulting to evaluate vendors and negotiate their core processing contract. ICI is a consulting firm that advises financial institutions on core processing, check imaging (exchange, remote capture and archive) and online banking solutions.

"Industrial Bank is pleased to have ICI assisting us in scrutinizing all of the viable Core vendor alternatives," said Patricia Mitchell, Industrial Bank's Senior Executive Vice President. "Industrial Bank chose ICI because they have a strong presence in the mid-tier and community banking marketplace. We are continually striving to improve service to our customers and with ICI, we can proceed confidently in the vendor selection process," said Patricia Mitchell.

"We are proud that Industrial Bank has chosen ICI to support them in identifying the best long-term core vendor partnership," said Greg Schratwieser, ICI President and CEO. "As with most engagements, our first priority is to understand the Industrial Bank's operations and long term executive goals. After we fully survey and document Industrial Bank's back office and branch environments, we will narrow down the list of vendors and organize the essential selection criteria. ICI will then pinpoint the top Core, Check and EFT Processing vendor options," added Greg Schratwieser.

"Since 1934, Industrial Bank has provided financial solutions and counsel to our community. In lieu of the new FFIEC Authentication Guidance and the overwhelming number of Online Banking Fraud incidents across America, ICI will also be providing Industrial Bank's customers with a series of Online Fraud Prevention seminars," said Patricia Mitchell.

"For the first time in six years, the FFIEC has put forth authentication guidance, recognizing that cyber crime is rampant. ICI is fully devoted to helping its clients avoid the online felons through customer education, security assessments and vendor solution recommendations," said Schratwieser.

### **About ICI Consulting**

Since 1994, ICI Consulting has assisted banks and credit unions assess, cost justify, evaluate and convert core processing, online banking, security, check imaging (exchange, remote capture and archive), mobile banking, lockbox, lending, document imaging, CRM and branch solutions. ICI has successfully completed over 350 bank and credit union client engagements.

If you wish to schedule a free Exploratory Webcast or Meeting, please contact Greg Schratwieser at [greg@ici-consulting.com](mailto:greg@ici-consulting.com) or 800-729-8237. Please visit our website at [www.ici-consulting.com](http://www.ici-consulting.com).