



J. OUTLAW CONSULTING
EXPERT VENDOR CONTRACT NEGOTIATIONS

Why choose J. Outlaw Consulting? Here's what our clients say:

We have been extremely pleased with the results and service we have received from Jimmy Outlaw and J Outlaw Consulting. Jimmy and his team have a vast knowledge base and we would have never been able to negotiate the deal we received without their assistance. If you are looking to negotiate your checking vendor contracts, you will make a huge mistake if you do not contact Jimmy and his team.

EARL W. WORLEY JR., EVP AND COO, KS BANK

We had no idea just how little we understood the check printing business until we engaged J. Outlaw Consulting to assist us with our most recent contract. We thought we had a pretty good contract, but J. Outlaw Consulting negotiated into our latest check printing contract an annual lift of net revenue well into the six figures with hundreds of thousands of dollars over the contract term, without changing our vendor.

MARK INGALLS, CFO AND COO, DEDHAM SAVINGS BANK

Working with Jimmy and Outlaw Consulting was the best decision we made to negotiate our check vendor contract. We were able to save more money than we ever expected over the contract term while reducing the cost to our customers. Jimmy speaks the check language and personally knows all the key players from the major check vendors. Glad to have Jimmy and associates with Outlaw Consulting on the SAB team.

DICK BURCH, EVP AND CFO, SOUTH ATLANTIC BANK

Jimmy was easy to work with on our check contract negotiations and took the work out of our hands. Since he knows the check industry we were able to tailor our new contract to maximize the benefit to our bank. His historical billing review approach was a win for us and our customers. Jimmy was professional and responsive to our questions all the way through to the billing review.

BRETT MILLS, EVP AND CFO, FIRST AMERICAN BANK

It was a pleasure working with Jimmy and Outlaw Consulting to negotiate our check vendor contract. Jimmy was able to negotiate substantial cost savings/enhanced income with our current vendor and other check vendors. We ultimately decided to change vendors. Jimmy was there every step of the way with the project to switch vendors to ensure a smooth transition. We could not be happier with the change of vendor process which was seamless to our members. I highly recommend that any credit union or community based bank utilize Jimmy to negotiate their check vendor contract.

STEVE LATTUCA, SVP AND CFO, HERITAGE TRUST FCU

Jimmy was a great help in helping our new bank meet our opening date. His deep knowledge of the industry helped us navigate our vendor contracts. I highly recommend you give Jimmy a call and learn how he can help your bank!

GARY MCCLANAHAN, CO-FOUNDER,
EVP AND CFO, WATERMARK BANK

WHEN YOU WORK WITH J. OUTLAW CONSULTING:



- Jimmy Outlaw personally handles every negotiation.
- He knows what your competitors pay, and negotiates a lower price per product plus new revenue from the vendors in cash, not credits.
- Happy clients, great relationships and excellent references.



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