



Banking & Treasury

Fee Optimization

25-40%

AVG. SAVINGS

The BLX Banking Advisory Services Team uses data-driven market insight to reduce fees and improve profitability

LACK OF TRANSPARENCY

Most banks make it difficult to understand if your fees and rates are competitive. The banking industry is well-known for protecting their profit margins by not sharing competitive pricing or rate data with their clients.

Typically, there are no formal contracts in the banking industry, making it difficult to negotiate pricing. Banks also tend to increase fees without notice. Your fees and rates aren't tied to your profitability, or years in business. This lack of transparency results in over 85% of companies overpaying for their Banking Services.

AN INSIDER UNDERSTANDING OF FEES & RATES

The BLX Banking and Treasury Team comes from the largest and most well-respected banks in the country. Their knowledge of how banks price their services and where margin is hidden provides a unique advantage when reviewing your costs.

The team has assembled a database of fees and rates for all national and regional banks. Industry insider knowledge, combined with national benchmarking, allows the team to accurately compare fee and rate data across the entire banking industry.

MAKE YOUR BANKING RELATIONSHIP A PROFIT CENTER

BLX Banking and Treasury Team will review your data and leverage its databases and results from previous engagement to identify savings opportunities to improve your rate and fee structure. A detailed analysis is provided at no cost, showing how fees and rates will be improved. After changes are implemented, your data is reviewed on a monthly basis to ensure that you're always optimized.

You don't need to change banks to achieve significant savings. Your banking relationship is an asset and this process will help maintain and improve that relationship.

CONTACT BLX TO GET STARTED ON AN ASSESSMENT FOR YOUR BUSINESS.



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