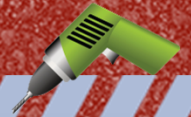


Pricing Innovation Now

Changing what credit unions pay for data archival



- Today, CUs pay more than \$580K for secondary archival services
- We want to reduce that by \$200K in the next three years:
 - \$75,000 net reduction year 1
 - Addit'l \$75,000 reduction year 2
 - Addit'l \$50,000 reduction year 3
 - Special credits to be issued to clients with largest net increases



	# CUs Seeing an Increase*	Avg \$ Increase	# CUs Seeing a Decrease*	Avg \$ Decrease
Year 1	51	\$1,008	91	(\$1,401)
Year 2	39	\$839	103	(\$1,783)
Year 3	30	\$808	112	(\$2,122)

*Compared to what they are paying today



Pricing Innovation Now

Effective **October 1, 2013**, we will completely restructure pricing for CU*Archives COLD storage of reports and statements on CD-ROM

■ **Current method:**

- Page # count
(holdover from microfiche days)

■ **New method:**

- Flat monthly fee, tiered by member size
- Monthly fee for transmissions to in-house servers

Fees	Year 1	Year 2	Year 3
Media Charges, Statement CDs	\$10	\$10	\$10
Media Charges, Report CDs	\$10	\$10	\$10
Cold Storage Processing Fee	\$25	\$0	\$0

Statement Archiving (Quarterly)

TIERED BY MEMBER COUNTS					
T1	0	5000	\$75	\$75	\$50
T2	5001	7500	\$150	\$125	\$100
T3	7501	10000	\$225	\$200	\$175
T4	10001	15000	\$400	\$350	\$300
T5	15001+	-	\$700	\$650	\$600

Report Archiving (Monthly)

TIERED BY MEMBER COUNTS					
T1	0	5000	\$75	\$75	\$50
T2	5001	7500	\$150	\$125	\$100
T3	7501	10000	\$225	\$200	\$175
T4	10001	15000	\$400	\$350	\$300
T5	15001+	-	\$700	\$650	\$600

Credit Card Archiving (Monthly)

TIERED BY MEMBER COUNTS					
T1	0	10000	\$20	\$20	\$15
T2	10001+	-	\$40	\$40	\$30

Clients with their own Servers - Monthly Charges

Fully In-House Statement Archiving (Server Only)	\$25	\$25	\$25
Fully In-House Report Archiving (Server Only)	\$25	\$25	\$25
Fully In-House Credit Card Archiving (Server Only)	\$25	\$25	\$25
Partial In-House Statement Archiving (Hybrid)	\$10	\$10	\$10
Partial In-House Report Archiving (Hybrid)	\$10	\$10	\$10
Partial In-House Credit Card Archiving (Hybrid)	\$10	\$10	\$10

Pr... of Innovation N...

Fees	Year 1	Year 2	Year 3
Media	\$10	\$10	\$10
Me	\$10	\$10	\$10
C		\$0	\$0
Stat			

■ Effective... completely... for CU*An...

The trick here is, which list are you on: going up or going down in year 1 or 2?

How do you find out? What are your options to change what you are doing and manage the change yourself?

■ New

Look for announcements about this price change and how it will affect you, coming in July

to in-house

	\$75	\$75	\$50
	\$150	\$125	\$100
	\$225	\$200	\$175
	\$400	\$350	\$300
	\$700	\$650	\$600
			\$50
			\$100
			\$200
			\$175
			\$300
			\$350
			\$600
			\$15
	\$25	\$25	\$25
	\$25	\$25	\$25
	\$25	\$25	\$25
it Archiv	\$10	\$10	\$10
rchiving (Hyb	\$10	\$10	\$10
ard Archiving (Hyb	\$10	\$10	\$10