

Free!

data processing
for the first
2-year period!



Start Your Own Credit Union with

CU*ANSWERS

Cost Benefit Summary

Do You Wish to Create Your

Own Credit Union?

CU*Answers Is the Right Place to Start!

CU*Answers has crafted a program unlike any other that is specifically targeted for new, start-up credit unions! CU*Answers is showing you how financially committed they are to assisting every de novo effort, by providing **FREE data processing services for the first initial 2-year period!**

This document is intended to provide **sample (only)** pricing for potential startup credit unions, in order to better understand the deep level of financial participation by CU*Answers and provide an overview of the value of this program. This document is not intended to list every CU*Answers available product, service or out-of-pocket third party fees such as data lines, equipment, postage or required custom programming which will be determined on a case-by-case basis. Pricing is subject to periodic change without notice and will be determined as per each credit union's specific requirements.

CU*BASE Initial Startup Costs

Conversion and Training	Standard Price	Startup CU Cost	Years 3-4	Year 5
Conversion Programming to Core CU*BASE System <ul style="list-style-type: none"> Includes CU*BASE license fee Standard conversion of data from core processing system only Does not include any applicable deconversion fees from current processor or third party vendors Incorporates standard CU*BASE history retention 	\$1.00/member	CUSO Funded	n/a	n/a
CU*BASE Project Planning, Training/Systems Assistance <ul style="list-style-type: none"> Estimate; actual cost will be based on actual T&E cost incurred Includes CU*BASE training assistance of staff at Main Office location Additional CU*Answers branch support may be provided for an additional charge 	Client responsibility	Client responsibility	n/a	n/a
CU*BASE Conversion Support <ul style="list-style-type: none"> Several training and support packages to choose from as best suited for your staff 	Client responsibility	Client responsibility	n/a	n/a
Hardware and Systems				
LegaSuite Application Software License <ul style="list-style-type: none"> Pricing based per site, unlimited devices per office location 	Client responsibility	Client responsibility	n/a	n/a
Communication Equipment <ul style="list-style-type: none"> Per Main Office location 	Client responsibility	Client responsibility	n/a	n/a
Additional CU*BASE Hardware <ul style="list-style-type: none"> Actual cost TBD per final configuration desired Network routers and equipment must meet CU*BASE specifications A variety of e-document management solutions (<i>online and in-house</i>) optionally available Multiple TCD/TCR integration options available (<i>priced separately</i>) 	Client responsibility	Client responsibility	n/a	n/a

CU*BASE Initial Startup Costs *(based upon then current CU*Answers Pricing)*

Data Line	Standard Price	Startup CU Cost	Years 3-4 (20% discount)*	Year 5 (10% discount)*
Data Line Installation / Connectivity • Assumes data connectivity from Grand Rapids to Main Office location (various options available)	Client responsibility	Client responsibility	n/a	n/a
Custom Programming <i>(common services)</i>				
ATM Card/ Debit Card Interface - <i>(processing set-up & testing) Assumes online options; CU*Answers supported vendor)</i>	\$3,500 - \$5,000	CUSO Funded	n/a	n/a
Check Processor <i>(assumes CU*Answers)</i>	\$1,500	CUSO Funded	n/a	n/a
Check Image Interface <i>(assumes CU*Answers)</i>	\$2,000 - \$3,500	CUSO Funded	n/a	n/a
Laser Print Setup and Test - <i>(CU*BASE corporate checks, starter checks, money orders)</i>	\$950	CUSO Funded	n/a	n/a
Electronic Custom Documents <i>(including custom loan forms)</i>	Custom T&M	Custom T&M	n/a	n/a
Digitized CU Logo Setup for Statements, Online Banking, etc <i>(assumes Sage Direct)</i>	\$175	CUSO Funded	n/a	n/a
Statement Transmission Services <i>(third party - non Sage Direct, Bridgestone Printing)</i>	\$750 + \$100/per occurrence	\$750	n/a	n/a
SRS Bookkeeping Services <i>(initial 90-days)</i>	\$4,000	CUSO Funded	n/a	n/a
Total Initial Startup Costs				
Initial Startup Costs - Other Notes (following Part 2 - Monthly Recurring Costs Section)	TBD	TBD	n/a	n/a

- Depending on your specific credit union application, a Preliminary Pricing Proposal will be provided.
- May be small third party fees quoted by project



CU*BASE Monthly Recurring Costs *(based upon then current CU*Answers Pricing)*

Description	Standard Price	Startup Years 1-2	Years 3-4 (20% discount)*	Year 5 (10% discount)*
CU*BASE Base Member Processing Fee <ul style="list-style-type: none"> Assumes standard Start-up Services Agreement; normal contract COLA is applicable Includes standard CU*BASE history; more optionally available 	\$0.58 (5 yr) \$0.60 (3 yr)	CUSO Funded CUSO Funded	\$0.464 \$500 min yr 3 \$1,000 min yr 4	\$0.522 \$1,500 min yr 5
Closed Member History Data Retention - Current Year	\$0.24	CUSO Funded	\$0.192	\$0.216
Closed Member History Data Retention - Previous Years	No charge	No charge	No charge	No charge
Disaster Recovery Fee <i>(layered DR strategy including High Availability)</i>	\$0.0225	CUSO Funded	\$0.018	\$0.0203
Credit Bureau File Transmission <ul style="list-style-type: none"> Assumes 3 bureaus reporting <i>(TransUnion, Experian, Equifax)</i> 	\$250 <i>(one time set-up)</i> \$45/month	CUSO Funded	No discount - 3rd party pass thru	No discount - 3rd party pass thru
Loan Insurance File Processing and postings or file processing <i>(only if required)</i>	\$30/occurrence	CUSO Funded	\$24	\$27
Payroll File/Tape Processing <i>(assumes ACH or paper)</i>	No charge	No charge	No charge	No charge
CU*SPY Data Archival Retention <i>(reports & statements only)</i> <ul style="list-style-type: none"> Daily/month-end reports 90-day on-line optical; variety of image archive options available Member statement 18 months on-line optical; variety of image archive options available 	One-time - n/a Monthly - TBD	One-time - n/a Monthly - CUSO Funded	One-time - n/a Monthly - TBD <i>(per volume)</i>	One-time - n/a Monthly - TBD <i>(per volume)</i>
Custom Reporter Resource/Query	No charge	No charge	No charge	No charge
Resource Utilization Fee <ul style="list-style-type: none"> Includes CU*Answers Platform Technology Upgrades; Disk Storage; Statement Laser Processing and Print (Assumes Sage Direct) Price shown does not include statement envelopes, mailing services, postage or Selective Inserts/Onserts (separate pricing available); third party statement provider downloads CASS certification, statement onserts, alternate member statement style options available 	\$0.01 per EFT <i>(Pin/Signature)</i> Transaction \$150 minimum	\$0.01 per EFT transaction/tiered \$75 monthly minimum	\$0.01 per EFT transaction/tiered \$100 monthly minimum	\$0.01 per EFT transaction/tiered \$125 monthly minimum

CU*BASE Monthly Recurring Costs

Description	Standard Price	Startup CU Years 1 - 2	Years 3-4 (20% discount)*	Year 5 (10% discount)*
E-Commerce Fee <i>(includes unlimited online banking with PIB layered security, CU*TALK usage, It's Me 247 Mobile Web Banking, eStatements, eNotices, eAlerts and more). Optional self service branding options (separate fee) are available - see CU*Answers pricing guides</i>	Tiered by members min \$150/mo	CUSO Funded	Tiered by members min \$120	Tiered by members min \$135
E-Direct Mail <i>(monthly messages sent directly by CU*BASE)</i>	No charge	No charge	No charge	No charge
Discounted WATTS Line Fee - Shared with 100+ CU*BASE clients <i>(Spanish call flow option included)</i>	\$0.025/min	\$0.025/min	No discount - 3rd party pass thru	No discount - 3rd party pass thru
Dedicated Audio Line Number Fee <i>(optional)</i>	\$25/month	\$25/month	No discount - 3rd party pass thru	No discount - 3rd party pass thru
EasyPay Bill Payment and Presentment - Transactions per month <i>(assumes Fiserv cooperative model; iPay options plus BillPay vendor misc. fees)</i>	\$0.625 - \$0.682	\$0.675 - \$0.682	No discount - 3rd party pass thru	No discount - 3rd party pass thru
Mobile Web Banking - via It's Me 247	No charge	No charge	No charge	No charge
Mobile Text Banking - via It's Me 247 <i>(free until 10/1/15)</i>	\$0.0325 per one-way/round trip	\$0.0325 per one-way/round trip	No discount - 3rd party pass thru	No discount - 3rd party pass thru
It's Me 247 Mobile App <i>(CU*Answers selected partners)</i>	Quote provided	Quote provided	Quote provided	Quote provided
Internal Service Charge Program Runs <i>(e.g. Dormancy; minimum balance)</i>	\$20/run	CUSO Funded	\$16/run	\$18/run
EFT <i>(PIN/Signature-based)</i> • See Pricing Guide for tiered Pricing Model <i>(including online credit card servicing options)</i>	\$0.0608	CUSO Funded	\$0.0486 Online	\$0.0547 Online
Online Credit Card Transaction Posting <i>(per supported CU*Answers vendor - options available)</i>	\$0.09	\$0.05	\$0.072	\$0.081
AnswerBook CU*BASE Documentation Guides and Reference Materials <i>(Free service via Online Help and cuanswers.com)</i>	No charge	No charge	No charge	No charge

CU*BASE Monthly Recurring Costs

Description	Standard Price	Startup Years 1-2	Years 3-4 (20% discount)*	Year 5 (10% discount)*
Online Credit Bureau Access (via Zoot)	\$0.75 (plus normal bureau fees)	\$0.75 (plus normal bureau fees)	No discount - 3rd party pass thru	No discount - 3rd party pass thru
On-line Decision Model	\$0.50 (per qualified decision)	\$0.50 (per qualified decision)	No discount - 3rd party pass thru	No discount - 3rd party pass thru
Web Hosting Services • Optional - hosting of credit union web site; optional WordPress w/ SiteControl Web Design/Development available	\$100 one-time \$25/month (Base)	\$25 (Base)	\$25 (Base)	\$25 (Base)
FIDM - Financial Institution Data Match run	\$42/month	CUSO Funded	\$33.60/month	\$37.80/month
ChexSystems (qualified risk assessment)	\$500 one-time set up \$.50/report	\$500 one-time set up \$.50/report	No discount - 3rd party pass thru	No discount - 3rd party pass thru
Experian Authentication (Service Level 1)	\$0.75/trans.	\$0.75/trans.	No discount - 3rd party pass thru	No discount - 3rd party pass thru
OFAC Data Match Run	\$10/month	CUSO Funded	\$8/month	\$9/month
Off-Trial Balance File Exchange (batch member balance uploads - assumes supported provider) misc. file transmissions to 3rd party vendors quoted separately	\$500 one-time \$100/month	\$500 one-time CUSO Funded	One time - n/a \$80/month	One time - n/a \$90/month
ACH NOCs & Returns (Assumes CU*Answers processes NOCs & Returns)	\$0.80/item	CUSO Funded	\$0.64	\$0.72
ACH Base Monthly Processing Fee	\$50/month	CUSO Funded	\$40	\$45
CU*Answers Vault Online Document Image Solutions & Archiving	Client responsibility - quote provided	Client responsibility - quote provided	Client responsibility - quote provided	Client responsibility - quote provided

CU*BASE Initial Startup/Monthly Recurring Costs - Other Notes

- Prices shown are estimates and a final proposal will be developed.
- Prices shown do not include miscellaneous costs such as paper, supplies, certain mailing costs and optional services offered by CU*Answers.
- Total monthly costs are contingent upon final configuration/services implemented by the credit union.
- Client responsible for all third party vendor fees.

*Actual discount prices based upon then-current CU*Answers Pricing Guides.

CU*BASE Monthly Recurring Costs

Description	Standard Price	Startup CU Years 1 - 2	Years 3-4 (20% discount)*	Year 5 (10% discount)*
Shared Branching • Xtend Shared Branching (CU*BASE participating clients)	Quote provided	Quote provided	Quote provided	Quote provided
CO-OP Shared Branching Network				
Issuer - one-time set-up transaction fee (plus co-op network fees)	\$1500 n/c	n/a n/c	n/a n/c	n/a n/c
Acquirer - Monthly branch acquirer process fee (unlimited branches)	\$250	\$250 No discount - 3rd party pass thru	\$250 No discount - 3rd party pass thru	\$250 No discount - 3rd party pass thru
Data Line - Monthly fee (for either issuer or acquirer)	\$75	\$75 No discount - 3rd party pass thru	\$75 No discount - 3rd party pass thru	\$75 No discount - 3rd party pass thru
Web Conference Pass-Thru	\$40/hr (per PC)	\$40/hr (per PC)	\$40/hr (per PC)	\$40/hr (per PC)

*"In my 40 years of being in the credit union movement, I can honestly say that I have never seen such wonderful support from any software vendor like I have from CU*Answers! The initial 2-years of free CU*BASE data processing demonstrated a partner financial commitment unlike anything I have ever seen in the marketplace. Without a doubt, this program made it possible for our credit union to offer a level of products and services to our membership that we simply could not have afforded on our own" Thank-you CU*Answers for having supported our start-up initiative.*

Terri Maloney – CEO
Catholic United Financial Credit Union

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