



BRM Insight

Benchmarking. Service Utilization. Yield.

Diving Deep To Provide Insight And To Extract Value From Your Bank Relationships

Effective bank relationship management takes more than monthly auditing and fees reconciliation. It is about being proactive and being critical of services, pricing, rates, and the profitability of each partner in the relationship. BRM Insight is an innovative new service that arms corporate treasury teams with the guidance and data they need to have the most effective relationship reviews with their banks. It is like having your own Relationship Manager on staff!

BRM Insight supplements your existing process with the real-time intelligence of Montauk's BankScore™ Global Bank Rates & Fees Index and our extensive experience as former bankers, cash managers, and experts in the field of account analysis.

Through BRM Insight, Montauk gives unbiased advice on how to reduce your bank spend, increase earnings credits, and ensure the ultimate efficiencies when it comes to the services utilized at each of your banks.



Montauk optimizes bank relationships for corporations worldwide.

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SERVICE HIGHLIGHTS

- Twelve month historical audit
- Detailed exception and violation identification
- BankScore™ global bank rates & fees benchmarking
- Yield-on-Liquidity Analysis
- Service utilization review
- Cross-bank comparisons
- Expert bank negotiations
- Post-Implementation Hawkeye Monitoring

DELIVERABLE HIGHLIGHTS

Upside Report

Provides a summary of actionable opportunities for all banks 'in scope' as well as an analysis of the profit margins being earned by each bank for each of your relationships (limited to treasury services).

Service Definitions

Customized bank definitions of service for the benefit of your team. Companies who understand their services can make better decisions about what they need.

Bank Discussion Documents

Comprehensive, custom built report for each bank detailing cases for errors and inconsistencies requiring credits or refunds, service modifications, pricing adjustments, improved rates, and complete supporting documentation at a service line item level.

Strategies for Bank Negotiations

Insights and recommendations for yielding the best possible pricing and rates for each bank.

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