

NEWS RELEASE

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For More Information Contact:
Lisa Hammock, Performance Consultant
800.342.1266 x1146
February 4, 2009



FCUL Service Group Partner Saves Credit Unions up to 28 Percent through Collaborative Buying

TALLAHASSEE, FLA. - Ventelligence, a vendor management solution offered by the FCUL Service Group, saved three Florida credit unions up to 28 percent through collaborative buying of computer equipment, recently.



Community 1st CU of Florida, SunState FCU, and Jackson County Teachers CU joined forces with Ventelligence to create a bidding war for the business of their computer equipment needs for 2009. Savings ranged from 7.6 percent to 28.1 percent. (To view more savings details, visit www.ventelligence.com.)

This collaborative buying process was facilitated in an on-line live auction environment and offered an immediate five percent savings to the largest participating credit union's existing paper bid from their preferred supplier, and the smallest participating credit union, with only one laptop to purchase, experienced unparalleled results.

Ventelligence staff worked directly with the IT staff at each credit union to gather technical specifications, initial bids, and a preferred supplier list. Additional research was conducted to invite qualified suppliers to the bidding process to maximize the opportunity for savings.

Five companies competed for the business of the credit unions which ranged in asset size from \$22 million to more than \$1 billion. Suppliers bid on 98 personal computers, 18 laptops, 40 software licenses, and 3 years of support services.

For more information about this program, visit www.ventelligence.com, or contact Lisa Hammock at 800.342.1266 x1146 or lisa.hammock@fcul.com.

About Ventelligence

Ventelligence provides solutions and tools for organizing, assessing risk, tracking, and monitoring third party agreements, and goes a step further by providing automated tools to help credit unions streamline the buying process and ensuring critical document retrieval in the event of employee turnover or a disaster.

About the FCUL Service Group

The FCUL Service Group, Inc., a wholly owned subsidiary of the Florida Credit Union League, connects progressive, growth-driven credit unions to the right business solutions and service providers by continually seeking out innovative best practices and representing premium service providers that deliver cost-effective, performance-enhancing results and share our commitment to credit union success. Our

business partners are proven, best-in-class solutions that help credit unions save time, money, and the effort required to identify the right solutions.

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