




MERGERS & ACQUISITIONS

Cornerstone Advisors works with credit unions from beginning to end. Together we define the value to be created by the merger, and remain partners all the way to achieving that goal.

- 
-
- A Cornerstone Advisors partnership involves collaboration across the entire merger life cycle
 - Credit unions benefit from advisory support that aims to bring the combined institutions together *before* the integration period begins
 - Cornerstone remains laser focused on creating value for both the credit union and its members
 - Integration is about achieving the value creation attributes identified in the advisory phase

Our merger integration teams are multidisciplinary industry experts. Our Clients receive results, backed by the experience from hundreds of thousands of hours spent in the trenches working shoulder to shoulder with you. We live by the philosophy that “you cannot improve what you do not measure.”

Getting the most out of MERGER INTEGRATION



Why choose Cornerstone Advisors as your M&A partner?

You can expect 10-30% incremental earnings lift in the lines of business from utilizing our staffing benchmarks and best practice analyses. We typically deliver another 10-25% of incremental savings from contract negotiations, providing the industry's most cost-efficient and deeply experienced process to reduce your integration risk.

Fortifying our merger integration engagements are three results-based engagements driven by proprietary data vaults other firms do not possess:

CONTRACT VAULT™

Contract Negotiations that achieve/ exceed accretive value savings estimates

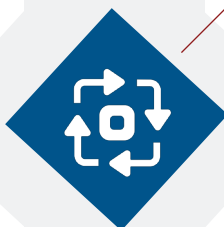
Lower run rate technology spend through negotiations supported by market pricing information from hundreds of contracts negotiated every year with all of the major technology vendors



PERFORMANCE VAULT™

Optimal Staffing and Operations

Staffing and performance targets for a much larger credit union based on proprietary benchmarks covering all the key areas of a credit union such as deposit operations and loan processing



VENDOR VAULT™

Selecting the right technology for the institution of the future

Confidence that the go-forward credit union ecosystem is scalable and meets the strategic needs of a much larger credit union through Cornerstone's detailed and objective vendor knowledge and experience of all the key technology vendors and fintech





Why you need Cornerstone MERGER SUPPORT

Benefit from a unique Value-to-Member framework for merger decisions that helps boards make decisions based upon facts and less upon emotion.

Value in a merger must be recognized as coming from both the financial value that can be created for members as owners and the customer value created for members in terms of what the credit union can provide.

When the time comes, consider the following questions:

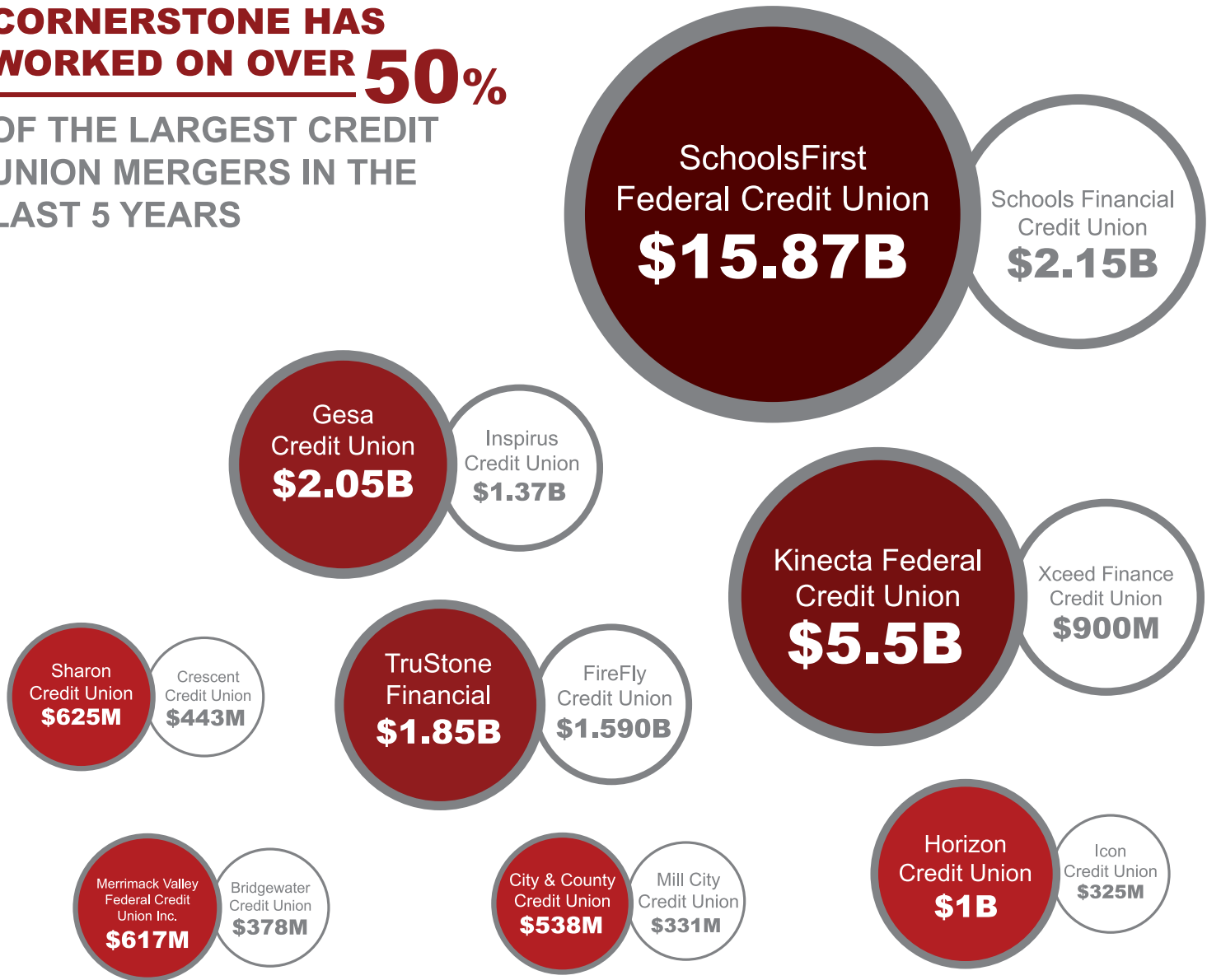
- **Have you identified all of the value creation opportunities and merger risks at all levels of the organization?**
- **Have you defined specific business outcomes and capabilities needed to drive value via business, operational, and technology integration?**
- **Do you know if your current processes and infrastructure are scalable?**
- **Have you fully considered the best practices for the larger organization that you'll now become?**
- **Is your technology and vendor road map aligned with the combined organization's strategic goals?**
- **Are you maximizing your savings on technology vendor contracts?**
- **If you are considering a bank acquisition, do you know the nuances for cultural, business, and technology integration?**

If the answers to any of these questions leave you less than confident, Cornerstone Advisors can help.

Cornerstone delivers maximum
MERGER SUCCESS



**CORNERSTONE HAS
WORKED ON OVER 50%**
OF THE LARGEST CREDIT
UNION MERGERS IN THE
LAST 5 YEARS



7272 East Indian School Rd., Suite 400
Scottsdale, AZ 85251 | 480.423.2030

Home of the **got2go** BANKER



www.crnstone.com