

TECH STACK NAVIGATOR SERVICES

**More qualified leads shorten the cycle from sales, to sales success, to revenue.
Faster implementations result in a higher success rates!**

ANNUAL SUBSCRIPTION	BASIC	ADVANCED	PREMIUM
Vendor is listed in BlackFin Group Systems 'Buyers Guide' as a qualified and eligible system lenders can consider.	X	X	X
Vendor is guaranteed consideration in each selection.	X	X	X
Vendor notified each time system is under consideration (lender name provided when in final 3).	X	X	X
Vendor has 24/7 Access to Vendor Portal to update any RFP details.	X	X	X
Vendor receives "Prospect Validation Report" affirm lenders project plan, budget, resources, expectations are realistic.		X	X
BlackFin discusses vendors technology with every lender we engage in the selection service.		X	X
Vendor logo included in all BFG selection marketing materials, website, campaigns, and communications.		X	X
Vendor portal allows upload of key documentation (implementation, packages, pricing, etc.) will be passed to Client.		X	X
Vendor invited to contribute/participate in various BFG industry reports, panels, webinars, surveys, etc.			X
Vendor receives <u>detailed</u> Qualitative Analysis Report about lender and their selection decision.			X
Once a year demo with entire BFG Team to review, discuss your platform updates and roadmap.			X
BFG selected Partner(s) attend annual On-Site with Vendor to review end-to-end system, roadmap, project plan, etc.			X

Annual Fee is 12 months from date of initial payment

SUMMARY OF BENEFITS

- We have eliminated the need for any more lender or vendor RFPs
- We are saving you, your team, and clients significant amounts of time and money
- We help lenders stay focused on what matters most about your technology
- The critical insights provided to vendors puts everyone on a fair playing field

Tech Stack Navigator
Driving Faster, More Efficient and Effective Sales Success

BlackFin Group is a management consulting firm specializing in Financial Services, Banking, and Mortgage Lending. Working closely with Regional, State, and Community Lenders, Banks, and Credit Unions. BlackFin Group routinely moves clients forward by effectively guiding the implementation of business and technology initiatives. Our proprietary strategies, technologies, models, and frameworks reduce expenses, increase productivity and revenue.

YOUR TRUSTED PARTNER, DEDICATED TO YOUR SUCCESS