

RSM McGladrey and BancIntelligence.com Form Strategic Alliance; Financial Institutions to Benefit from Online Management and Decision-Support Tools

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MINNEAPOLIS & ATLANTA, Oct 16, 2001 (BUSINESS WIRE) -- RSM McGladrey, Inc. and BancIntelligence.com announced they will partner to provide RSM McGladrey financial institution clients complimentary access to a co-branded Internet portal. The portal offers a variety of decision-support tools that help bank executives optimize bank performance.

"This alliance will provide our clients a competitive advantage in achieving and maintaining high performance," said Dan Trigg, executive vice president of RSM McGladrey's Financial Institution practice. "We expect an enthusiastic response from clients once they discover the invaluable insights they can gain into their banking decisions by accessing some of the information available through BancIntelligence.com. We haven't seen any other tool like this in the industry."

As a portal partner of BancIntelligence.com, RSM McGladrey can provide its clients free access to decision-support tools (BancAnalyst Financial), a list of vendor resources (BancSolutions) and industry information (BancChannels).

Through RSM McGladrey's web site at www.rsmmcgladrey.com, bank clients will be able to use BancAnalyst Financial to help them identify performance deficiencies in their financial institution, quantify near-term opportunities, prioritize actions and investigate recommended solutions.

Trigg cited specific examples of consulting advice available via the Internet portal. For instance, BancAnalyst Financial can provide a financial institution a list of the five most important things it needs to focus on to improve profitability. The portal also explores 28 different strategic directions a bank can elect, then shares peer performance data on banks that share a similar strategy.

To help them explore solutions from outside vendors, BancSolutions provides a recommended list of vendors in five broad categories, including Analysis/Publications, Consulting/Advisory, Product/Software, Equipment/Supplies and Personnel/Training. In coming months, RSM McGladrey and BancIntelligence.com will add an even wider array of industry solutions providers to the co-branded portal. These industry solutions providers will be companies that are BancIntelligence.com endorsed solution partners, meaning they must meet stringent quality requirements based on experience and past performance.

"Complementing this bank-focused information is BancChannels, which features access to industry news, rate surveys and indices, merger and acquisition activity, bank stock quotes and indices, industry Web links, and many other banking resources," Trigg added.

"RSM McGladrey's volume of financial institutions clients, breadth of advisory services, and commitment to community bank performance enhancement, makes the firm an ideal partner for us," said Steven C. Cotton, president and CEO of BancIntelligence.com. "RSM McGladrey's clients, we believe, will find the portal so compelling that it will become an integral part of their daily routines."

RSM McGladrey, Inc. is a leading national accounting, tax and consulting firm that focuses on serving the needs of financial institutions and fast-growing, mid-sized companies. With more than 3,000 employees and 100 offices nationwide, RSM McGladrey is the U.S. member of RSM McGladrey International, the seventh-largest accounting, tax and consulting organization in the world, and is a subsidiary of H&R Block (NYSE:HRB).

BancIntelligence.com is the first decision-support portal for the banking industry. BancIntelligence.com delivers accurate and relevant bank and thrift analyses and vendor solution information. Core offerings include BancAnalyst for performance analysis, BancSolutions for strategic recommendations and BancChannels for industry-specific information. For more information, visit www.bancintelligence.com.

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