



YOU'RE GOING TO NEED A BIGGER VAULT

Killbuck Savings Bank Cashes in on Trust

Overview

In the year 1900, a few enterprising citizens in Killbuck, Ohio felt it was time their town had its own bank. The branch this group established managed to grow and prosper, even through the years of the Great Depression. Today, with more than \$500 million in assets and branches that spread across northeast Ohio, Killbuck Savings Bank (KSB) is still locally owned and still maintains the community-first focus of its original founders. When the bank decided to have their vendor contracts reviewed to determine if they were getting the best deal they could, SRM was chosen over several other firms to complete the task.

So as You Sow, So Shall You Reap

Trust built today can pay dividends down the road, as was the case with Ted Thorpe, VP of Operations & Deposits, at KSB who had previously worked with SRM at another institution. "We evaluated 2-3 vendors aside from SRM, but ultimately the trust I had from working with them before tipped the scale in their favor," said Ted. "That trust was not misplaced. SRM evaluated all of our critical contracts and identified where we could gain significant value through renegotiations. They were open and honest, did not waste our time, and delivered outstanding results."

"SRM helped us across the organization, and in every case they were able to get a better deal."

Say What You Do, Do What You Say

"SRM created a step-by-step guide, then explained to us how these steps would be applied in our case," said Ted. "Then they stated clearly what they thought they could achieve in negotiations and went to work. SRM helped us across the organization and in every case they were able to get a better deal on the items identified as areas where they could unlock value."



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**Ted Thorpe, VP of Operations & Deposits,
Killbuck Savings Bank**

Billions of Ways We Can Help You

SRM has helped more than 700 financial institutions realize more than \$2.2 billion in value by providing assistance with critical areas such as current state assessment, strategy development, gap analysis, implementation roadmaps, vendor evaluation, vendor selection, and contract negotiations.

