

August 5, 2010



FOR IMMEDIATE RELEASE

BANKERS' BANK OF THE WEST

Bankers' Bank of the West to Implement Improvements in Image Cash Letter Services

DENVER, Colo. – August 5, 2010 – Bankers' Bank of the West (BBW) announced today it has chosen LendingTools.com, creator of the Bankers' Internet Data System (BIDS), as its partner for image cash letter services starting the first quarter of 2011. BBW Senior Vice President and Chief Financial Officer Alice Voss cited customer requests and significant benefits as the primary reasons for the decision.

"We listen to the banks we serve, and they've told us for years that BIDS makes their lives easier," she said. "We've had countless requests from customers wanting to submit their cash letter through BIDS as well. That made our decision easy."

The major advantages of the image cash letter partnership between Bankers' Bank of the West and LendingTools.com are:

- ✓ **Cost savings.** The precise amount of savings will need to be determined after the new cash letter service is launched, but a per-item cost reduction is certain.
- ✓ **One system/one login simplicity.** Operations staff will no longer be required to connect to a second system to submit or receive an image cash letter.
- ✓ **Influence over product development.** BBW will have greater control over its cash letter services and back-office support as well as over negotiations affecting the participants. Placing a high priority on benefits to its community bank clients will enable BBW to achieve both short- and long-range improvements in its cash letter services.

BBW Vice President Debra Wendt, head of operations, said she will provide the bank's cash letter customers timely information on the implementation plan within the next several weeks and follow up with regular progress reports over the coming months. She added that training for BIDS users will be provided.

"Our relationship with the people at LendingTools.com dates back to 2001, and they've proven themselves to be a responsive, service-focused partner time and time again," she said. "We see this expanded partnership as a big win for our banks—and we're looking forward to demonstrating that to our customers."

Bankers' Bank of the West, an FDIC-insured bankers' bank, has provided essential correspondent services to community banks in the Rocky Mountain and western states region since 1980. For more information, call 800-873-4722 and ask to speak with either of the following cash management officers:

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