



Cashing in on the Wholesale Lockbox Evolution

As current financial markets endure some of their most turbulent times in memory, financial institutions are looking for low-cost products and services to offset revenue shortfalls. One service offering that shows real potential for sustained revenue growth is wholesale lockbox services.

A Competitive Landscape for Wholesale Lockbox Services

Changing dynamics in the wholesale lockbox evolution have made this lucrative service increasingly competitive. There has been substantial growth in the market, as smaller banks and traditionally retail institutions now offer lockbox services to supplement lending ambitions. Third-party companies offering remote deposit capture (virtual lockbox) and wholesale lockbox back-office workflows provide low cost-of-entry processing options that enable pricing models attractive to a diverse market ranging from smaller businesses to mid-market and larger corporate clients.

Industry Resource

The trends report "[Evolution of Wholesale Lockbox: Let the Good Times Roll!](#)," published by the international research and consulting firm Celent, discusses in detail both the tangible opportunities and risks involved with selling wholesale lockbox services.

The report points to revenue and cost savings opportunities such as the elimination of stranded payments, the potential for new clients, hub and spoke processing environments, load balancing and auto-extraction of forms information, just to name a few, as good arguments for financial institutions to take a serious look at offering lockbox services.

Download the trends report, [Evolution of Wholesale Lockbox: Let the Good Times Roll!](#), NOW!

Fiserv is pleased to provide complimentary, value added knowledge resources that contribute to stronger consulting engagements.

Fiserv Achieves Top Ten Ranking among Global Risk Technology Companies in Chartis RiskTech 100 Report

Fiserv, Inc. announced that the company was ranked seventh among top global risk technology companies in

Offering wholesale lockbox services is not without risks, which include additional pricing pressures induced by declining economic conditions and the undetermined amount of time that lockbox services will remain profitable. As a result, many banks have opted to outsource lockbox processing to third parties.

The wholesale lockbox landscape is continually shifting, with technology and a wider array of business models offering greater opportunity and capabilities to financial institutions of all sizes. Whether upgrading their solutions or entering the market as new competitors, financial institutions who deploy lockbox solutions strategically can establish an effective and efficient touchpoint for moderate revenue growth and differentiation.

Fiserv Resource

RemitStream Solutions, a Fiserv company, offers Wholesale Lockbox Services as a traditional cash management tool designed for financial institutions to sell as a service to corporate customers. For institutions with corporate customers receiving payments, *RemitStream Solutions* acts as a private-label lockbox processor, providing processing under the institution's brand name and logo.

The Wholesale Lockbox Service reduces mail float and stranded payment scenarios, while maximizing funds availability for the institution's customers. Payment information is received faster, allowing customers to update their accounts receivable sooner and enjoy reduced Days Sales Outstanding, improved customer service and increased internal efficiency. Further, financial institutions can benefit by entering a substantial new market for obtaining fee-based revenue without capital expenditures.

The Wholesale Lockbox Service offers financial institutions these additional benefits:

- New sources of fee revenue and increased deposits with less processing demands
- Reduced lockbox operating costs and no additional technology investments
- Service delivery through state-of-the-art image technology
- Ability to attract new business customers through a new or expanded lockbox service
- Expanded or new network of lockbox processing locations to enhance product offerings
- Added value to current business banking relationships by meeting new customers' needs
- Competitive lockbox processing as a service without capital expenditures and with minimal start-up costs
- Enhanced marketing support for the new lockbox service as part of private-labeling

the Chartis RiskTech 100 report.

[Read complete news release](#)

Fiserv Delivers New Standard for Online Banking with Online Advantage

Fiserv, Inc. launched Online Advantage™, a revolutionary online banking solution that has already won industry attention for its ease of use for consumers and revenue opportunities for financial institutions.

[Read complete news release](#)

BB&T Implements Fiserv Branch Source Capture™ Solution in More Than 330 Branches

Fiserv, Inc. announced that Winston-Salem, N.C.-based BB&T Corporation, the nation's 14th largest financial holding company with \$137 billion in assets, has rolled out the Fiserv Branch Source Capture solution.

[Read complete news release](#)

Upcoming Events

Fiserv is attending these upcoming trade shows

[More events](#)

To request more information about wholesale lockbox services from Fiserv, please e-mail joe.mikel@fiserv.com; 312-660-5185

To learn more, contact Joan Skimmons at general_info@fiserv.com, 800-872-7882 or 262-879-5000.

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