

\*Vendors provide products and services to both financial institution members and Affiliate Members.



MEMBER OF GREAT AMERICAN INSURANCE GROUP

**ABA INSURANCE SERVICES\***  
Bond, D&O, Cyber Insurance, and Employment Practices Liability  
Patricia Williams, (216) 220-1280  
[pwilliams@abais.com](mailto:pwilliams@abais.com)



**ACCUME PARTNERS\***  
Outsourced Internal Auditing and Risk Management Services  
Nicole Lloyd, (717) 903-3142  
[nlloyd@accumepartners.com](mailto:nlloyd@accumepartners.com)



**ANDERSON GROUP\***  
Integrated Marketing and Communications and Business Intelligence  
Ray Melcher, (610) 678-1506  
[rmelcher@thinkanderson.com](mailto:rmelcher@thinkanderson.com)



**APPI ENERGY\***  
Electricity and Natural Gas Procurement Services, Utilities Management Platform  
Margo Madden, (667) 330-1239  
[mmadden@appienergy.com](mailto:mmadden@appienergy.com)



**evolv\***  
Merchant Processing, Search Engine Optimization, Website Design and Social Media Management  
Danielle Lausch, (717) 892-8988  
[dlausch@apsolutions.net](mailto:dlausch@apsolutions.net)



**THE BAKER GROUP**  
Asset/Liability Management Software and Services  
Charles Amis, (405) 415-7231  
[Charlie@gobaker.com](mailto:Charlie@gobaker.com)



**BANK HEALTH CARE CONSORTIUM OF PA\***  
43 Banks Received Credits in Surplus of Over \$16.7 Million in 2020 With an Average Net Funding Increase in Single Digits.  
Wayne Whipple, (717) 255-6925  
[wwhipple@pabankers.com](mailto:wwhipple@pabankers.com)



**BANKTALENTHQ\***  
Diversity is Essential - Find Talent in all the Right Places  
Wayne Whipple (717) 255-6925  
[wwhipple@pabankers.com](mailto:wwhipple@pabankers.com)



A Holding Company for Review Alliance and Compliance Alliance

Owned by PA Bankers Services Corporation

**BANKERS ALLIANCE\***  
A Family of Bank Compliance Services That Includes Compliance Alliance, Review Alliance and Virtual Compliance Officer  
Wayne Whipple, (717) 255-6925  
[wwhipple@pabankers.com](mailto:wwhipple@pabankers.com)



**BANZAI!\***  
Interactive, Award-Winning Course Teaching Students Real-World Finance, No Upfront Cost  
Jake Finlinson, (214) 417-9426  
[jake@teachbanzai.com](mailto:jake@teachbanzai.com)



**BITS\***  
Managed Service Provider for Voice and Data Communication  
Christian Ericson, (973) 474-1828  
[christian.ericson@bitsnetwork.com](mailto:christian.ericson@bitsnetwork.com)



**COMMONWEALTH CHARITABLE MANAGEMENT\***  
Application and Administration of EITC Programs  
Cristine Clayton, (570) 278-3800  
[cclayton@commonwealthcharitable.org](mailto:cclayton@commonwealthcharitable.org)

## CORNERSTONE ADVISORS

### CORNERSTONE ADVISORS\*

Core, Debit EFT, Card Program, Loan Origination, Bill Pay, Mobile Banking & ATM Contract Negotiation  
Jennifer Wagner, (480) 425-5204  
[jwagner@cmrstone.com](mailto:jwagner@cmrstone.com)



Powered by the  
Senior Housing Crime Prevention Foundation

### CRA PARTNERS

Receive High-Yielding CRA Credit  
Terry B. Rooker, (901) 529-4781  
[terry.rooker@SHCPFoundation.org](mailto:terry.rooker@SHCPFoundation.org)



TECHNOLOGY THAT DRIVES YOU.

### DEALERTRACK COLLATERAL MANAGEMENT SERVICES, INC.

Electronic Lien and Title Program  
Wayne Whipple, (717) 255-6925  
[wwhipple@pabankers.com](mailto:wwhipple@pabankers.com)



### DELUXE CORPORATION\*

Check Program  
Todd Wroblewski, (724) 625-5599  
[todd.wroblewski@deluxe.com](mailto:todd.wroblewski@deluxe.com)

### THE FULCRUM GROUP, INTL.



### THE FULCRUM GROUP INTERNATIONAL, INC.\*

Reviewing, Re-Negotiating and Bidding Check Printing Relationship  
Ted Amon, (770) 736-5787  
[ted@thefulcrumgroupintl.com](mailto:ted@thefulcrumgroupintl.com)



**GLOBAL VISION SYSTEMS, INC.**  
The Optimal Path to Outstanding Performance

### GLOBALVISION SYSTEMS, INC.

Anti-Money Laundering  
Catherine Lew  
(818) 998-7851 x128  
[clew@gv-systems.com](mailto:clew@gv-systems.com)

## Gradient CYBER

### GRADIENT CYBER\*

Automated CAT Tool & Digital Forensic Investigation, Network Consensus Cybersecurity  
Chris Warman, (412) 600-7860  
[cwarmanjr@gradientcyber.com](mailto:cwarmanjr@gradientcyber.com)

## Investors Title INNOVATIVE BY INSTINCT

### INVESTORS TITLE INSURANCE COMPANY

Multi-Bank Owned Title Insurance Program  
Karen Barnett, (419) 577-5900  
[kbarnett@invtitle.com](mailto:kbarnett@invtitle.com)

## THE KAFAFIAN GROUP

Helping Banks Perform Better

### THE KAFAFIAN GROUP

Performance Measurement  
Robert E. Kafafian  
(973) 299-0300 x106  
[rkafafian@kafafiangroup.com](mailto:rkafafian@kafafiangroup.com)



### KEYSTATE CAPTIVE MANAGEMENT

Captive Management and Investment Portfolio Services  
Brian Amend, (302) 425-5158  
[bamend@key-state.com](mailto:bamend@key-state.com)



### KLARIVIS\*

Data Analytics Solution Designed by Bankers for Bankers  
Amber Robinson, (603) 860-3162  
[amberrobinson@klarivis.com](mailto:amberrobinson@klarivis.com)

CELEBRATING 45 YEARS



### L.R. WEBBER\*

Multiple Medical, Drug, Dental & Vision Options and EB Solutions  
Brad Webber, (814) 695-8066  
[bwebber@lrwebber.com](mailto:bwebber@lrwebber.com)



### NCONTRACTS\*

Integrated Compliance, Vendor and Risk Management  
Michael Harrison (888) 370-5552  
[Michael.Harrison@ncontracts.com](mailto:Michael.Harrison@ncontracts.com)



### NFP EXECUTIVE BENEFITS\*

BOLI, Executive Compensation and Long-Term Care  
David Shoemaker, CPA/PFS, CFP®  
(901) 754-4924  
[david.shoemaker@nfp.com](mailto:david.shoemaker@nfp.com)



### ONE POINT\*

Outsourced Internal Purchasing, Office Supplies, Inventory Control and IP Address Marketing/Sales  
Pat McMahon, (570) 207-5107  
[pmcmahon@opoffice.com](mailto:pmcmahon@opoffice.com)



### PAYLOCITY\*

HCM Solutions and Engagement Software  
Lisa DeJoy, (717) 303-7663  
[ldejoy@paylocity.com](mailto:ldejoy@paylocity.com)



### PWCAMPBELL\*

Planning, Design Coordination and Construction Management  
Erin Campbell, (800) 253-7430  
[erin.campbell@pwcampbell.com](mailto:erin.campbell@pwcampbell.com)

Vendor selections and recommendations are made in accordance with PA Bankers Services Corporation's stated mission. It is believed that the promoted products and services merit strong consideration by PA Bankers member banks. PA Bankers Services Corporation due diligence and selection criteria should not be construed as a guarantee, as the ultimate appropriateness may vary from bank to bank. In addition, member banks are encouraged to conduct their own due diligence reviews of recommended vendors. Remuneration received by PA Bankers Services Corporation is utilized in-part to support the PA Bankers Association through contracted agreements, corporate sponsorships and overhead coverage. This financial support expands resources and strengthens the services and programs of the PA Bankers Association.