

HOW NORTHEASTERN TOOK BACK CONTROL OF ITS BANK FEES



<p>Industry Higher Education</p>	<p>Client Northeastern University</p>	<p>Challenge Unoptimized bank fees, low ECR rates, and idle cash were quietly draining value and turning treasury into a cost center.</p>
<p>Solution SIB optimized Northeastern's treasury strategy by reducing fees, improving ECR terms, and reallocating balances to maximize cost offsets.</p>	<p>Result \$275K+ in annual value through improved ECR and fee optimization</p>	

THE PROBLEM

Northeastern University was losing hundreds of thousands annually due to excessive fees, underperforming ECR rates, and limited visibility into cash management. Despite holding significant balances, the university:

- Paid over \$115K in unnecessary bank fees
- Had more than \$60M in idle cash
- Operated under bank-driven terms rather than leveraging its position

Without transparency, these inefficiencies compounded over time.

THE APPROACH

SIB partnered with Northeastern to restructure its banking strategy, focusing on fee reduction and ECR optimization. Key actions included:

- Eliminating out-of-pocket bank fees
- Improving earnings credit rate (ECR) terms
- Repositioning balances to maximize ECR impact
- Benchmarking fees against market standards

This approach enabled Northeastern to offset more fees with existing balances, reducing out-of-pocket costs.

THE RESULTS



\$275K

in annual value, driven by smarter fee offsets

- ✓ **\$275K+ in annual value** through improved ECR and fee optimization
- ✓ **\$8M in optimized balances** now working to offset fees
- ✓ Monthly value ranging from ~\$21K-\$30K depending on balances, usage, and rate environment

Importantly, this value is not a direct cash return or investment gain, it is realized through **reduced bank fees via ECR offsets**, which fluctuate based on account activity and market conditions.

SpendBrain™

WHERE TRADITIONAL AUDITS END, SPENDBRAIN BEGINS.

SpendBrain™, SIB's AI-powered financial intelligence platform, continuously analyzes expense categories, including property tax, utilities, and vendor payments.

By layering this technology over SIB's hands-on expertise, our clients gain a permanent safeguard against overspend, plus predictive visibility into future cost risk.

What this means for CFOs:

- ⚙️ Automated monitoring flags anomalies and valuation shifts in real time
- 📈 Predictive insights help finance leaders budget and forecast more accurately
- 📊 Portfolio-level intelligence connects tax savings to broader spend optimization strategies

THE CFO TAKEAWAY

With SpendBrain, organizations build a permanent spend advantage by transforming fragmented vendor and invoice data into cost intelligence that drives EBITDA.

Ready to see your hidden savings?

[See what you can save with SpendBrain](#)