HOW NORTHEASTERN TOOK BACK CONTROL OF ITS BANK FEES

Industry

Higher Education

Client

Northeastern University

Challenge

Unoptimized monthly service charges, low ECR rates, and idle cash were quietly draining value and turning treasury into a cost center.

Solution

SIB optimized Northeastern's treasury strategy by reducing fees, improving Earnings Credit Rate terms, and allowing Northeastern to reallocate balances to maximize interest income.

Result

$275K+ in annual value through improved ECR and fee optimization

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
- Operated under bank-driven terms rather than leveraging its position

Without transparency, these inefficiencies compounded over time.

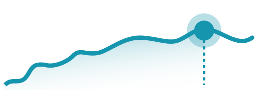
THE APPROACH

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
- Benchmarking fees against market standards

This approach enabled Northeastern to offset all 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
- **+$8 million** in balances freed up through RR and ECR negotiations, now earning interest
- 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 and 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?

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