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Union Bank chooses FSSI as its statement and customer-communications outsourcing partner

Santa Ana-based print-and-mail provider adds another leading bank brand to its growing list of clients

SANTA ANA, CA – November, 2009—After a competitive, months-long review involving the industry’s top statement vendors, Santa Ana-based Financial Statement Services, Inc. (FSSI) has prevailed, adding another leading bank to its impressive list of Tier-1 financial-industry clients.

"The opportunity to partner with Union Bank was very attractive, so there were many companies vying for the business, some much larger than FSSI," says Steve Bolaris, FSSI’s Sales and Marketing VP. "Fortunately, Union Bank acknowledged our experience, [technological capabilities](#) and [unique value-adds](#). We look forward to being part of their team and to helping them achieve their retention and cost-containment goals."

Union Bank’s David Negrete, VP and CMO Regional Manager, acknowledges the fit between his company’s needs and FSSI’s capabilities. "FSSI was chosen because of their experience and ability to meet our unique data formatting and delivery requirements. They also offered some creative cost-saving ideas that we’re very eager to implement," Negrete says. Production of the bank’s customer statements, letters and checks has started and will be fully converted to FSSI by the end of the year.

About FSSI

Founded in 1980, FSSI is a woman-owned document-processing company and trusted outsourcing partner to many Tier-1 financial institutions. From its 168,000 sq. ft., [SAS-70-II certified facility](#), FSSI customizes printed and online solutions that reduce clients’ overhead, capital and postal expenses. Its systems also deliver unprecedented mail piece tracking and audit controls, including Unique Piece Tracking™. For more information, contact Steve Bolaris, VP of Sales, at (714) 436-3865, stevebolaris@fssi-ca.com, or visit www.fssi-ca.com.