

Success Story Kearny Bank

*Driving financial institutions toward
smarter growth*



SAVED OVER \$9M | INCREASED NON-INTEREST INCOME TRANSPARENCY | IMPROVED CONTRACT

The Scenario

When Kearny Bank, a New Jersey-based financial institution, sought to bring greater efficiency and structure to its vendor contracts, they turned to TFD Consulting. The bank's leadership wanted a trusted partner to help streamline contract negotiations, reduce costs, and uncover new opportunities for non-interest income. With a strong history of relationship-driven consulting and deep knowledge of financial operations, TFD was able to deliver measurable results and peace of mind.

The Challenge

Kearny Bank faced increasingly complex vendor negotiations, inconsistent pricing and rising costs resulting in certain inefficiencies within the Bank. Leadership recognized that without a structured approach, opportunities for savings and improved performance could be missed.

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We thought we were getting good pricing, but we were lacking pricing benchmarks within the industry context. Tom brings a depth of industry knowledge that gave us confidence we were getting the best value possible.

Craig Montanaro, President/CEO

About Kearny Bank

Headquartered in Fairfield, New Jersey, Kearny Bank is a community-focused financial institution with over \$7.6 Billion in assets. Its mission is to deliver modern, efficient banking solutions while maintaining a strong commitment to personal service and community values.



The Solutions

TFD Consulting developed a comprehensive strategy to evaluate, benchmark, and renegotiate vendor contracts across several key areas.

- **Armored Car Services:** Transitioned to a new vendor with stronger operational performance and cost savings.
- **Card Branding:** Guided a seamless rebrand using TFD's proven insights from past engagements.
- **BSA/AML Services:** Strengthened compliance efficiency and identified ways to reduce redundant costs.
- **Core Processing:** Supported contract negotiations securing clear and favorable terms.

The Impact

The engagement led to substantial cost savings and improved vendor accountability. Kearny Bank not only achieved measurable financial impact but also built a foundation for sustained efficiency and long-term growth.

Working with TFD gave us insights we never had before. Their experience across the industry helped us make more informed business decisions and achieve better results.

– **Tim Swansson**, EVP/Chief Technology & Innovation Officer

Tom made negotiations seamless and stress-free. He knew exactly what to ask for, reviewed the pricing of our contracts in detail, and helped us secure a deal that truly benefited the bank.

– **Mary Webb**, SVP/Director of Retail & Deposit Operations

The Partnership

Kearny Bank's relationship with Mr. Dufner and TFD Consulting spans more than a decade. Over the years, the partnership has evolved into a trusted collaboration built on honesty and results.



Tom has been a phenomenal partner. His negotiations have saved us time and money and helped our organization grow.

– **Anthony Bilotta**, EVP/Chief Banking Officer

TFD Consulting isn't just a consultancy – they're part of our family. Their integrity, commitment, and ability to deliver solutions that align with our goals make them invaluable partners.

– **Craig Montanaro**, President/CEO

About TFD Consulting

TFD Consulting helps financial institutions improve performance through strategic vendor management, contract negotiation, and operational optimization. Founded in 2016, TFD is a trusted partner to banks and credit unions nationwide, known for expertise, transparency, and lasting client relationships.

At TFD Consulting we see ourselves as part of our clients' teams, working side by side to help them grow and succeed.

– **Thomas F. Dufner**, Founder/President

