

A/LM SERVICE

When Efficiency and Saving Money Are Important, Southwest Corporate's Asset/Liability Management Service Is the Answer

Hawaiian Tel Federal Credit Union in Honolulu used two other asset/liability management service providers before finding satisfaction with Southwest Corporate Investment Services' A/LM Service. Wendy Cheung, the \$305 million credit union's vice president controller, said it was difficult to locate high-quality, timely A/LM reporting that is also easy on the budget.

"I have used two other A/LM models," Cheung said. "The first was very time-consuming and inefficient. The second was comparable in quality to Southwest Corporate's service, but cost a lot more. In fact, Southwest Corporate's lower price is what first attracted me, but as I looked deeper at the product, I found the quality to be equally good."

"Since I have to be financially driven, efficiency and saving money are both important to me," Cheung continued. "We've been using Southwest Corporate's BancWare model for years, and the efficiency is impressive. They have a short turnaround time from when we provide them with the data until we get the report - about two weeks," Cheung said.

Southwest Corporate Investment Services offers a comprehensive A/LM reporting package that monitors a credit union's financial performance and measures earnings fluctuations under a broad range of plausible interest rate scenarios. It is available as a stand-alone service or as part of Southwest Corporate Investment Services' Advisory Services.

"They provide us an executive summary with detailed reports that are clear and concise."

At the center of the A/LM Service is a state-of-the-art BancWare ALM5 model that measures a credit union's balance sheet risks. The



Hawaiian Tel Federal Credit Union Honolulu, HI Total Assets: \$475,000,000

model enables credit unions to simulate member behaviors and market movements to stabilize margins and earnings effectively. They can also forecast future earnings, manage profitability and comply with regulatory requirements.

Cheung applauded Southwest Corporate's reporting. "They provide us an executive summary with detailed reports that are clear and concise. Our A/LM Committee has no trouble understanding the charts and the write-ups."

**Strong
Solutions
Together**



southwest corporate

FEDERAL CREDIT UNION

6801 Parkwood Boulevard, Plano, TX 75024 • 800-442-5763 • www.sccorp.org