
From: Morris, Gary (Govt)
Sent: Thursday, 2 May 2019 10:31 AM
To: Janissen, Robert
Subject: HPE CM: Re - Collective Bargaining for transactional banking services by six Northern Rivers Councils

Dear Robert

Thank you for your email of 8th April regarding the collective bargaining for transactional banking services by six councils known as the Northern Rivers Group of Councils.

The Commonwealth Bank does not have any objections to the concept of councils issuing a collective tender for banking services. This is not unique in the market with other councils and in particular state governments coming to market in this way. The tender does allow for the group to obtain economies of scale with pricing, providing a better return to their ratepayers without reducing innovation and individual tailoring to services to provide the best experience for their ratepayers. There is also the option for councils to take this as a group or for individual councils to seek an alternative arrangement with an independent supplier.

Should you have any further enquires please do not hesitate to contact me .

Kind regards,

Gary



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