



RFP RESPONSE

Data platform modernization

Submitted to	Harbor Regional Bank
Submitted by	Meridian Advisory Group
Date	September 30, 2026
Version	0.9

Youngstown, Ohio, September 30, 2026

Subject: Data platform modernization

Harbor Regional Bank has asked for a single reporting platform that its finance, risk and branch teams can rely on. This proposal sets out how Meridian Advisory Group will deliver it in nine months, at a fixed price per phase.

We would welcome the chance to present our approach to your steering committee.

Daniel Okafor

Managing Director

Meridian Advisory Group

Contents

1. Executive summary
2. Understanding of the requirement
3. Proposed solution and technical approach
4. Methodology and work plan
5. Team and qualifications
6. Relevant experience and references
7. Project management and quality assurance
8. Risk management
9. Price proposal
10. Compliance matrix

1. Executive summary

Harbor Regional Bank's reporting runs on four databases that were never designed to work together. Month-end figures reach the executive committee twelve business days after close, and loan and deposit reports are rebuilt by hand each quarter.

Meridian proposes to bring these four sources into one cloud data platform in nine months, in three phases. Loan and deposit reporting goes live first, in month four, so the finance team sees results before the larger migration is complete.

What changes for the bank

- One set of figures for finance, risk and the branches, refreshed every night.
- Month-end reporting available within three business days of close.
- Regulatory returns prepared from the same data as management reports.

Why Meridian

Meridian has completed six data platform migrations for regional banks since 2021, each delivered within its original budget. The proposed team has worked together on the last three.

2. Understanding of the requirement

The bank's four source systems hold loans, deposits, the general ledger and branch activity. Each produces its own reports, and reconciling them takes the finance team about forty hours each month.

The bank wants one platform, a shorter close and regulatory returns built from the same data as its management reports.

3. Proposed solution and technical approach

The platform brings the four source systems into one data model, refreshed every night.

Architecture

- Ingestion from the four systems listed in Annex A.
- One data model for loans, deposits, the ledger and branches.
- Reports and dashboards for finance, risk and branch managers.

The platform runs in a cloud region in the United States, subject to the bank's final choice of provider.

4. Methodology and work plan

The work runs in three phases over nine months. Phase 1 covers the assessment and the target data model. Phase 2 delivers loan and deposit reporting in month four. Phase 3 completes the migration and prepares the regulatory returns.

Each phase closes with a formal acceptance review by the bank's steering committee.

5. Team and qualifications

The team is led by a data architect with twelve years of experience in banking platforms, supported by two data engineers, a reporting analyst and a project manager. All five worked together on Meridian's last three migrations.

6. Relevant experience and references

Meridian has completed six data platform migrations for regional banks since 2021. Three references are available on request.

7. Project management and quality assurance

A steering committee meets every two weeks. Each deliverable is checked against the acceptance criteria agreed at the start of its phase.

8. Risk management

The main risk is the quality of historical data in the branch system. Phase 1 measures it before any migration begins, and the plan allows four weeks to correct it.

9. Price proposal

NO.	ITEM	PRICE
1	Phase 1 • Assessment and data model Inventory of the four source systems, target data model, migration plan	USD 96,000
2	Phase 2 • Loan and deposit reporting Ingestion, model and reports for loans and deposits, live in month four	USD 184,000
3	Phase 3 • Full migration Remaining sources, regulatory returns, decommissioning plan	USD 162,000
4	Training Six sessions for finance, risk and branch reporting users	USD 18,000
5	Option • Twelve months of support (optional) Monitoring, fixes and two change requests a month	USD 26,000
Total fixed price		USD 460,000

Payment schedule

PAYMENT	%	AMOUNT
On signature	20%	USD 92,000
Acceptance of phase 1	20%	USD 92,000
Acceptance of phase 2	35%	USD 161,000
Acceptance of phase 3	25%	USD 115,000

Prices are fixed per phase. Each phase is invoiced on acceptance by the bank's steering committee.

10. Compliance matrix

REF.	REQUIREMENT	ANSWERED IN	STATUS
2.1	The bidder shall migrate all four source systems listed in Annex A.	Proposed solution and technical approach	Addressed

REF.	REQUIREMENT	ANSWERED IN	STATUS
2.2	Loan and deposit reporting shall be available no later than month five.	Executive summary	Addressed
2.3	The platform shall be hosted in a data center located in the United States.	Proposed solution and technical approach	Addressed
3.1	Understanding of the bank's objectives and constraints	Understanding of the requirement	Addressed
3.2	Quality of the technical approach and data model	Proposed solution and technical approach	Addressed
3.3	Experience with regional banks of comparable size	Relevant experience and references	Addressed
3.4	Qualifications of the proposed team	Team and qualifications	Addressed
3.5	Price	Price proposal	Addressed
4.1	The technical proposal shall not exceed 40 pages.		Addressed
4.2	Audited financial statements for the last two years.		Addressed