NBID | ConnectOneBank

ConnectOne Smoothly Transitions $25MM+ in First Month Live and Enhances Commercial Banking Offering

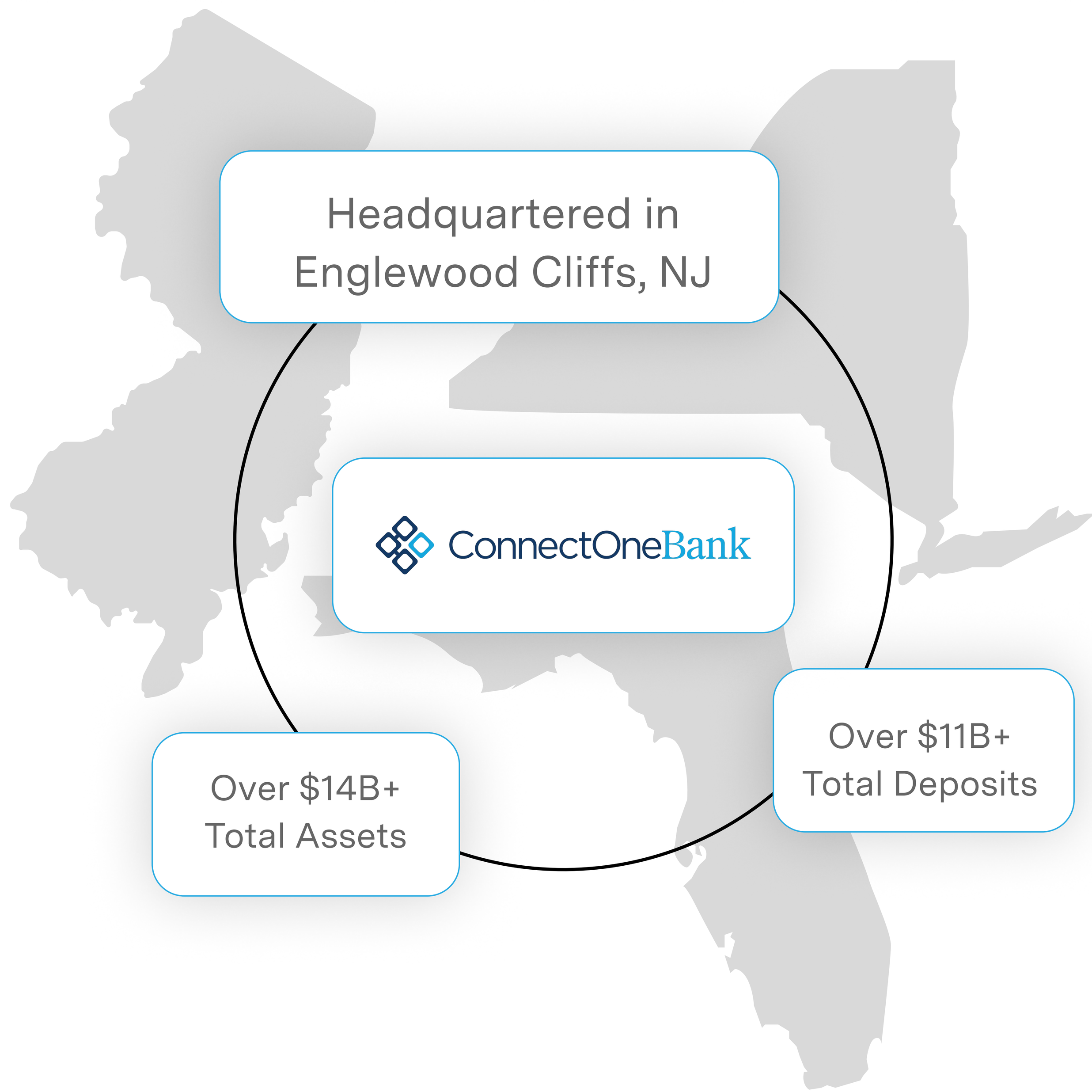
Modern Digital Interface: Clients manage and monitor their extended FDIC-insured funds through a clean, intuitive platform.

Expanded Features: The platform introduces advanced cash management tools, giving clients greater visibility and control over their liquidity.

Seamlessly Transitioned: depositors and moved $25mm+ in first month live.

Rolled out NBID: across branch and relationship manager teams using a train-the-trainer model with support from the NBID team.

About ConnectOne Bank



ConnectOne Bank is a commercial bank headquartered in Englewood Cliffs, New Jersey, with offices across New Jersey, New York, and South Florida. With over $14 billion in total assets and over $11 billion in total deposits, ConnectOne serves a broad base of consumer and business clients who expect both the security of FDIC coverage above standard limits and the competitive pricing of a bank that is working hard for them. ConnectOne joined the NBID network to deliver exactly that.

The Challenge

ConnectOne Bank has always competed on the strength of its client relationships and the value it delivers. As a leading commercial bank, ConnectOne wanted a solution that delivered enhanced insurance for depositors, with an improved experience benefiting the bank and the clients it serves.

> **Our clients expect us to work as hard for their money as they do. With NBID we can deliver enhanced coverage for clients through a seamless, modern platform that significantly enhances their banking experience, while maintaining a competitive yield.**
>
> ***Steve Primiano**, EVP, Treasurer & Chief Corporate Development Officer at ConnectOne Bank*

**NBID LLC is not a bank. Deposit insurance covers the failure of insured institutions, not NBID. Deposits are placed at FDIC-insured network institutions and are eligible for pass-through insurance up to $250,000 per institution. Certain conditions must be satisfied for "pass-through" FDIC deposit insurance coverage to apply. A list of participating banks appears at https://www.nbid.com/bank-list.*

Who ConnectOne Serves with NBID

ConnectOne uses NBID to serve consumer and business clients who carry balances above standard FDIC insurance limits. By adding NBID, ConnectOne gave its teams an advanced tool to support this segment, allowing clients to secure their funds without compromising on coverage, rate, or convenience.

The Solution

Same protection, better experience, enhanced economics.

NBID's reciprocal deposit network delivers the same protection ConnectOne's depositors expect with the benefit of allowing ConnectOne to pass along efficiency savings in the form of a better rate directly to their clients. Adding NBID created competitive leverage and optionality that the bank did not have before.

A rollout built for a bank that moves fast.

ConnectOne trained its Branch Managers and Relationship Managers through an in-person session led by the NBID team. NBID provided the training materials, marketing support, and content needed to properly support the ConnectOne team. From there, the bank used a train-the-trainer model, equipping attendees with a Learning in a Box to deploy a scalable training program. The approach let ConnectOne scale the rollout across its multi-state footprint without creating a drag on the teams who were also running the business.

Seamless integration and uninterrupted service.

ConnectOne utilized FIS Cash Manager and had a seamless transition in April. The integration install enabled a smooth transition of $25MM+ to the network the month following the implementation.

Collaboration with Community Banks.

The platform protects large client balances by collaborating with a network of secure community banks. Deposits are distributed across participating community banks to secure extended FDIC coverage, keeping deposits within the community banking ecosystem, strengthening local financial networks while keeping client assets fully protected.

Results

ConnectOne now has a competitive alternative it can bring to any large depositor conversation.

Enhanced Commercial Suite:

- Relationship managers can confidently win and retain large corporate, municipal, and institutional accounts by offering a modern, secure liquidity solution.

Operational Efficiency:

- Automated tracking and setup mean bank employees spend less time on manual administrative work and more time on proactive client service.

Sustainable Bank Growth:

- Generates predictable, non-interest fee income through specialized commercial services.
- Strengthens core deposit stability by deepening client relationships.

> **The product is exactly what our commercial clients need. NBID enhances our commercial banking suite and gives our teams a sophisticated, comprehensive solution that we can take into every business conversation we have.**
>
> *Steve Primiano, EVP, Treasurer & Chief Corporate Development Officer at ConnectOne Bank*