



2026 Preferred Vendor Checklist/Application

1. Must be current associate member of the Virginia Association of Community Banks
2. Company name, address, and brief company description
3. Name of officers and owners
4. Parent organization and subsidiaries
5. Name of the designated contact person who will work with VACB
6. Brief description of products
7. Is the service/product competitive with other VACB Associate Members in terms of quality and price?
8. What value proposition do you believe you will offer to our members?
9. List of competitors?? View VACB's Associate Members [HERE](#).
10. How do you differentiate yourselves from your competitors?
11. How many banks/financial institutions in Virginia are current customers?
12. How many banks nationwide are customers?
13. List of other banking associations you are working with and identify any endorsements/partnerships
14. Years of service to community banking industry
15. Does your company have adequate representation in Virginia?
16. Does your product/service meet with the approval of all state and federal regulatory agencies?
17. Are there any pending or known regulatory actions, lawsuits, or other legal actions against your company?

18. Marketing Plan – how do you intend to market your product/service to community bankers in Virginia?
19. What do you hope to gain from a prospective Preferred Vendor partnership with the Virginia Association of Community Banks?

Return to Katharine Garner,

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