

BT is highly regarded as one of the world's most socially responsible large corporations. In 2005, BT . . .

- Became the world's largest user of green energy – preventing the use of 325,000 tons of CO<sub>2</sub>, the equivalent of the emissions produced by nearly 100,000 cars.
- Provided extensive global telephone and online donation facilities after the Asian tsunami disaster.
- Reduced the amount of waste sent to landfills by 8%.
- Contributed over \$30 million to community projects across the world.

“ I am convinced that being a responsible company through living our values (trustworthy, helpful, inspiring, straightforward and heart) brings us business advantage.”

- Ben Verwaayen,  
Chief Executive Officer, BT

## Improve Your Business Communications in 2006

*Round the table, in the world's biggest meeting room...presenting a new BancSource business partnership with BT Conferencing*



Following a thorough due-diligence process, the BancSource Board of Directors has selected BT Conferencing as the newest BancSource Business Partner. Several Oregon bankers assisted in the review process, helping staff evaluate different providers and validating the selection of BT as the provider with the most valuable offering for community bankers.

### **About BT Conferencing**

BT (British Telecom) is the world's oldest telecommunications company, established in London in 1846. Today, BT has established a presence as a global leader in the telecommunications industry, and as a true innovator providing conferencing services for large and small businesses for more than 15 years.

The BancSource partnership with BT offers a range of conferencing services to elevate staff productivity, enhance customer relationships and reduce travel expenses. BT Conferencing provides a clear advantage to other services one may have used: quality of service, technological innovation, one-stop global solutions and the cost advantage of using a single source provider.

The liaison for the BancSource partnership with BT Conferencing, **Brad Daniel**, works from BT's US corporate headquarters in Braintree, Massachusetts. You can reach Daniel at (617) 801-6725 or email him at [brad.daniel@btna.com](mailto:brad.daniel@btna.com) with questions or for more information.

### **BT Conferencing Solutions**

**1) Audio Conferencing – BT MeetMe** audio conferencing enhanced with online tools allows groups with up to 40 participants to meet spontaneously, with or without Internet access.

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## BancSource Marketplace Continues to Expand *Massachusetts follows Tennessee as the newest addition to the BancSource footprint*

The BancSource team ended the year with a major new business initiative: exploring the possibility of adding the Massachusetts Bankers Association (MassBA) to its coalition. The MassBA is interested in the benefits associated with BancSource solutions, and plans are already underway for a formal launch of the new partnership, possibly by the end of this first quarter.

Nearly every bank in Massachusetts - over 200 strong - is a member of the MassBA. The Association, headquartered adjacent to the statehouse in Boston (and across the street from the Parker House Hotel – home of Parker House dinner rolls), is led by President & CEO **Daniel Forte**. Carefully coordinating efforts with BancSource staff is the vice president of member services for the MassBA, **Peter Blanchard**.

Massachusetts represents the first extension of BancSource into the northeastern US, providing important new access to banking organizations that promise to further build upon economies of scale. The promise of the increasing power of group purchasing through BancSource partnerships has become a reality, adding significant financial and service enhancements that would not otherwise be available to small and mid-size banks.

In the meantime, BancSource has been working closely with the Tennessee Bankers Association planning and executing the expansion of the BancSource check program to community and regional banks in Tennessee. A series of regional workshops will be held across Tennessee in early March to officially kick-off this new partnership. ■

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**2) Web Conferencing – Live Meeting 2005** powered by Microsoft. The latest version of Live Meeting enables people to have a phone conference while viewing and working on the same document, displayed on their PC screen via the internet. All that's needed is a phone and a PC with an internet connection. Live Meeting 2005 allows one to hold meetings from his or her desk with anyone, at any time, ranging from a snap meeting with immediate colleagues to a full-scale bank-wide or other meeting with up to 2,500 participants.

**3) Event Conferencing – BT Event Conferencing.** Featuring highly-trained BT Event Call coordinators who will assist with scheduling, greeting, and connecting participants. Once the meeting is underway, coordinators will handle all technical and administrative aspects of the call – leaving the host free to concentrate on the conference.

**The BancSource Value-Add for BT Conferencing Solutions**

Banks stand to benefit greatly by accessing conferencing solutions through the new BancSource business partnership with BT. In addition to the benefits listed below, BancSource's comprehensive due-diligence process led to the selection of a top shelf telecommunications company – one with a record of delivering quality service for more than 150 years.

- **Data and systems security.** BT Conferencing systems are SAS 70 compliant. BT takes the integrity and security of information very seriously and has solid safeguards in place to preserve the integrity and privacy of information.
- **Audio Conferencing.** Audio conferencing pricing at 4.9¢ a minute for toll calls and 6.6¢ a minute for toll-free calls. Web conferencing via Microsoft Live Meeting is priced at \$35 per named user per month. Every named user license authorizes up to 200 separate participants per web conference with unlimited minutes and no overages.

- **Training and support.** Professional customer support representatives are available 24x7 to provide assistance before, during or after any BT Conferencing event. Tutorials, user guides, and training webinars are also routinely available to assist bankers and help make the user experience exquisite.

For more information on the suite of BT Conferencing solutions endorsed by BancSource, please contact **Stephen Clark**, general manager, at (503) 581-3522 or [sclark@banc-source.com](mailto:sclark@banc-source.com). ■

**BENEFITS OF LIVE MEETING 2005:**

- *More effective meetings and efficient teamwork:* Hold impromptu or scheduled meetings, regardless of location. Documents can be shared and ideas discussed in real time.
- *Increased productivity:* Less travel and faster decision-making. Participants can meet online instantly, at any time. Sales, marketing, human resources and other virtual teams can work together more efficiently and economically.
- *Easy to implement:* Live Meeting 2005 can be easily deployed across the department or the entire bank. There's no time-consuming management or technology infrastructure support needed for the IT department.

**Check Program Highlights**

**Welcome New Participants!**

We are proud to announce that the following banks have recently joined our BancSource check program coalition:

- **Sonoran Bank** •  
Phoenix, Arizona
- **West Michigan National Bank** •  
Frankfurt, Michigan
- **Liberty Bank** •  
Salt Lake City, Utah
- **The Washington Bank** •  
Arlington, Virginia
- **Ranier Pacific Bank** •  
Tacoma, Washington
- **The Bank of Washington** •  
Lynwood, Washington

**BANCSource CHECK PROGRAM**

