

**For More Media Information:**

Kristin Evans — Catherine Roddy  
CU Engage — 727-698-9973  
marketing@cuengage.com

**For Immediate Release:****California Coast Credit Union Enlists CU Engage  
to Negotiate Contract with Kony**

San Diego, CA. - March 18, 2019 – California Coast Credit Union, a \$2.5B asset financial institution, announced last week that it selected Kony, Inc. as its new partner for online and mobile banking.

The credit union partnered with CU Engage, a credit union consulting company headquartered in St. Petersburg, FL., to help them close the deal via pricing analysis, contract evaluation, and negotiations.

“We brought CU Engage into our project during the final vendor selection — and we’re so glad we did,” said Angela Moran, CIO at California Coast. “At the time, we had an aggressive timeline and felt we needed an extra set of eyes during the contracting process. They were instrumental in ensuring that we negotiated a very thorough agreement. Not only did we benefit from CU Engage’s negotiation skills, but their depth of knowledge with various digital solutions in the credit union industry enabled us to ask the right questions at the right time. CU Engage truly provided a holistic approach to ensure that our partnership with Kony started off right.”

The success of the California Coast-Kony deal is a testament to the CU Engage team’s ability to jump into an existing evaluation and add tremendous value.

“We were thrilled to assist the California Coast team,” said Heather Moshier, Director of Technology Consulting at CU Engage. “They are forward thinking and focused on providing a solution that will be flexible to meet ever-evolving consumer expectations. We were able to quickly and comprehensively guide the credit union through the final, critical phases at an accelerated timeline that enabled them to meet tight internal project deadlines.”

**About California Coast Credit Union:**

Established by San Diego teachers in 1929, California Coast Credit Union is the longest-serving financial institution based in San Diego and holds true to its founders’ guiding principle of “people helping people.” With over \$2.5 billion in assets, the credit union now proudly serves more than 180,000 members through its local network of 25 branches and 60 shared branch locations, online and mobile banking, and 30,000 fee-free ATMs nationwide. California Coast is not-for-profit, provides no-cost financial



education for adults and youth, and is committed to improving the lives of its members and others in the community. Anyone who lives or works in San Diego or Riverside counties may qualify for membership. For more information, visit [calcoastcu.org](http://calcoastcu.org) or call (877) 495-1600.

**About CU Engage:**

We are thought leaders who operate with a member-first philosophy. At CU Engage, we're laser focused on ensuring that our credit unions can make well-informed decisions on vendor relationships in a timely manner so they can change at the speed of the consumer! Learn more about us and read testimonials from our other clients at [www.cuengage.com](http://www.cuengage.com).

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