



**FOR IMMEDIATE RELEASE**  
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### **CBHV and CU Collections form Strategic Partnership**

Manassas, VA (February 5, 2013): CU Collections, a division of Innovative Strategic Solutions (ISS), is pleased to announce that Collection Bureau Hudson Valley (CBHV) has formed a strategic partnership with ISS's parent company, FedFinancial Federal Credit Union (FCU).

CU Collections, a Credit Union Service Organization (CUSO), services consumer receivables throughout the United States, primarily for credit union clients. The company specializes in providing early-stage, pre-charge-off solutions.

Eric Najork, President of CBHV, stated, "We are very impressed with the results that CU Collections has achieved for its clients and are not planning for any major changes within its operation. We will, however, use our market knowledge developed over 35 years in the collection industry, to augment their already impressive offerings. For example, we believe that our post-charge-off collections expertise is a nice complement to CU's services, and will provide new opportunities for CU's clients."

ISS CEO and President, Kenneth Demello, commented, "CU Collections is a leader in offering credit unions an effective way to outsource their collection department, reduce expenses, and generate better results. This partnership brings us additional capabilities so that we can serve more credit unions and provide a wider array of services."

Greenberg Advisors advised the shareholders of FedFinancial FCU and ISS in the creation of this strategic partnership.

#### **About Collection Bureau Hudson Valley**

Collection Bureau Hudson Valley ([www.cbhv.com](http://www.cbhv.com)) has over 35 years of experience collecting on accounts for a variety of institutions including credit unions, banks, health care providers, and other organizations. In addition to their many bank clients, CBHV provides post-charge-off collections services to credit unions.

#### **About CU Collections**

CU Collections ([www.cucollections.com](http://www.cucollections.com)) is a division of Innovative Strategic Solutions, LLC (ISS), a Credit Union Service Organization (CUSO) owned by FedFinancial Federal Credit Union. ISS was created in 2002 and provides outsourced collection services to credit unions nationwide through the CU Collections brand.

#### **About Greenberg Advisors**

Greenberg Advisors ([www.greenberg-advisors.com](http://www.greenberg-advisors.com)) provides trusted M&A and strategic advice within the financial services and business services sectors worldwide. The firm is best known for its expertise in Accounts Receivable Management (ARM), Revenue Cycle Management (RCM), Business Process Outsourcing (BPO), and Specialty Finance. Focused on these interrelated sectors for over 15 years, the firm's professionals offer a comprehensive, yet highly specialized perspective from which to advise clients, which has resulted in the completion of nearly 100 merger & acquisition (M&A), capital raising, valuation, and strategic advisory transactions. These client successes reflect a distinct client-first approach, objective point of view, deep sector expertise, and roll-up-the-sleeves work ethic.

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