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Pace of ATM Outsourcing Picks up Across the Country

Dolphin Debit, the full-service ATM management company, continues to add client credit unions across the United States. Dolphin Debit was recently selected by four credit unions to provide ATM outsourcing services spanning the Midwest, Northeast and Pacific Northwest.

The credit unions are:

- Pinpoint FCU, Milton, Pennsylvania
- Castparts Employees FCU, Portland, Oregon
- Quest FCU, Kenton, Ohio
- River Region CU, Jefferson City, Missouri

Quest FCU has seven of its 18 ATMs under Dolphin Debit's management. The credit union has deployed its Dolphin ATMs at SEG sites and other offsite locations, and Chief Financial Officer Paige Wallace said that as its other ATMs are retired, the credit union will continue to migrate additional ATMs to Dolphin.

In partnership with CULIANCE, Dolphin initially installed a new offsite ATM at a Bureau of Motor Vehicles office, and the relationship with Quest has grown ever since.

"The cost factors were a huge consideration," Wallace said of Quest FCU's decision to begin working with Dolphin Debit. "They ultimately pick up the cost. We aren't purchasing the ATM or having to do the EMV upgrade. We deployed our first one just to see how it would work, and it was so successful we didn't have any questions after that."

Wallace added that Quest FCU appreciates that it doesn't have to worry about maintaining or servicing the Dolphin ATMs, as it does with those ATMs it still manages, and expects to move additional ATMs to Dolphin over the next year.

"Adding these clients further expands the reach of Dolphin Debit, serving credit unions from coast to coast," said Gary Walston, co-founder of Dolphin Debit. "We have purposely managed our growth and our expansion carefully, to be sure that as we enter any new regional markets, we can continue the premier level of service and attention that our clients have come to expect."

About Dolphin Debit

Dolphin Debit Access is a full-service ATM management company that owns and operates ATMs for financial institutions. Dolphin's turnkey ATM service includes deployment of new ATM equipment combined with terminal driving, ATM maintenance, armored car service, communications, monitoring and dispatch, and cash management. Dolphin Debit operates all types of equipment in various on-premises and off-premises venues. In addition, Dolphin Debit has the rights to install and operate drive-up ATMs at Walmart/Murphy USA locations in multiple states. Dolphin Debit customizes solutions to the specific needs of clients, with a flexible, cost-saving approach that enables redeployment of company assets to improve the bottom line. For more information, visit dolphindebit.com.