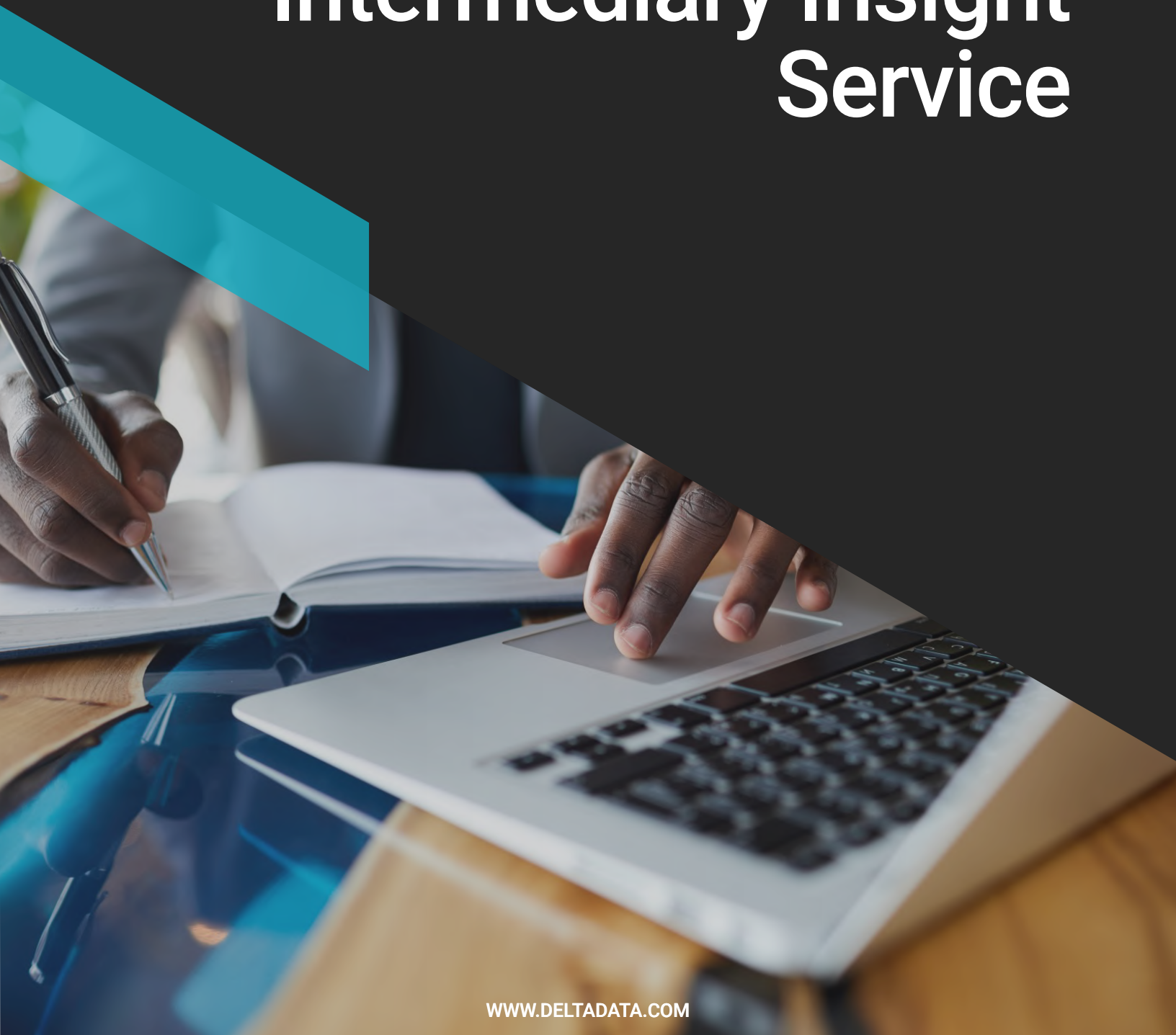


Optimize Oversight with Delta Data's Intermediary Insight Service



With the rise of omnibus recordkeeping, and the resulting loss of transparency into underlying shareholder activity, asset managers needed new tools to ensure intermediary compliance with their policies and procedures. The resulting introduction of the Financial Intermediary Controls and Compliance Assessment (FICCA) provided a standardized framework for an operations-focused audit engagement.

Delta Data leverages its unmatched expertise in operations assessment, data analysis, and data management to help asset managers manage distribution partner audit reports review through its Intermediary Insight service.

DIVING IN

Intermediary Insight: The Basics

Audit report review is a best practice in many asset managers' oversight of distribution partners. Documents commonly used include SOC 1, SOC 2, and FICCA audit documents, and any combination of relevant supplemental information, such as antimoney laundering certifications and questionnaires. Reviewing those reports and identifying gaps within can be extremely time consuming, however, and that can drain substantial amounts of resources.

A solution to these new challenges is Delta Data's Intermediary Insight.

Through Intermediary Insight, Delta Data provides a platform to host critical intermediary audit documents in a single, central location; conducts a thorough review of all relevant information; and displays the output in a consistent framework driven by the FICCA's 17 areas of focus. By translating the 17 areas of focus into a more detailed 82-point framework, Delta Data's Intermediary Insight allows clients to focus on the specific control topics within an area that may warrant further attention.



THE SOLUTION

Delta Data's Intermediary Insight

Intermediary Insight streamlines and digitizes the reviewing process, providing the following key components in its gap analysis reporting:

MULTIPLE REPORTING OPTIONS

Reporting options within the platform enable viewing different aspects of the resulting analysis, such as year-to-year comparisons and insufficient control descriptions.

CONTROL INFORMATION

Delta Data's review team provides detailed information around each control topic, identifying controls as either Sufficient, meaning there is coverage for that control within the report; Insufficient, meaning there was a finding identified during the auditor testing; or Not Addressed, meaning there is nothing meaningful regarding that control in the report.

PAGE CITATIONS

Delta Data's gap analyses also include page citations and reference hyperlinks so users can easily navigate the audit documents and find the specific pieces of information the Delta Data team used to conduct its assessment on each control.

EXCEPTION DETAILS

Delta Data provides a full analysis of clients' intermediaries' audit documents, including a complete view of all exceptions and the related management response.

Delta Data's Intermediary Insight platform is all about speed and convenience. It allows clients to easily and securely host documents and to access gap analyses and Delta Data's reporting options, relieving reviewing tasks from their teams and outsourcing them to the qualified team of experts at Delta Data. This saves clients time, resources, and personnel, which they can devote to other Intermediary Insight oversight activities.



The Value Intermediary Insight Delivers for Clients

MORE EFFICIENT & EFFECTIVE AUDIT REPORT REVIEWS

Intermediary Insight enables clients to outsource audit report reviews to Delta Data's in-house team of experts so they do not have to cull those audit documents and conduct their own gap analysis. As part of this process, Delta Data captures the exceptions noted by the auditor and highlights them in reporting, making it easy and straightforward for clients to decide where to focus their oversight activities.

CENTRALIZE ALL INTERMEDIARY INSIGHT OVERSIGHT ACTIVITIES IN ONE LOCATION

Internal teams can view FINRA disciplinary history and news to receive a summary and detailed information about all disciplinary action taken against their distribution partners. This saves them from checking the FINRA BrokerCheck site and manually searching that information themselves.

Additionally, the Delta Data platform's solicitation function enables clients to easily manage and track progress when requesting and receiving audit reports from their intermediaries.

PRIORITY RANKINGS FOR INDUSTRY BENCHMARKING

Clients can priority rank the controls that are most important to them based on how relevant they are to their business. A fund might not currently rank a control as a high priority, but Delta Data enables them to see whether the industry at large is rating the same control as a higher priority than they are, which can help them make appropriate adjustments. All benchmarking is blinded, and data is presented in aggregated form only.

Benchmarking is particularly useful in board conversations about whether a fund is applying the same level of rigor to key oversight topics as others in the industry.

DIGITAL SERVICE WITH A HUMAN TOUCH

Rather than being a pure software offering, Intermediary Insight is a content and knowledge-based service that is backed by humans with decades of industry experience. That means funds get the benefits of consistency, objectivity, and speed while significantly reducing the margin of error. Clients also receive unlimited access to experienced relationship managers who provide consultative support and help clients identify best practices in oversight.

EXTENSIVE LIBRARY OF STANDARDIZED REPORTS

Once they are onboarded, clients can leverage Delta Data's report library to present information effectively to stakeholders. Since first introducing Intermediary Insight, Delta Data has built an extensive library of standardized reporting options that clients can access at any time. In addition, the Delta Data team can and will work with clients to tailor existing reports to fit their specific needs and requirements.

ACCESS TO THE WIDER COMMUNITY

Partnering with Delta Data gives clients access not only to Delta Data's software solutions and team of experts, but also to the wider community of asset managers. Delta Data conducts quarterly user group calls and hosts an annual client conference. These events allow Delta Data clients to communicate about a myriad of topics around which they frequently share best practices regarding oversight.

These calls and sessions also give clients an opportunity to pose questions directly to Delta Data product experts to gain insights around system usage, enhancements, and other information related to Intermediary Insight, as well as other solutions., which contributes to a stronger sense of community.

DIRECT INTERMEDIARY SOLICITATION FOR FURTHER CONVENIENCE

In addition to the actual process of analyzing documents and locating gaps, the process of contacting intermediaries and obtaining the necessary documentation can be a significant resource drain for firms. Delta Data is focused on continually expanding the number of direct relationships it cultivates with intermediaries to collect documents on behalf of clients.



Partner with Delta Data's team of Intermediary Insight Experts

The financial services markets are faster paced than ever, and that means funds have to streamline their operations to stay efficient and ahead of change. Intermediary Insight enables them to eliminate many of the inefficiencies around intermediary oversight and get back to doing what matters most for their business.



www.deltadata.com



sales@deltadata.com



(706) 321-5551