

## Making an Informed Decision

*With more than 16 years of experience, TPG has responded to numerous requests for proposal and a consistent pattern has emerged with regard to selection criteria. Your institution may rank the selection criteria differently, but each category should be evaluated and play a role in your decision. We believe our experience with this process can assist you in evaluating TPG's software solution against those of our competitors.*

Some suggestions to help you qualify systems include:

- Making sure the system you select not only meets but improves your *business, functional, and technical* requirements.
- Selecting a *flexible* and *extensible* system that *easily integrates* with other software applications in your environment. The system should provide the capability to adapt to changing business requirements. You should be able to extend the product's capabilities through your own efforts as opportunities present themselves.
- Confirming the vendor you select has an ongoing and active research and development effort, committed to improving its product offerings.
- Verifying the vendor's commitment to providing a high level of support and maintaining a good customer satisfaction rating.
- Evaluating the product life cycle, and how the vendor implements upgrades and bug fixes. Put the vendor through testing and "test drive" the product if you can.

Finally, don't be afraid to *look behind the curtain*. Investigate whether or not the product uses industry-standard tools, libraries and databases—support for cryptic non-standard software packages introduces complexity and excessive cost for maintenance.

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**Broad Functionality Provided by TPG's Software Solutions Include:****Core System Securities****Assets**

- Corporates
- MBS Securities
- Asset Backed Securities
- CMOs, CDOs, CLOs
- Municipal Bonds
- Equities
- Tax-Exempt Money Markets
- Taxable Money Markets
- Reverse Repos
- Exchange Traded Funds
- Foreign

**Liabilities**

- FHLB Borrowings and Advances
- Issued CDs
- Loans and Commitments
- Repos (Overnight and Term)
- Agency Notes & Bonds
- Structured Agencies
- Federal Funds Purchased
- Issued Bankers Acceptance
- Redeemable Preferred Stock
- Commercial Paper

**Derivatives**

- Interest Rate Swaps, Caps, Collars, & Floors
- Swaptions
- Futures & Options
- Foreign Currency

**Core System Transactions****Trade Entry Processing**

- Automated Feeds
- Real Time Processing
- Buys & Sells
- Maturities
- Repo Collateral
- Online Inquiry
- Tax Lot Level Processing
- Pledge & Safekeeping (Unlimited)

**Cash Processing**

- Cash Flow Projections
- Cash Reconciliation (P&I)

**Interest/Yield/Book Value/Fair Value**

- FAS 91 Accretion and Amortization
- Interest and Dividends
- Principal Amortization

**Mortgage Backed and CMO Processing**

- Automated Paydowns
- TBA Processing

**Pricing and Corporate Actions**

- Automated Pricing Feeds
- Manual Pricing
- FAS 115 Mark-to-Market

**Liabilities Processing**

- Internet Update Capability

**Hedge Accounting**

- Hedge Linking
- Hedge Documentation
- Measure Hedge Effectiveness
- FAS 133 Compliant Reporting

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**Core System Reporting****Standard Reports**

- More than 300 Provided
- Accounting (Daily, Weekly, Monthly, etc.)
- Management
- Inventory
- Activity
- Executive/Board Reports & Graphs
- Regulatory/Call Reports/CMR Reports
- Exception, Balancing, etc.)

**Custom Reports**

- Third Party Report Writer
- Accessible Data/Data Dictionary
- Graph Capabilities

**Core System Integration****Interfaces to Third Party Data Suppliers & Systems**

- Data Suppliers (Bloomberg Data License, Interactive Data, Yield Book, etc.)
- Analytic Software (Bloomberg API, CMS, etc.)
- Trade Front End (Bloomberg Trading)
- Custodial Interfaces
- A/LM Systems
- GL Systems
- Custodial Interfaces
- Internal Data Warehouse

**System Utilities to Import/Export Data**

- Standard Data Query (Access, Excel, etc.)
- Internet Connectivity
- User-Defined Data Export

**Technology Platform****Operating System**

- Industry Standard (Microsoft)
- MS Windows Server
- Win64
- MS Workstation (XP)
- Relational Data Model (MS SQL 2000 & 2005)

**Hardware**

- Industry Standard
- Minimum Specifications (Server & Workstation)
- Network Enabled (LAN, WAN, Internet)

**Implementation and Consulting Services****Product Implementation**

- Project Management
- Structured Plan for Implementation
- System Integration

**Data Conversion**

- Structured Conversion Plan
- Data Reconciliation

**Training**

- Onsite Training
- Web-Based Training
- Additional Training

**Company****History**

- References
- Active Research & Development
- Built on Industry Standards (Tools, Libraries, Databases)
- Financial Stability & Strength
- Deliverable Track Record (Modifications & Enhancements)
- Support Track Record

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*No one wants to “overpay” for a system; however, no one wants to endure a difficult implementation or experience poor support and training. TPG will meet your business needs, ensure a smooth implementation, and provide support for your ongoing system needs.*

### Summary

Purchasing a portfolio accounting software system can be an arduous task. An ideal solution is to find an integrated portfolio management and accounting solution that *does it all* in a seamless flow that works for all your financial departments and participants—a system built on using current technology that meets your business, functional, and technical requirements while linking all your other systems (front office, middle office, and back office) to a common database and a universal data source. The importance of these factors in overall cost of implementation and operation quickly becomes apparent.