



# THE MONEY MANAGEMENT INSTITUTE

The Yale Club of New York City

50 Vanderbilt Avenue

November 14, 2006

## TECHNOLOGY SPOTLIGHT WORKSHOPS: *Performance and Billing Solutions for Managed Account Solutions*

### AGENDA

**8:30 – 9:30**            **REGISTRATION AND CONTINENTAL BREAKFAST**

**9:30 – 9:45**            **WELCOME AND INDUSTRY REMARKS**

**9:45 – 11:00**        **MEASURING SMA PERFORMANCE ACCURATELY &  
EFFICIENTLY: *BEST PRACTICES & NEW APPROACHES***

Performance measurement in retail SMA's is different than institutional accounts or mutual funds. What are those differences and are technology providers able to address performance needs unique to SMA's? Our panelists will address the following topics:

- How do these systems scale to retail SMA volumes?
- What are the issues around establishing and maintaining composites?
- Do retail accounts need the complex calculations of institutional accounts such as attribution?
- Given retail volumes, what is the standard for review of an outlier?
- Are custom benchmarks becoming more prevalent?
- Under new AIMR/GIPS guidelines, when is Sponsor generated performance acceptable or usable?

*Moderator:*

**Andrew Clipper**, Director, Citigroup Global Transaction Services

*Panelists:*

**Nancy Camarata**, Director of Operations, Neuberger Berman

**Lisa Hanes**, Director, Operations Smith Barney Consulting Group

**Diane Robertson**, Head of Performance Measurement, Legg Mason

**Eric Schafer**, Director, Performance Analytics, Citigroup Global Transaction Services

**11:00 – 11:30**        **FIRST RATE INVESTMENT SYSTEMS**

**Dr. Brian Thompson**, Managing Director

**11:30 – 12:00**        **CHECKFREE**

**Rich Adams**, Director of Product Management

- 12:00 – 1:15**      **LUNCHEON**  
*Sponsored by our Solutions Providers*
- 1:30 – 2:00**      **THOMSON FINANCIAL**  
**Dave Eaton**, Sales Director, Performance & Attribution
- 2:00 – 3:15**      **SMA BILLING: CHALLENGES IN CALCULATING FEES AND VERIFYING PAYMENTS**  
The billing panel will focus on specific billing issues that have faced each of our panelists as they relate to Separately Managed Accounts, Unified Managed Accounts and Mutual Fund Wraps. In addition to case studies our panelists will address the following topics:
- Problems facing managers attempting to coordinate different billing structures in multiple sponsor programs
  - Sponsors coordinating payments to managers, brokers, RIAs, trading desks, vendors, etc.
  - Keeping track of 12b1 fees
  - Issues with UMAs & UMHs across multiple registrations, breakpoints and asset classes
- Moderator:*  
**Steve Boyle**, Director of Relationship Management, JP Morgan Chase
- Panelists:*  
**Amy Handelman**, Vice President, Manager of Third Party Business, JP Morgan Asset Management  
**William O'Dell**, Director of SMA Operations and Administration, Lord Abbett  
**James Penman**, SVP, Global Wealth & Investment Management Technology & Operations, Bank of America
- 3:15 – 3:30**      **REFRESHMENT BREAK**
- 3:30 – 4:00**      **REDI2TECHNOLOGIES, INC.**  
**Seth Johnson**, Chief Executive Officer
- 4:00 – 4:30**      **OCTAVIAN, INC.**  
**Moshe Barnes**, Founder & Chief Executive Officer
- 4:30 – 5:00**      **INTERACTIVE TECHNOLOGIES, A FISERV COMPANY**  
**Tom Dackow**, President
- 5:00 – 5:15**      **QUESTIONS & CLOSING REMARKS**
- 5:15 – 7:00**      **COCKTAIL RECEPTION**  
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**TECHNOLOGY SPOTLIGHT:**  
*Performance and Billing Solutions for  
Separately Managed Account Operations*

NAME: \_\_\_\_\_ BADGE NAME: \_\_\_\_\_

COMPANY: \_\_\_\_\_ TITLE: \_\_\_\_\_

ADDRESS: \_\_\_\_\_

CITY: \_\_\_\_\_ STATE: \_\_\_\_\_ ZIP: \_\_\_\_\_

PHONE: \_\_\_\_\_ FAX: \_\_\_\_\_ EMAIL: \_\_\_\_\_

**REGISTRATION:**

**TECHNOLOGY SPOTLIGHT WORKSHOPS**

**Conference fee: NO CHARGE, but registration required\*\***

**\*\*MAXIMUM OF TWO REGISTRANTS PER FIRM**

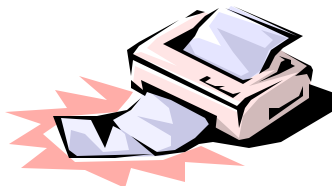
**\*\*REGISTRATION IS FOR MMI MANAGER AND SPONSOR MEMBERS ONLY**

**CANCELLATIONS:**

Please notify the MMI office at (202) 822-4949 in advance of any cancellations or substitutions.

**CONFERENCE ATTIRE:**

Proper dress will be business attire.



**REGISTER BY FAX**  
**(202) 822-5188**