



Operations and Communication Standards Committee Update

MASS Managed Account Solutions Standards



Operations and Communication Standards
Committee Update

**MASS - Managed Account
Solutions Standards**



MASS - Managed Account Solutions Standards

2008 The Year of Adoption



Standards Committee Update

- Open source license approved - GNU-LGPL
- [Sourceforge.net/projects/massmanagedacco](https://sourceforge.net/projects/massmanagedacco)



Standards Committee Update

- 24 Schema loaded to project
 - 8 tested
 - 16 untested
- First Release of ratified schema compliant with version 3.0 later this year



Standards Committee Update

- New Logo
- New website
- Welcome kit
- Vendors building solutions
- One day conference webinar Apr 9th
- New Model Sub-Committee



M

A

**MANAGED
ACCOUNT**

S

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**SOLUTIONS
STANDARDS**





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- ◆ Groups
- ◆ Blogs
- ◆ Create content
- ◆ My unread
- ◆ My account
- ◆ Administer
- ◆ Log out



Welcome to [Communications Standards - Managed Accounts Industry](#)

Communications Standards for Managed Accounts Industry provides a central gateway for seamless communication of some of the most important information required to establish and maintain managed accounts. It links all trading parties to one standardized platform through a single connection. The service automates the flow of data for a wide variety of managed accounts products while reducing errors and operational risks.

The managed accounts industry has grown dramatically, but still relies on paper-intensive, manual processes to initiate and manage the portfolios of investors. The Communications Standards for Managed Accounts Industry Service, information is exchanged in the form of standard messages through one central platform, so errors, delays and operational costs are greatly minimized.

[Communication Standards](#)

In 2005, the Managed Accounts Industry began an initiative in conjunction with portfolio manager firms and sponsor investment firms to produce a set of standardized messages and processes for the managed accounts industry.

[Events](#)

[Evening and corporate entertainment](#)

March 25, 2008

Westin Copley Plaza, Boston

[News & Information](#)

[Merger Announced](#)

The Managed Accounts Industry and Forum for Investor Advice Announce Merger.

[Managed Accounts Industry's Standards Effort Recognized](#)

Managed Accounts Industry's Standards Effort Recognized by Operations Management



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Straight-through Processing and Scalability: A Business Case
for the
Managed Solutions Industry

Gib Veconi and Gary Jones



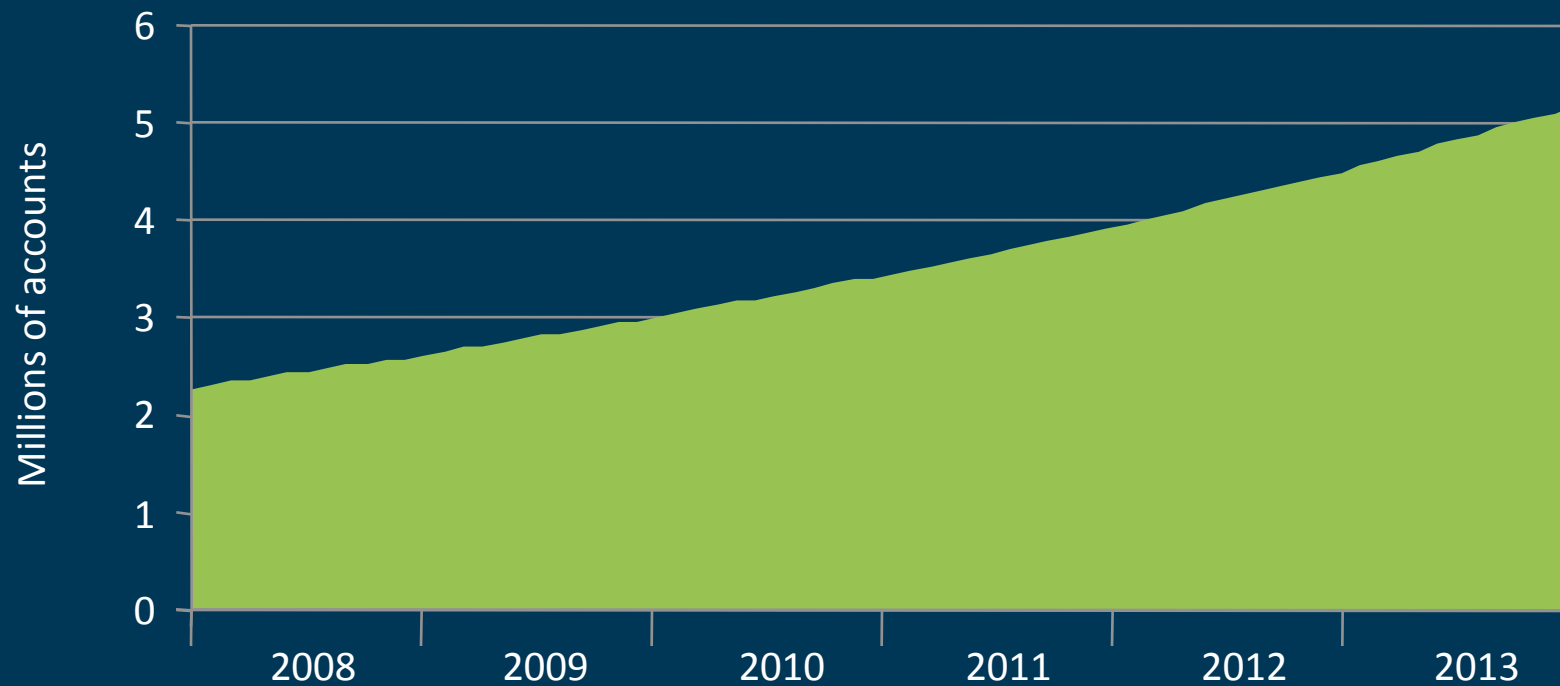
Projected growth of managed solutions





Projected growth of managed solutions

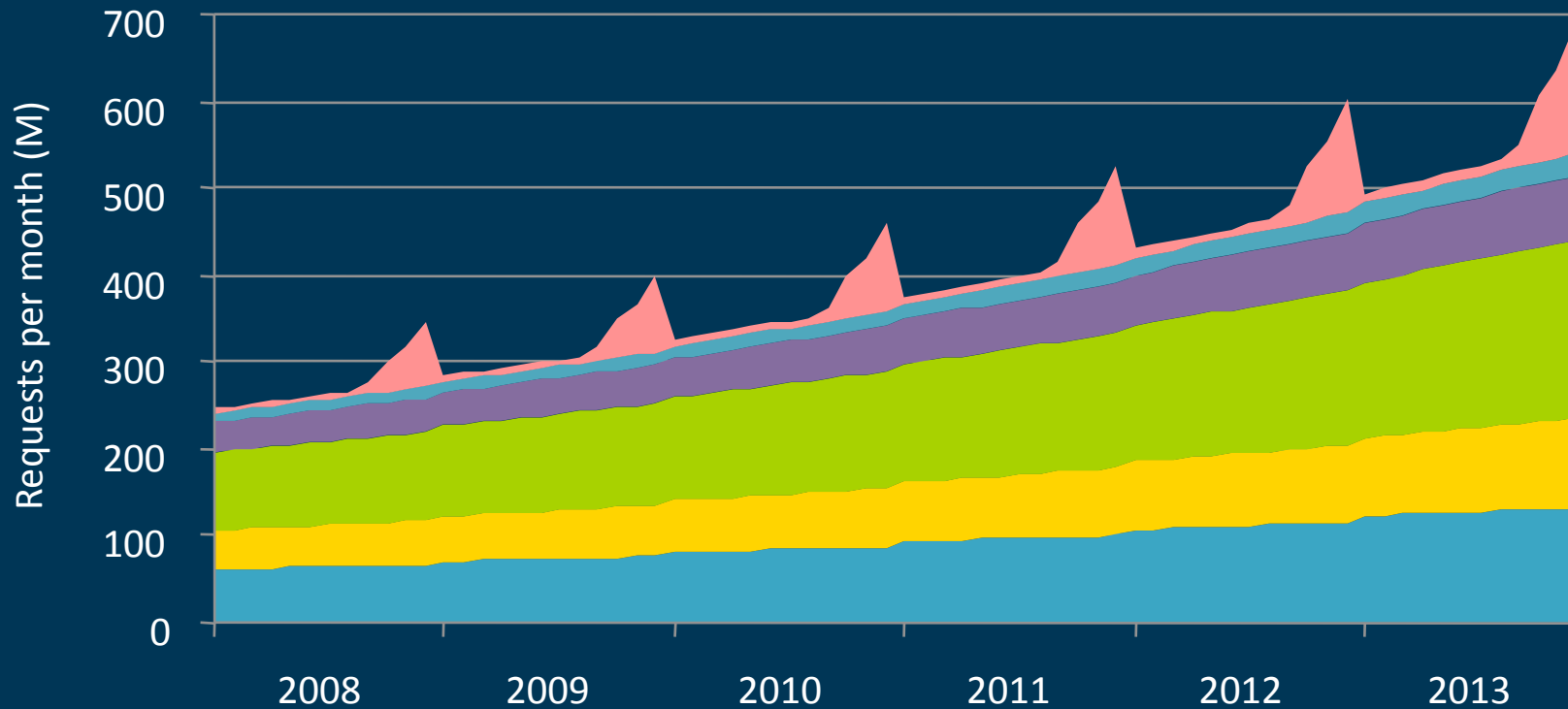
- 18% CAGR results in over 5 million managed accounts by 2013





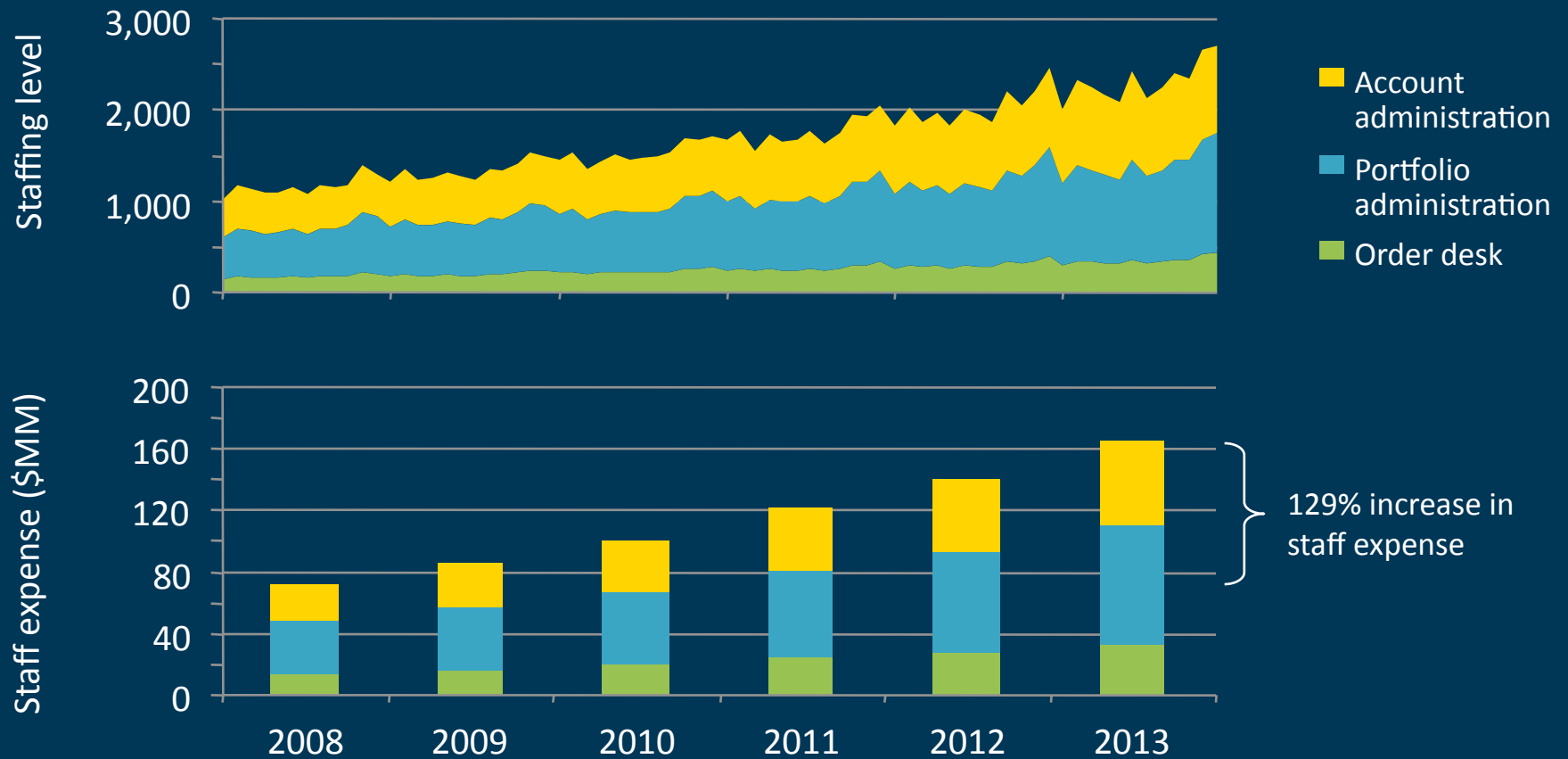
Projected increase in client request volume

- New account
- Contribution
- Distribution
- Termination
- Style change
- Tax harvest



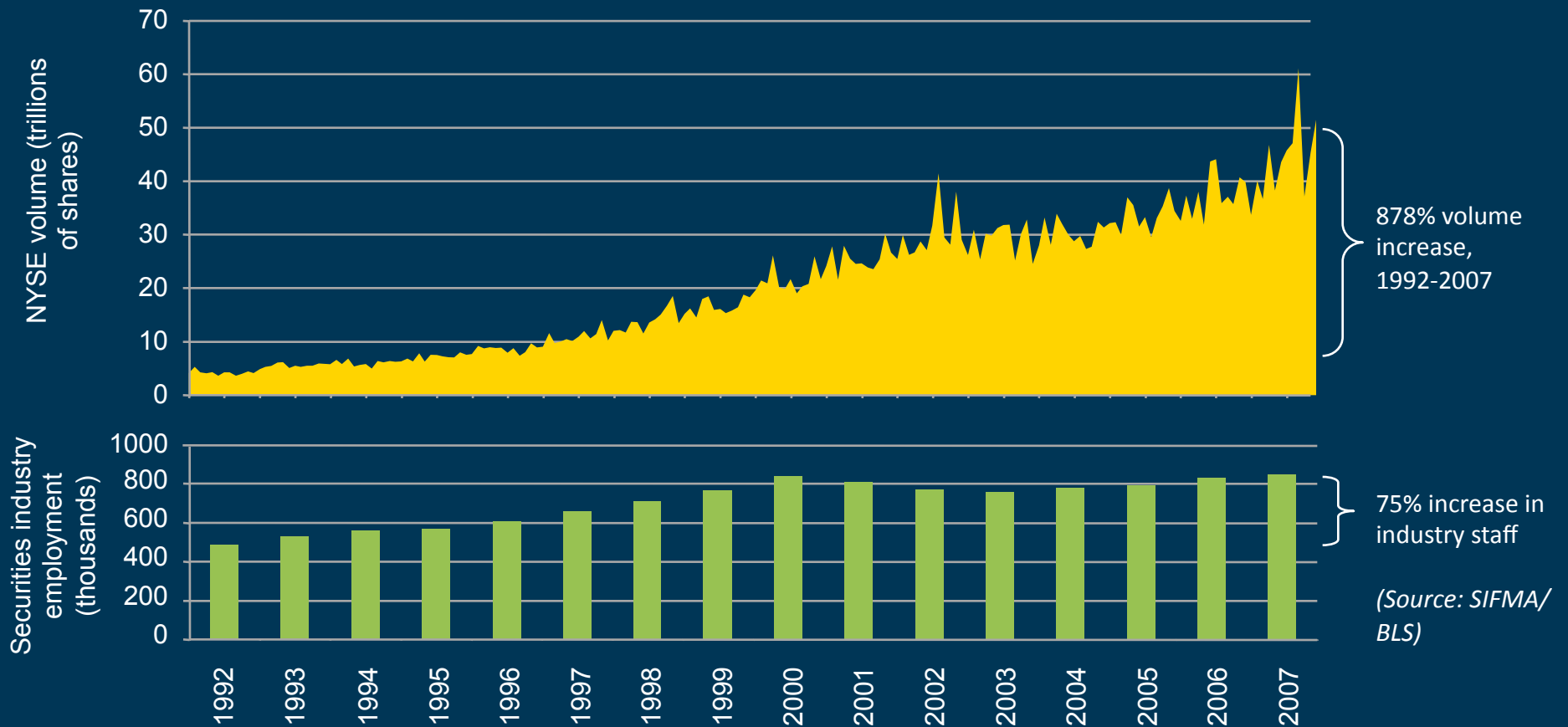


Staff expense associated with servicing client requests





Securities industry historical context





What changed?

OLD

- Paper based
- People intensive
- Proprietary
- No standards



NEW

- Integrated technology
- Communication standards
- Single point of entry
- Enhanced industry utilities

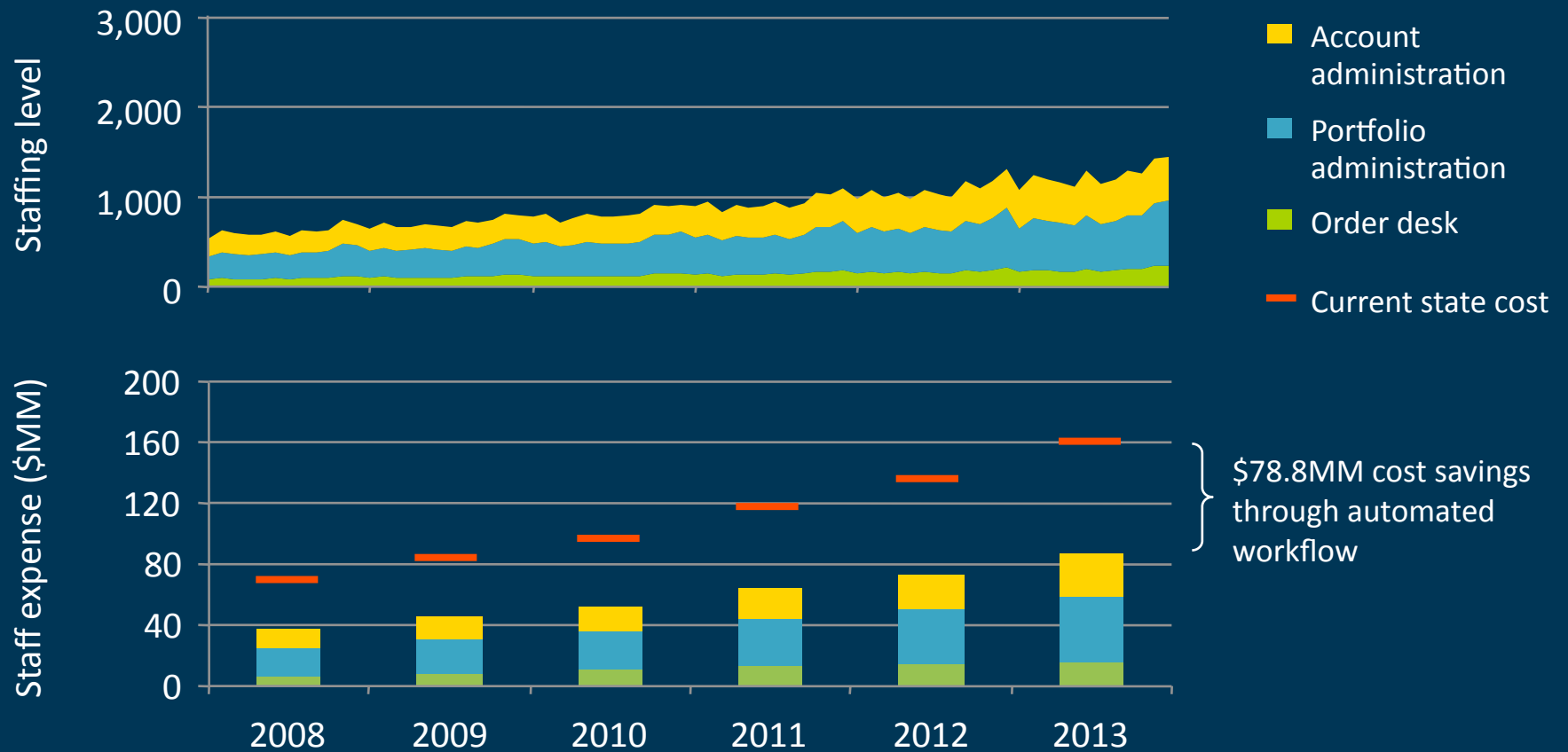


What are the possible efficiency gains for the MAS industry?

- Implied gain of 450%?
- Initial implemented workflow solutions increased productivity of 75-100%



Industry cost savings from 75% productivity gain





Technology +
communication standards =

- ✓ Better productivity
- ✓ Cost savings
- ✓ Industry scalability



Recommendations for member firms

1. Understand and build the business case for your own internal environment
2. Assess gaps in your existing systems and communications
3. Establish projects for Communication Standards and STP Technology