



Delivering change through collaboration

Adviser Forum is managed and facilitated by



2009 Prospectus



Contact Details

Financial Technology
Research Centre
Adviser Forum Enquiries

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FTRC proposition

Mission: To maintain an unparalleled understanding of operational issues in intermediated financial product distribution in order to help facilitate greater market efficiency

Objective: To be able to assist major players in identifying and achieving market leading e-commerce solutions

Adviser Focused	Collaborative	Provider Focused	
<p data-bbox="571 719 853 794"><i>Adviser e-Health check</i></p> <p data-bbox="539 847 884 946">Objective measurement of adviser use of technology and e-commerce</p> <p data-bbox="584 1026 840 1090">Adviser Proposition Overview</p> <p data-bbox="524 1166 898 1198">Adviser Proposition Analysis</p>	<p data-bbox="1003 624 1279 663">Collaborative</p> <p data-bbox="1014 711 1267 743"><i>Adviser Forum</i></p> <p data-bbox="943 839 1346 1114">Bringing together major Advisers, Life Offices, Fund Managers, Fund Supermarkets, Wrap and Software providers to collaborate in the development and adoption of more efficient business processes</p>	<p data-bbox="1447 707 1659 783"><i>e-Excellence Surveys</i></p> <p data-bbox="1420 823 1697 887">Adviser requirements and market analysis</p>	<p data-bbox="1805 707 2074 783"><i>e-Enhancement Propositions</i></p> <p data-bbox="1805 815 2080 879">Provider specific proposition overview</p> <p data-bbox="1812 959 2074 1058">Provider specific proposition and gap analysis</p> <p data-bbox="1760 1134 2130 1166">Bespoke/Partnered services</p> <p data-bbox="1816 1190 2069 1289">Recommendations Solutions Implementation</p>



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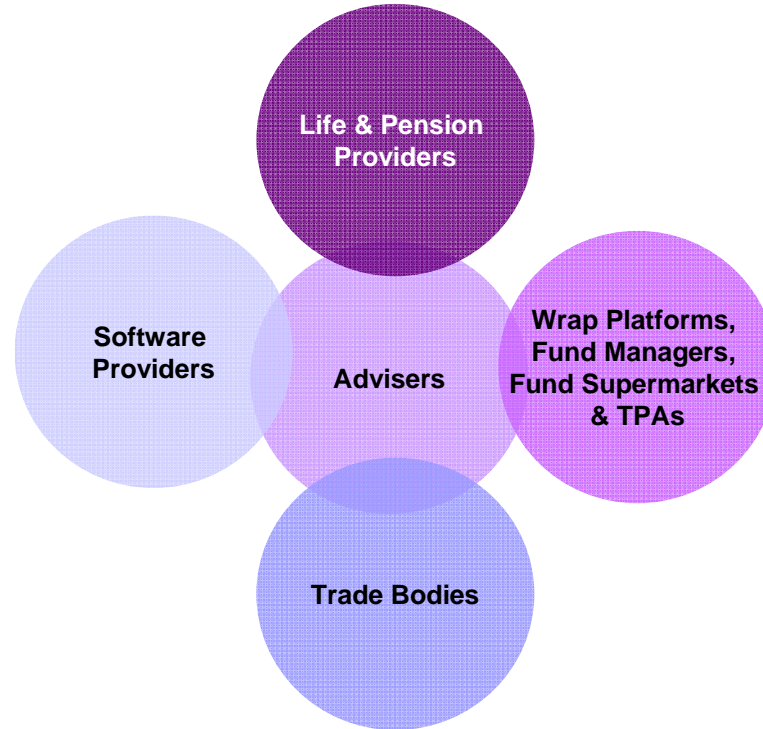
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Adviser Forum Core Groups



- Adviser Forum is an environment where the major adviser and product provider firms can meet to discuss key business issues and identify how to address them co-operatively.
- It focuses on improvements to business processes, achieving cost savings and service enhancements.
- Solutions to these issues will, for the most part, be found through the use of technology however discussions are not restricted to technology solutions alone; issues are addressed from a business perspective.

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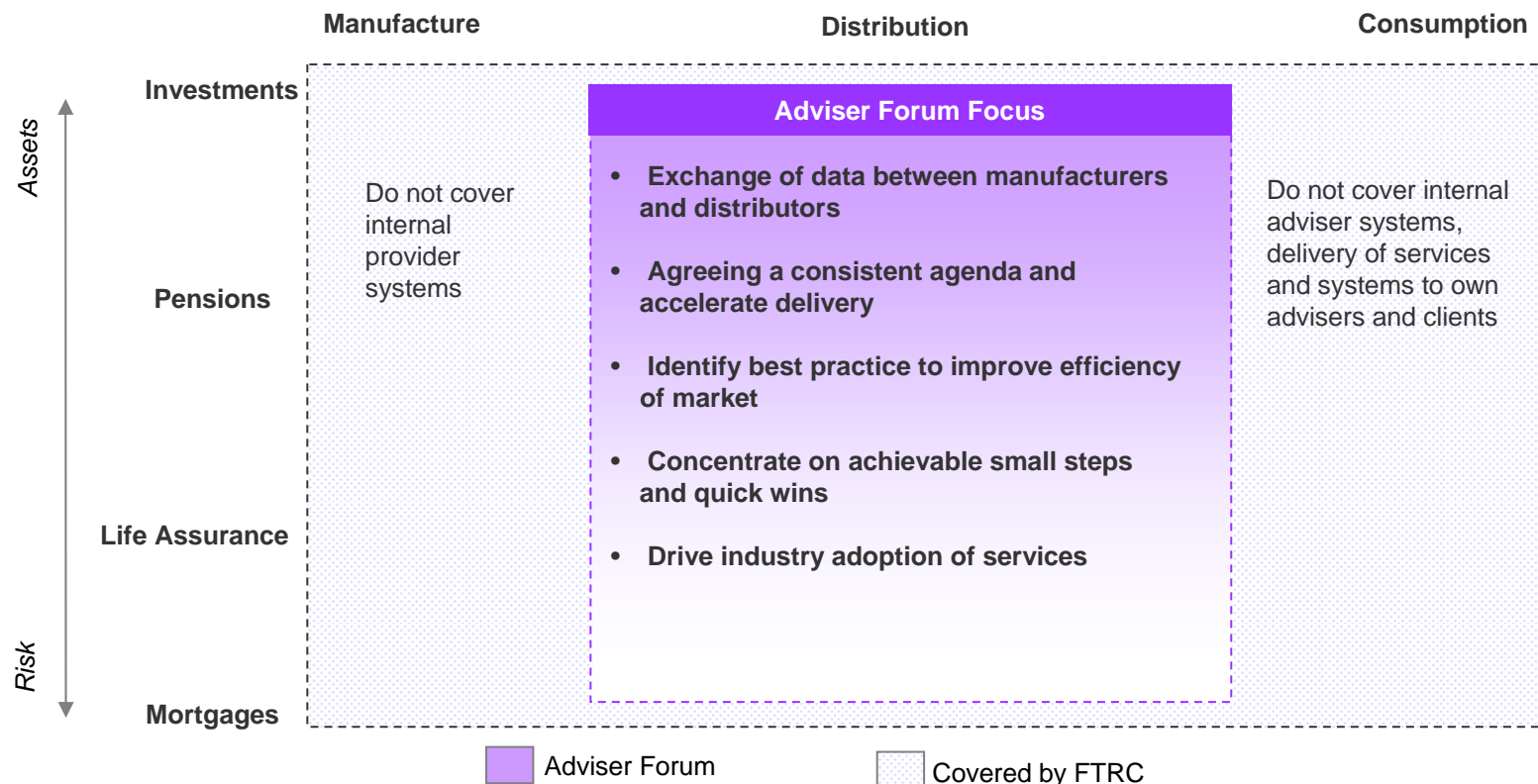
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Forum focus

Adviser Forum is a subscription based service, bringing together major financial product manufacturers and distributors with the purpose of identifying where competitors need to collaborate and provides a valuable resource to our understanding of requirements of the distributor community.



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Forum members

ADVISER FIRMS

2Plan	Origen	Sesame
Bankhall	Park Row	Skipton Financial Services Ltd
Bluefin Group	Positive Solutions	Three Sixty Services
Lighthouse Group	Royal Bank of Scotland	True Potential

LIFE & PENSION PROVIDERS

Aegon Scottish Equitable	Legal & General	Prudential	Skandia
Axa Sun Life	Met Life	Scottish Life	Standard Life
Clerical Medical	Norwich Union	Scottish Provident	Zurich
Friends Provident		Scottish Widows	

WRAP PLATFORMS, FUND MANAGERS AND TPAs

7IM	Axa Winterthur	Elevate	Prudential
Ascentric	BNP Paribas	EMXCo	Skandia
Artemis	Cofunds	Fidelity Funds Network	Standard Life
Aviva Wrap		Invesco Perpetual	

SOFTWARE PROVIDERS

1 st Software	Distribution Technology	IFA-Systems	Selectapension
Assureweb	DSTi PAS	Intelliflo	SSP Swift
Capita Financial Software	Easylink	JCS	The Exchange
Differentis	Focus Solutions	Plum Software	

TRADE BODIES

AIFA Association of Independent Financial Advisers	AMI Association of Mortgage Intermediaries	IMA Investment Management Association	TISA Tax Incentivised Savings Association
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FINANCE & TECHNOLOGY RESEARCH CENTRE

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Adviser Forum Testimonials

"The FTRC provides an excellent forum for informed discussion and exchange of views between Advisers, Providers and Fund Managers, and Software Providers. This interaction is invaluable for cross functional dialogue in today's changing market where technology is the driver for improved efficiency. Industry knowledge and IT experience is a powerful combination and the FTRC has an abundance of both."

Keith Robinson, Support Services Director, Origen

"I would like to set out some of the benefits I have found from FTRC membership.

- *Networking and ideas exchange – there are a number of people who attend FTRC who have been personal contacts or colleagues in the past, and regaining contact has proved very useful in terms of exchanging ideas on matters affecting our industry. These are not always directly related to FTRC's core technology focus, but include issues such as compliance and operational matters.*
- *Trends – retaining an understanding of the way the industry is moving, in terms of technological solutions, provider changes, regulatory issues and overall industry direction.*
- *Understanding of specific issues – discussion at forum meetings has clarified some specific issues and allowed a more realistic view to be formed of the likelihood / timing of certain industry developments, e.g. platform-to-platform re-registration.*
- *Taking part in and contributing to work that moves the industry on – e.g. the work on getting investment tool providers to give summary information on their toolsets.*
- *Providing the basis for internal company collateral development – in terms of wrap platforms and toolsets*

Martin Bailey , Operations Director, Park Row

"Adviser Forum has incalculable benefits for Adviser firms to get a complete picture on technology issues that are inhibiting us from delivering efficient, profitable business. It provides the opportunity to explore and share others' experience in addressing these issues and what impact various solutions can have. This networking framework with Distributors and the access to FTRC's market knowledge and their consideration of the issues confronting us makes it possible to confront the "Gordian knot" of complexity with a confidence that is beyond those organizations without their own significant expertise and research capability. Software service providers and Product/Fund Managers would do well to embrace this access to an Industry wide representation more fully than they do!"

Mike Achilles, Group Director of Technology, Bluefin Group



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Principles, aims and benefits

Principles

- Adopting a collaborative approach to agreeing priorities and future strategy
- Sharing of industry wide non-competitive information

Aims

- Agree the key business issues, priorities and identify a co-ordinated approach and how technology can be used as an enabler
- Accelerate the adoption of services which transform business by working to a common and prioritised agenda

Benefits

- Hothouse environment where issues critical to distribution are identified
- Achieving critical mass to steer implementation of agreed priorities
- Improve customer service and efficiency of the market



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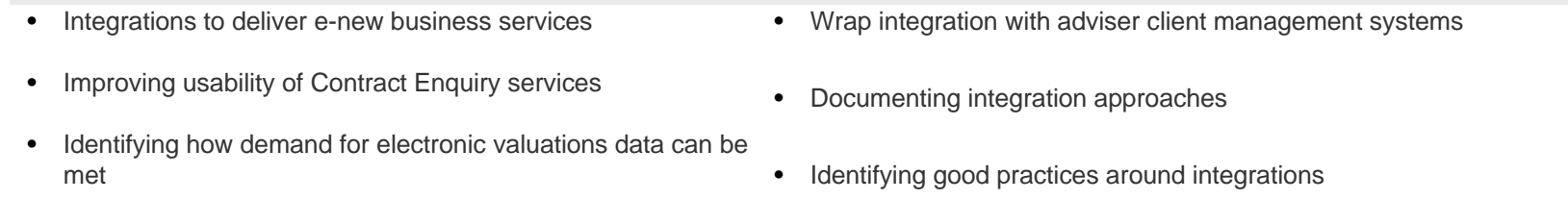
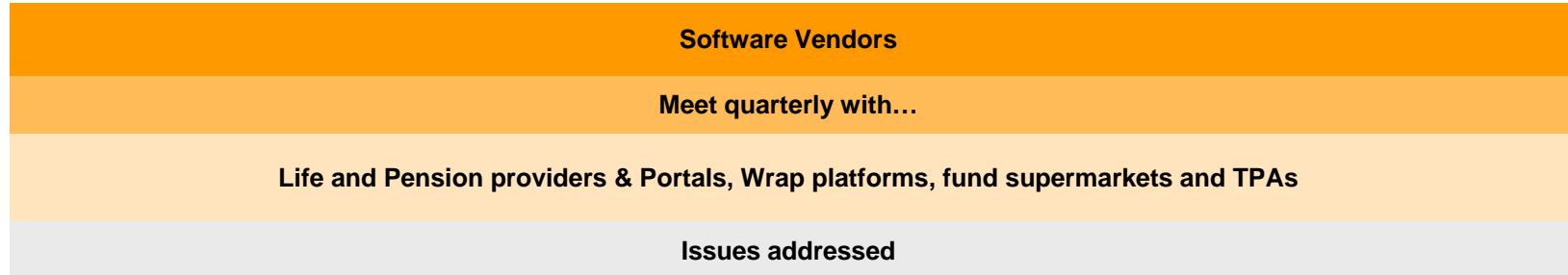
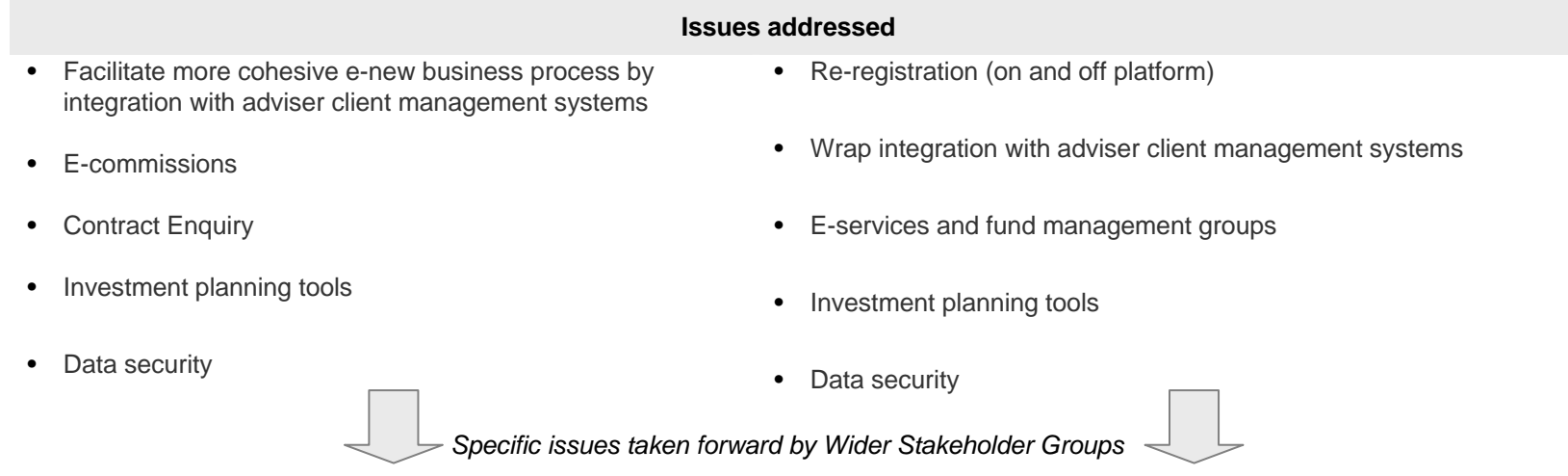
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Forum structure



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Meeting calendar

Adviser Forum meeting calendar 2009

Key	Meeting Type	Who Attends
	No meeting	Dates to be avoided e.g. bank holidays and school holidays
	Adviser and Life & Pension Provider	Adviser Firms and Product Providers
	Adviser, Wrap & Wealth Management	Adviser Firms, Platforms, Fund Managers and TPA's
	Wider Stakeholder (L&P)	Client Management Systems, Portals, Product Providers, Platforms and TPA's

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2009

January 09	February 09	March 09
M T W T F S S 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31	M T W T F S S 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28	M T W T F S S 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31
April 09	May 09	June 09
M T W T F S S 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30	M T W T F S S 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31	M T W T F S S 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30
July 09	August 09	September 09
M T W T F S S 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31	M T W T F S S 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31	M T W T F S S 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30
October 09	November 09	December 09
M T W T F S S 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31	M T W T F S S 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30	M T W T F S S 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31

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Membership details

Membership	Dual Membership
Cost: £500 + VAT per month	Cost: £750 + VAT per month
<ul style="list-style-type: none"><input type="checkbox"/> Membership covers cost of attending one of the following meeting groups:<ul style="list-style-type: none"><input type="checkbox"/> Life & Pensions Forum (attended by advisers and providers)<input type="checkbox"/> Wrap and Wealth Management Forum (attended by advisers, platforms, FM groups and TPA's)<input type="checkbox"/> Wider Stakeholder<input type="checkbox"/> Adviser Firm membership covers attendance to Life and Pensions Forum, Wrap and Wealth Management Forum	<ul style="list-style-type: none"><input type="checkbox"/> Dual membership allows L&P Providers and Wrap & Wealth Management organisations to attend both:<ul style="list-style-type: none"><input type="checkbox"/> Life & Pensions Forum<input type="checkbox"/> Wrap and Wealth Management Forum
<p>Each organisation can have a maximum of two attending members at each meeting.</p> <p>Members may also participate in relevant Project Groups</p> <p>Cost includes all Adviser Forum documentation (includes documents from presentations and outputs from main Forum meetings and each of the Acceleration Groups).</p>	



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