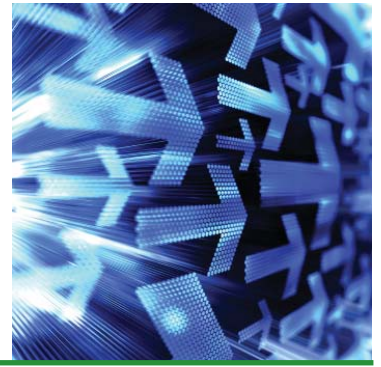


InfoSystems Integrated ENCORE Custom Tailored Reporting



Have you ever...

Mailed packages to the wrong recipient?

Believed other advisors' reports looked better?

Witnessed your operations staff disappear at quarter end?

Felt like a publisher rather than an investment advisor?

Would you like to...

Reduce embarrassing errors?

Wow the competition and your clients with new reports?

Free up time for your operations staff?

Regain control over quarter end communication?

Then...

Commit to improving with QuarterMaster, and find out if our Encore report creation and packaging system is right for you.

Quarter End – The Finish Line, or the Starting Line?

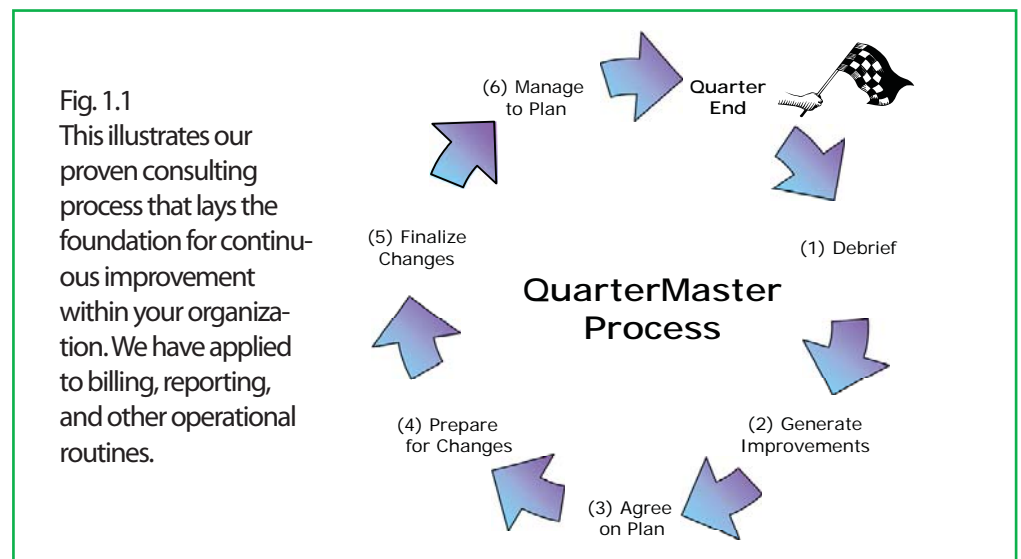
Successful financial advisors know one thing – that smart investing takes planning, forethought, execution, and a favorable environment. There is a feedback loop generated by winning and losing that when properly harnessed sets a trajectory toward success.

Quarter End, to many advisors and their operations staff, feels like a final exam cram session that can stretch from days to weeks on end – where the finish line's reward is a chance to catch up on work postponed. Before catching their breath Quarter End starts all over again for the team. Reconciling accounts, checking performance, preparing bills, generating reports, collating packages, and communicating with clients generates huge demands on both senior and junior staff.

However, the Quarter End business cycle, like the investment cycle, can be harnessed for creating continuous improvement in the organization, much like a student that alters study habits for the next semester. ISI's QuarterMaster process improvement methodology creates a formula for success that can be repeated every quarter.

Creating this positive feedback loop involves laying the groundwork for open communication, joint planning, collaboration, and execution. The main steps in general terms are: debrief prior quarter, generate improvement ideas, agree on a plan, prepare for changes, finalize the changes, and manage to the plan.

(continued on reverse)



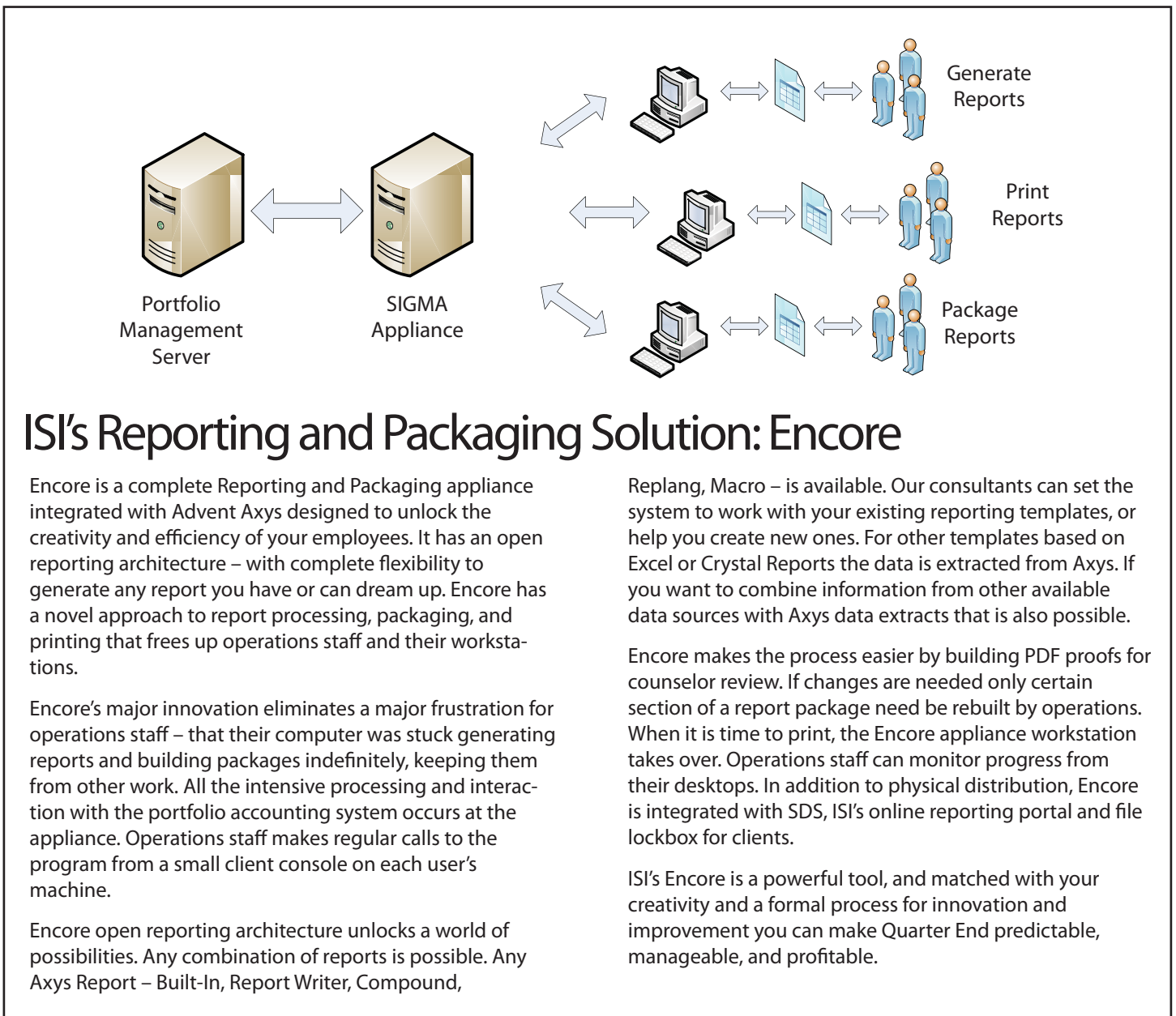
Quarter End - The Finish Line... (continued)

(continued from front)

When debriefing the prior Quarter End, schedule a meeting with operations, counselors, and select principals roughly two weeks after operations has finished processing. After discussing what went well or wrong last quarter, the facilitator should have a list of possible changes related to the overall process, client reports, letters, invoices, or other matters. In addition, create a timeline for decision makers so that any buy-in required for changes can be established. For instance, if a client report needs changing then build samples and involve key principals (and perhaps key

clients) to critique and approve. After the changes have been finalized for next quarter, the team can generate a pre-flight checklist before testing the improvements.

Prior to quarter end, report generation and packaging should be tested thoroughly to allow for a smoother production run. Even during production an efficient review and revise process can be instituted as final report packages are approved for distribution to clients.



ISI's Reporting and Packaging Solution: Encore

Encore is a complete Reporting and Packaging appliance integrated with Advent Axys designed to unlock the creativity and efficiency of your employees. It has an open reporting architecture – with complete flexibility to generate any report you have or can dream up. Encore has a novel approach to report processing, packaging, and printing that frees up operations staff and their workstations.

Encore's major innovation eliminates a major frustration for operations staff – that their computer was stuck generating reports and building packages indefinitely, keeping them from other work. All the intensive processing and interaction with the portfolio accounting system occurs at the appliance. Operations staff makes regular calls to the program from a small client console on each user's machine.

Encore open reporting architecture unlocks a world of possibilities. Any combination of reports is possible. Any Axys Report – Built-In, Report Writer, Compound,

Replang, Macro – is available. Our consultants can set the system to work with your existing reporting templates, or help you create new ones. For other templates based on Excel or Crystal Reports the data is extracted from Axys. If you want to combine information from other available data sources with Axys data extracts that is also possible.

Encore makes the process easier by building PDF proofs for counselor review. If changes are needed only certain section of a report package need be rebuilt by operations. When it is time to print, the Encore appliance workstation takes over. Operations staff can monitor progress from their desktops. In addition to physical distribution, Encore is integrated with SDS, ISI's online reporting portal and file lockbox for clients.

ISI's Encore is a powerful tool, and matched with your creativity and a formal process for innovation and improvement you can make Quarter End predictable, manageable, and profitable.