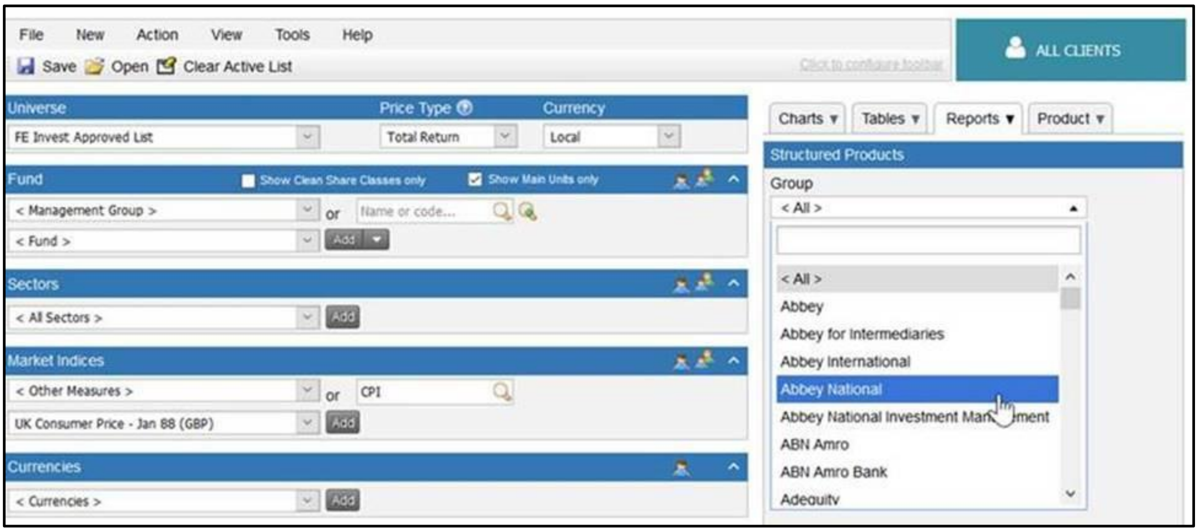
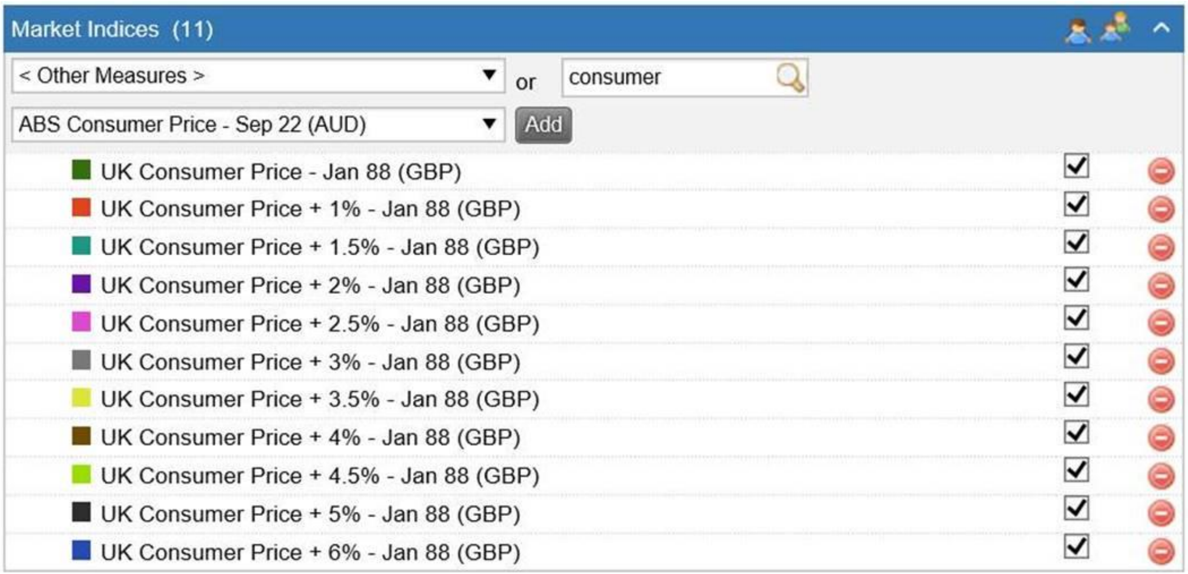
Questions arising from the joint FE and iO webinar – 17 Nov 2017

- Are Old Mutual Wealth Select Funds included in FE?
  - **Yes, they are available on the system. You can access the data from Old Mutual via FE Transmission at no extra cost.**
- Can we link the FE outputs to voyant - useful for drawdown clients?
  - **Not at the moment.**
- Does the FE ATR pull through to the IO fact Find?
  - **Not at the moment.**
- Is there a way in which the risk questionnaire for Investment Planner be in line with FinaMetrica - multiple approaches cause inconsistencies?
  - **The FinaMetrica profiler integrates with FE Analytics in quite a few ways including allowing clients to filter on funds based on their FinaMetrica asset classifications. As an end-to-end investment process, the Investment Planner is designed to work with the EValue ATRQ.**
- Can you get structured products on FE Analytics?
  - **Yes, structured products data is available on Analytics**

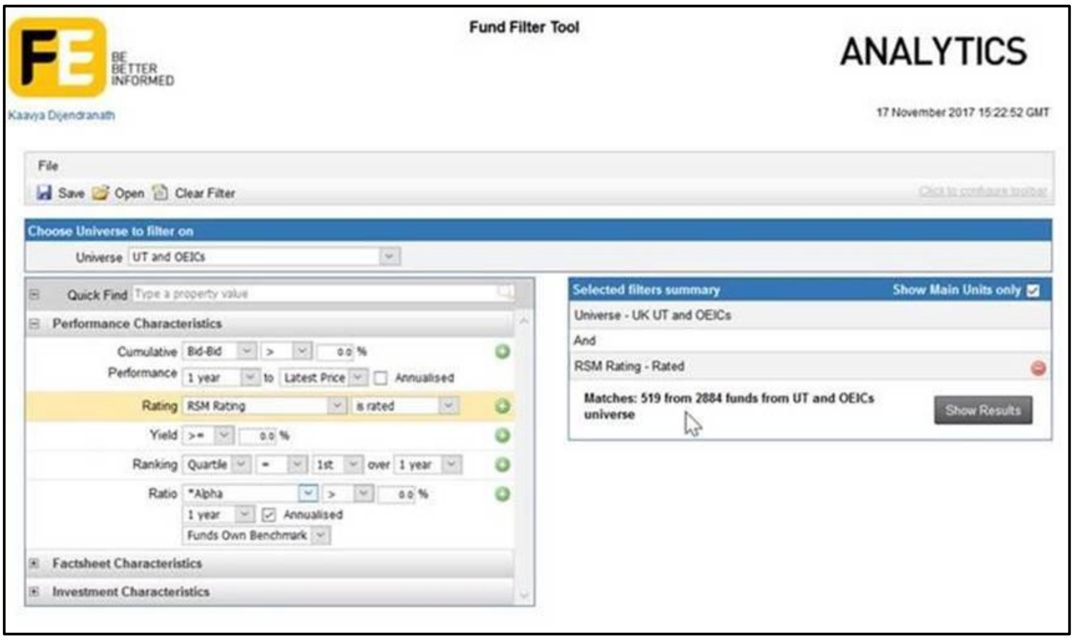


- If you use different platforms then would you need to create separate model portfolios so the correct unit class is used (as most platforms use different classes of units of the same funds)? Or is there a parent fund approach?
    - **Yes, it is advisable to use specific share class for accuracy in performance figures and reporting. The FE models are built this way to ensure even any subtle differences are picked up. Advisers often use the primary share class – usually the most expensive clean share class available on most platforms.**
- Do you have a CPI plus a certain percentage (ie.3%) benchmark in FE Analytics?
    - **Yes, we do have a variety of benchmarks available on the system**



- On the Switching report is there any way of taking cgt into account?
    - **No – we believe that the platforms are best placed to provide this information as they know the buy/sale price by default.**

- Are RSM ratings available as a filter?
    - **Yes it is**



- Is IO and FE compatible with Provider Module Portfolio's as this was not covered in the webinar
    - **Yes – most provider MPS solutions are available through FE Transmission**
- Is there a way of getting the analytics info to attach to a task rather than just straight into documents or to a service case?
    - **Unfortunately not – but please suggest this on Community as a future iO enhancement**
- What about uploading documents onto IO on a bulk basis? For example, if we have a range of model portfolios that are "linked" to clients is there a way of uploading the PDF documents from FE to IO?
    - **These can only be added individually. For clarity, however, you are able to bulk upload documents into iO from the Upload Document screen, but FE PDFs are individual only**
- Please are you able to quickly recap how to integrate?
    - **Once the integration has been enabled via your Account Manager, you can access the FE Integration from Service Case, Plans or Funds/Holdings tabs. Select as appropriate and hit the FE Analytics button**
- What are the costs for the integration?
    - **Integration is £20 per month per required license plus VAT. FE costs can be accessed via FE**

- How does iO show performance figures when reporting data?
    - **The performance figures would come from FE which can be saved back into iO. For any updated portfolios in iO - the data would be pulled through to an updated Portfolio Report**
- Could you send me details of the service plan area please?
    - **This useful tool holds advice documents, fees, plans and activities – and can be held on a single or joint basis. Please contact your Account Manager for a demonstration of this area**
- You produced a lot of research and proposals for Keith in your demo so where does all that get stored in my iO client file to evidence that the research was done, if it was ever questioned?
    - **All FE document PDFs can be stored back in iO and form part of the overall advice. Service Case would be perfect for holding the research documents alongside the plans that are included with the advice**
- Do these documents upload to IO directly or do we need to download to computer then upload to iO?
    - **The documents sync back to iO from FE once a PDF Portrait has been created and the document has been named. Then just select the 'Upload to Intelligent Office' button**
- We would be interested in iO being able to use the FE charts etc. in Document Designer
    - **This would be a great useful future enhancement, although not planned currently. Document Designer is evolving constantly. Although you would be able to cut and paste from the FE document and insert into Document Designer templates, we appreciate this would be a manual exercise currently.**

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