Xchange Enterprise Contracting, Licensing and Registration

RegEd

Streamlines Operational Processes and Optimizes Licensing and Registration Compliance Across the Enterprise.

Market Leading Solution

Xchange, RegEd's Enterprise Registration and Licensing solution, developed in collaboration with top industry firms, has been implemented in over 150 financial services firms across the nation. *Xchange* is unique in its ability to drive unparalleled operational efficiency and optimize all processes across producer / rep on-boarding, registration and licensing activities. Producers and reps self-service licensing and registration transactions via a private-labeled web front-end; data is captured once and then reused and updated automatically through integration with regulatory databases and relevant internal systems. *Xchange*'s rich and comprehensive capabilities dramatically reduces transaction processing time -- often by 50% or more. *Xchange* improves speed to market, increases producer / rep satisfaction and maximizes the opportunity for revenue generation.

Distinguishing Capabilities

Xchange uniquely provides a single, unified solution that is powered by an extensive compliance rules engine. The solution enables firms to seamlessly execute the complex processing requirements associated with managing and tracking representatives' licensing, registration and compliance and product education credentials.

Xchange enables a paperless workflow with embedded filters to eliminate partially complete applications, mailing, faxing, phone calls and redundant data entry. Built-in validations and an extensive regulatory rule base ensure that submitted transaction requests are in good order, reducing the instance of filng rejections.

Comprehensive, powerful platform and functional capabilities distinguish *Xchange* in the industry. They include:

- ➢ Robust hierarchy and workflow management and automated validations reduce the need for manual oversight, ensuring transactions are in good order for acceptance by the state filing offices.

- ➢ Business process automation triggers transaction-creation including new address updates, names changes, U5 terminations and renewals, based on defined events, eliminating the need for licensing staff intervention.

- ➢ Robust exception handling alerts licensing operations to any credentialing issues including disparities between producer role and licenses held or between licenses held and products being sold.

- ➢ Comprehensive dashboards provide critical, unified views of status and exceptions; enterprise reporting generates templated and ad-hoc reports across the producer population, at any level of the firm's hierarchy.

- ➢ Continuous data synchronization ensures that producer records are reconciled with FINRA and the NIPR.

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Xchange's rich capabilities, including data-reuse, automatic validations and flexible hierarchy management, simplify the onboarding process for distribution channels, including broker-dealers, banks, wholesalers, aggregators, career agents and independent agents.

By fully automating new hire on-boarding, state licensing and FINRA registration, *Xchange* streamlines end-to-end operational processes and optimizes licensing and registration compliance across the enterprise. Firms that have implemented *Xchange* benefit from lower operational costs, reduced non-compliance risk and increased producer / rep satisfaction.

Xchange Solution Set

Xchange Registration and Licensing

➢ Robust database, hierarchical management and workflow capabilities enable seamless management of both insurance and securities processing in one system.

➢ Integration of FINRA and NIPR PDB data simplifies contracting, licensing and registration processes, minimizing data collection to ensure accuracy and drive new levels of efficiency.

➢ Automated notifications for upcoming exams, regulatory CE, insurance CE and product training requirements alert reps to critical dates and fulfillment obligations.

➢ Event-driven business process automation triggers compliance transactions and directs processing straight-through to FINRA and NIPR.

Xchange for Carriers

➢ Built-in authentication and business validations ensure that submitted transactions are valid and complete, dramatically reducing NIGO filings.

➢ Robust data reconciliation eliminates non-productive renewals by synchronizing production levels with active renewing appointments.

➢ Efficiently maintain relationships and hierarchy among agents, agencies and brokerages to reduce risk of non-compliance resulting from suboptimal affiliation tracking.

➢ Integration with the firm's policy administration system ensures that producers are appointed on a just-in-time basis, reducing costs, while maintaining compliance with state rules.

Xchange for Call Centers

➢ Fully automated license renewals and appointment processing based on business rules.

➢ NIPR *PDB Alerts* ensure that licensing data is in synch with the state record, streamlining data maintenance.

➢ Capture, reuse of data from producer BI responses enables straight-through processing of licenses, renewals.

➢ Mass-update utilities enable highly efficient maintenance of producer data.

Xchange for Adjuster Licensing

➢ Automatically captures and maintains full demographic, licensure and CE requirements for each adjuster.

➢ Precisely calculates licensing and CE requirements for single and multi-state licensure and renewal transactions.

➢ Calculates reciprocity requirements for designated home states, reducing non-compliance exposure.

➢ Submits multi-state filings in a single transaction and seamlessly generates paper and electronic filings based on resident state or designated home state rules.

Why Choose RegEd?

RegEd is the leading provider of compliance management, licensing and registration and compliance and product education solutions to the financial services industry. Our solutions deliver unparalleled levels of operational efficiency and enable firms to cost-effectively comply and manage risk associated with state, FINRA and SEC regulation.

‒ An investment in RegEd technology translates into extraordinary long-term value. Firms can cost-effectively build on their initial investment as their needs evolve, maximizing the return and value for their compliance spend.

‒ RegEd solutions are continuously expanded using input from solution-specific client advisory boards.

‒ Clients view RegEd as an extension of their organization. They are assigned an experienced implementation project team and have a dedicated support team, including a relationship manager, product support experts, and experienced, engaged customer service professionals.
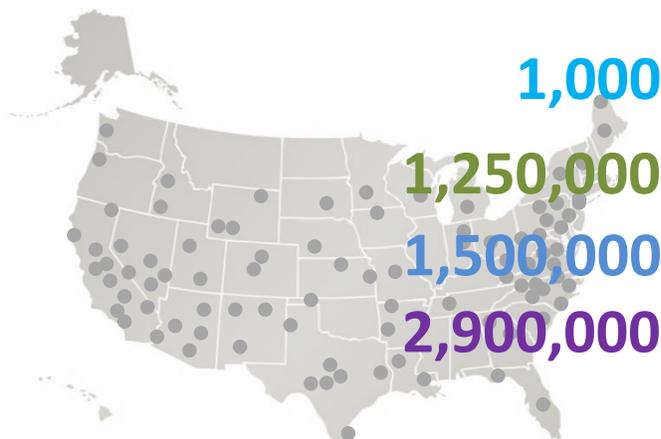
1,000 Clients including 400 enterprise clients, encompassing the nation's top financial services firms

1,250,000 CE courses and insurance certs delivered annually

1,500,000 End users in broker-dealers, insurance companies and brokers

2,900,000 Insurance and securities transactions processed annually