

Buy Side

TECHNOLOGY WEEK

Volume 2, Number 13 • March 29, 1999

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PUBLISHED BY:

Wall Street & Technology

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RESEARCH & ANALYTICS

Denver Investment to Link BondEdge To Intranet Reporting System

Denver Investment Advisors went live with Capital Management Sciences' BondEdge fixed-income portfolio analytics system. Meanwhile, the firm is testing the latest flavor of SunGard Portfolio Solutions Inc.'s Portfolio One investment management system. IT officials at Denver Investment have built a link from BondEdge to the firm's accounting system and plan to eventually disseminate reports via an intranet-based reporting system currently being built.

"Our primary strategy as a fixed-income man-

ager is on sector and issue selection within the corporate bond market," says Bill Stafford, an assistant portfolio manager at Denver Investment. "CMS enables us to drill down to multiple levels of detail and analyze what worked over a given time period. As we focus on growing our assets under management, CMS will provide us with a strong platform for understanding the strengths and weaknesses in our portfolio relative to their benchmarks."

Denver Investment has some \$14 billion in

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ACCOUNTING SYSTEMS

Western Asset Brings PMIS Live; Building Link to Global Data Repository

Western Asset Management Co. recently brought ITS Associates Inc.'s PMIS portfolio management and accounting system into full production in its London offices. With PMIS in place, and no

plans to remove Princeton Financial Systems Inc.'s PAM for Securities from its Pasadena headquarters, the investment manager will soon link both accounting engines to its fledgling global data repository.

The PMIS deployment comes in the midst of a major global IT infrastructure overhaul at Western Asset (BSTW, 3/22/99). The central, most important piece of the project is a global data repository that

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INTERNET-BASED TECHNOLOGIES

Trimark Investment Offers Advisers "Help"

Trimark Investment Management Inc. has added a "Help" option to its Financial Advisers' Web site, a feature supplied by WebLine Communications Corp. While the Toronto-based firm manages some \$24 billion in assets including 17 mutual funds and 13 segregated funds, the Internet-based services

it provides to financial advisers and industry analysts represent a significant part of the company's business.

"Our advisers contact us on an extranet, a site secured and designed only for them," says Stephen Main, assistant vice president of

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Western

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will eventually feed both PMIS and PAM. "PMIS is currently feeding accounting transactions to the repository just like PAM is," says Western Asset CIO Frank Barker. "Now, we're testing feeding the transactions from the repository back down to PMIS."

Western Asset switched over to PMIS at the beginning of the year, while PAM has been online at the firm since early 1995. Given the opportunity, Western Asset could have either extended PAM's reach overseas, or brought in a new system for both sites. Instead, the firm opted to use both accounting systems to support over \$50 billion in assets under management.

"The goal here is it makes the accounting systems transparent and have all that information integrated within the repository," says Barker. "When you have part of a portfolio in accounting system A, and

part of the portfolio in accounting system B, it's difficult to get a consolidated look at the account. It's a real nuisance. The repository solves that."

Committed to this multi-year project, Western Asset officials probably wouldn't have brought PMIS in at this time—if they didn't have to. "We were running [Automatic Data Processing Inc.'s] MaxData system that's not Y2k-ready, so we had to find a replacement," says Barker. "They have a new version that is Y2k compliant. However, there's no migration path so it would have been a conversion just like to any other accounting engine, so we looked around."

In addition to ADP, Western Asset looked at a number of vendors last year. Noticeably absent from Western Asset's short-list, though, was Princeton.

"Princeton was one of the vendors we evaluated, and the feeling was it wasn't as good a product as PMIS is for our non-dollar-based business," says Barker.

"Frankly, there's some thinking as to whether PAM is as good for our dollar-based business as PMIS." Barker adds, however, that Princeton's incumbency isn't threatened, yet. "That's not in the works right now, and we've got plenty of other things on our plate, so for now we're living with the two accounting engines as is," he says.

Of the 10 or so qualified candidates that responded to the request for proposals issued by Western Asset's London-based IT department, the list was eventually whittled down to three finalists. They included PMIS, Advent Software Inc.'s Geneva system and Integrated Decision Systems, Inc.'s Global Investment Manager II.

"PMIS is the best of what we could find at the time," says Barker. "Technology-wise, we thought Geneva was the best. Our main concern, though, was because it was the newest technology it was the most immature functionally wise. That's a product we'll revisit within the next couple of years." ●

Trimark

Continued from front page

information systems at Trimark. "On this site we've added this service feature so we can either guide them through the site, help them fill out forms online, answer their questions, just really facilitating better interaction."

The WebLine-enabled "Help" feature offers users of Trimark's secured site the option of receiving live, verbal-and-visual assistance as needed from a Trimark representative. To enable this real-time service option, Trimark has implemented WebLine's Collaboration Server and Media Blender software to provide a link between its call center and Financial Advisers' Web site.

The server enables Trimark representatives to share information with financial

advisers over the Web—including Web pages, forms or applications—while conducting a voice conversation. WebLine's software integrates the Web collaboration capabilities with Trimark's existing telephony infrastructure.

Visitors to Trimark's site can click on a "Call Me Now" button to request an immediate telephone call from a Trimark representative and establish a link between their respective Web browsers. They can both then co-navigate the Web, share electronic documents including account information, prospectus and marketing material. "We find that these advisers are very valuable customers to us," says Main. "With this feature, we're trying to make the interaction less impersonal, because you know that simply surfing the Web or exchanging e-mails can certainly be impersonal." ●

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Buy Side Technology Week is published by Wall Street & Technology magazine. Corporate offices: Miller Freeman Inc. (MFI), 600 Harrison Street, San Francisco, Calif. 94107; (415) 905-2200. MFI is a member of United News & Media. All rights reserved. Periodicals postage paid at San Francisco, Calif., and additional mailing offices.

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Wall Street & Technology

Miller Freeman
 A United News & Media publication

PENSION FUND IT

KPERS Automates Investment Management

Looking to start managing more of its assets internally, the Kansas Public Employees Retirement System (KPERS) is installing QED Information Systems Inc.'s IMS-2000 portfolio management and accounting system. Currently managing \$395 million of the retirement fund's estimated \$9.1 billion asset base with a number of manual processes, KPERS officials realized the first priority was to automate investment management.

KPERS officials finalized their decision last month and launched the conversion process shortly after inking the deal with QED. KPERS Chief Fiscal Officer Leland Breedlove plans to have IMS-2000 in full production at the fund sometime in April.

"Essentially, we were relying on a number of manual processes and now that we've decided to develop more of the assets in-house, we need a system," says Breedlove. KPERS uses some 22 external investment managers to support the bulk of the fund's assets, he says.

IMS-2000 is a portfolio management, investment accounting and financial reporting system designed for large institutional

investors. QED has carved out a niche for IMS-2000 among public sector institutional managers. The vendor touts installations in 30% of state treasury departments throughout the U.S., along with major pension funds and investment advisers, supporting over \$600 billion in combined assets.

It was QED's presence among the smaller shops that partly attracted KPERS officials. "After evaluations, we just felt that this was a system that we could start out small and grow into," says Breedlove.

In addition to IMS-2000, KPERS officials took a closer look at offerings from Advent Software Inc., Princeton Financial Systems Inc. and Wilshire Associates Inc.

In the end, though, it wasn't functionality or service that drove their decision. "They offered us a good deal," says Breedlove. "All the systems we looked at basically had all of the functionality we need, it's just that QED was within our pricing guidelines."

While KPERS will not initially link IMS-2000 to any other systems or services, Breedlove says, "We plan to develop an interface from QED to our custodian [CIBC Mellon Trust Co.]." ●

Denver

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assets under management, \$1.9 billion of that is in fixed-income investments.

Designed for investment managers, broker/dealers, insurance companies and pension funds, BondEdge offers a database of fixed-income securities (Treasuries, agencies, corporates, futures, fixed and adjustable rate mortgage pass-throughs, CMOs and asset backed securities), specialized models for municipal portfolios, money market instruments, preferred stocks and private placements.

"We selected CMS BondEdge in the Fall of 1998 and our implementation began in October with a three month test period," says Stafford. "During this time I worked primarily on building the interface between our Shaw

accounting system and BondEdge, as well as refining our reporting and process needs."

The accounting system Denver Investment uses was originally developed and marketed by Shaw Data Systems as Shaw On-Line. SunGard Data Systems Inc. subsequently bought Shaw Data in 1992 and had operated the vendor as a business unit. Shaw On-Line was eventually re-worked and re-named Portfolio One. Denver Investment is currently testing the latest release, introduced earlier this year, featuring a browser-based, front-end report writing tool.

"We are using CMS not only as a stand-alone product, but also exporting key data out of the system," says Stafford. "This data is then combined with accounting data into a localized data warehouse."

With the IT in place to support Denver Investment's portfolio management and accounting needs, officials

are now turning their attentions to the internal distribution of data.

"I am starting to roll out an intranet-based reporting system providing both the portfolio managers and analysts with the ability to instantly see where we are at the composite, portfolio and individual issue level," says Stafford. "Eventually, we plan on offering a similar type of reporting ability via the Internet to our clients and their consultants."

While officials at Denver Investment may be satisfied with their current IT, that doesn't mean that they can't see room for improvement.

"In the future we look for continued improvement of the look and feel of the product," says Stafford. "We would also like the ability to link into the CMS database of an additional reporting function that would enable flexible comparisons of returns over time across multiple composites, portfolios and indices." ●

In Brief

NEW ERA OF NETWORKS INC. (NEON) has formed a global reseller partnership with systems integrator Logica plc. Under terms of the contract, Logica will market, install and support NEON's entire product line worldwide and NEON will supply Logica with packaged Enterprise Application Integration products.

MANITOBA PUBLIC INSURANCE CORPORATION, a property and casualty insurance company based in Winnipeg, Canada, has licensed the PAM for Securities investment management system from Princeton Financial Systems Inc. The system will be used to manage and account for the company's \$1 billion (CAD) investment portfolio.

MUTUAL OF OMAHA INSURANCE CO. has licensed the PAM for Securities investment management system from Princeton Financial Systems Inc. to account for its \$11 billion portfolio.

FIRST CALL CORP. has launched ShareWatch, an online product delivering Spectrum global securities ownership information to the institutional buy-side and sell-side markets worldwide. ShareWatch will replace Spectrum Gateway once all existing customers are migrated over at no additional charge.

THE LONGVIEW GROUP INC. has hired John Clark as chief operating officer. Clark had been president of DST Belvedere until last July.

MountainView, Calif.-based **OBJECTIVITY INC.**, a provider of object databases, recently appointed John McFarlane, president of Sun Microsystems Inc.'s Solaris Software, to its board of directors.

PRINCETON FINANCIAL SYSTEMS INC. has hired Katherine Tracey as project manager assigned to the vendors Asian/Pacific Operations Centre staff in Sydney, Australia.

QED INFORMATION SYSTEMS INC. has promoted Dennis Case to chief operating officer from director of business development and named George Shore to chief financial officer.

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