DATA VISUALIZATION

Reporting with Satuit

BROWSE LISTS & SAVED VIEWS

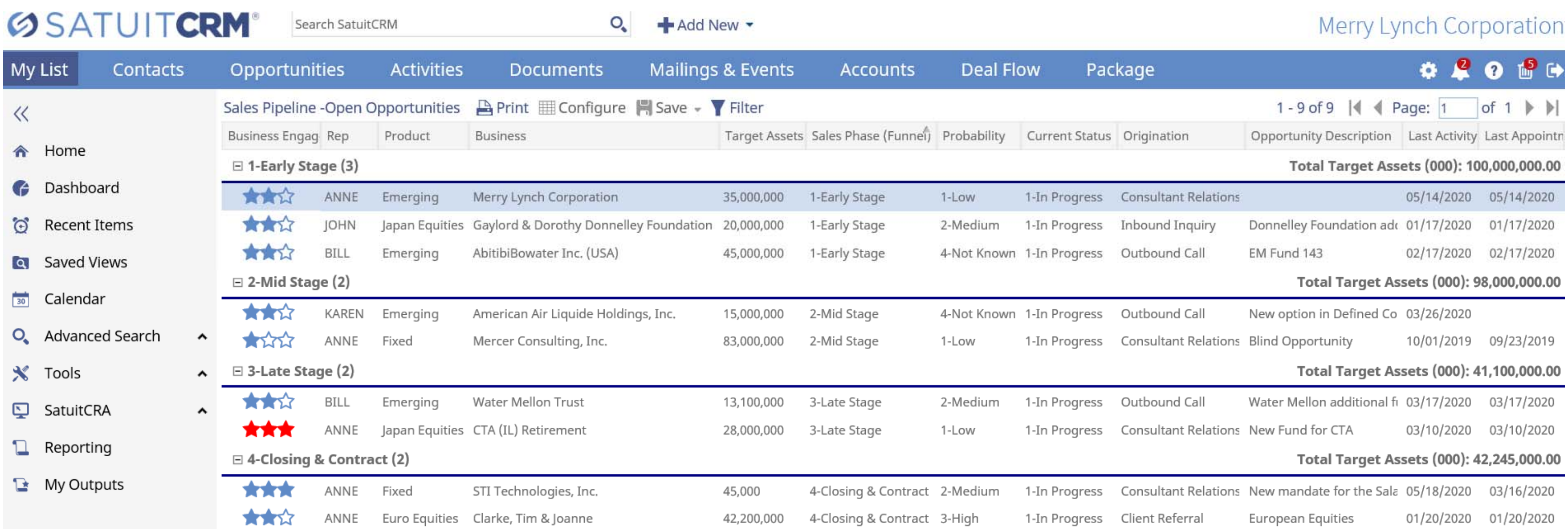
The most basic form of reporting you can do within Satuit is a Browse List. Every time you search the system the results of your query are displayed as a Browse List. Browse lists can be configured to display specific columns of data and can be grouped, sorted, and filtered. You can also name your browse list results and turn it into a Saved View. Instead of specifying the same search criteria over and over again you define it once. When you later run the Saved View, it is also running your search. You can use either the Advanced or Custom Search tools to create your query. Saved Views can be added to your Homepage as a List or Button and can also be used as the basis for Charts within the Dashboard. You can also schedule Saved Views to run at specific intervals and can pair with SSRS reports for additional formatting options.

Sales Pipeline – Open Opportunities (Sales Phase Grouping)

Description:

This Saved View provides a summary of information related to Open Opportunities. The first image shows the data grouped and totaled by Sales Phase. The second image displays the same data grouped and totaled by Rep while the third has it grouped and totaled by Product. This Saved View is configured as a Button in the Home Page examples and is the basis for multiple Charts in the Dashboard samples. It is also used as a data source for SSRS Report examples.

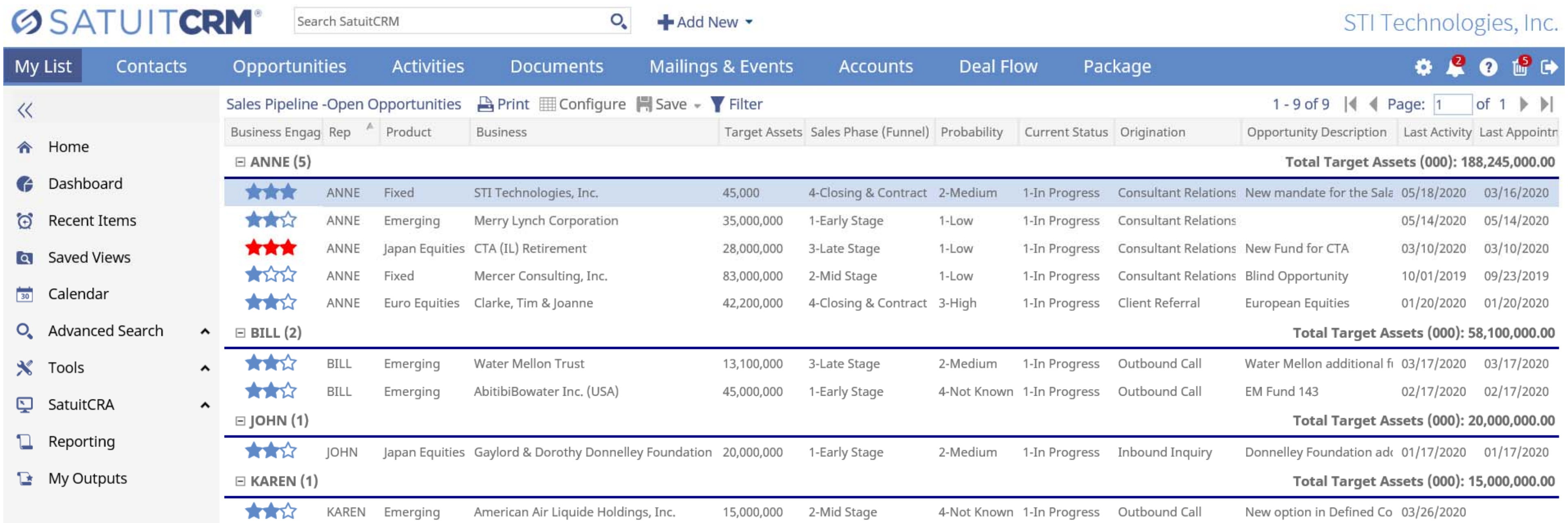
Sales Phase Grouping



Business Engag	Rep	Product	Business	Target Assets	Sales Phase (Funnel)	Probability	Current Status	Origination	Opportunity Description	Last Activity	Last Appointm
1-Early Stage (3)										Total Target Assets (000): 100,000,000.00	
	ANNE	Emerging	Merry Lynch Corporation	35,000,000	1-Early Stage	1-Low	1-In Progress	Consultant Relations		05/14/2020	05/14/2020
	JOHN	Japan Equities	Gaylord & Dorothy Donnelley Foundation	20,000,000	1-Early Stage	2-Medium	1-In Progress	Inbound Inquiry	Donnelley Foundation add	01/17/2020	01/17/2020
	BILL	Emerging	AbitibiBowater Inc. (USA)	45,000,000	1-Early Stage	4-Not Known	1-In Progress	Outbound Call	EM Fund 143	02/17/2020	02/17/2020
2-Mid Stage (2)										Total Target Assets (000): 98,000,000.00	
	KAREN	Emerging	American Air Liquide Holdings, Inc.	15,000,000	2-Mid Stage	4-Not Known	1-In Progress	Outbound Call	New option in Defined Co	03/26/2020	
	ANNE	Fixed	Mercer Consulting, Inc.	83,000,000	2-Mid Stage	1-Low	1-In Progress	Consultant Relations	Blind Opportunity	10/01/2019	09/23/2019
3-Late Stage (2)										Total Target Assets (000): 41,100,000.00	
	BILL	Emerging	Water Mellon Trust	13,100,000	3-Late Stage	2-Medium	1-In Progress	Outbound Call	Water Mellon additional fi	03/17/2020	03/17/2020
	ANNE	Japan Equities	CTA (IL) Retirement	28,000,000	3-Late Stage	1-Low	1-In Progress	Consultant Relations	New Fund for CTA	03/10/2020	03/10/2020
4-Closing & Contract (2)										Total Target Assets (000): 42,245,000.00	
	ANNE	Fixed	STI Technologies, Inc.	45,000	4-Closing & Contract	2-Medium	1-In Progress	Consultant Relations	New mandate for the Sale	05/18/2020	03/16/2020
	ANNE	Euro Equities	Clarke, Tim & Joanne	42,200,000	4-Closing & Contract	3-High	1-In Progress	Client Referral	European Equities	01/20/2020	01/20/2020

Sales Pipeline – Open Opportunities (Rep Grouping)

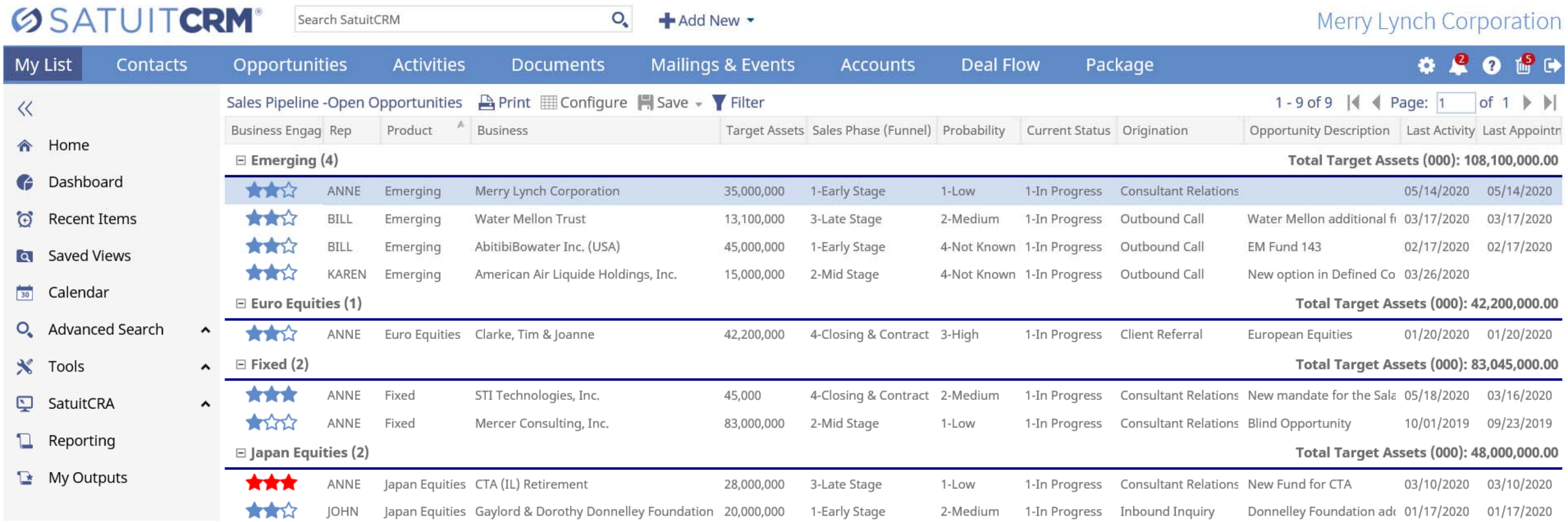
Rep Grouping



Business Engag	Rep	Product	Business	Target Assets	Sales Phase (Funnel)	Probability	Current Status	Origination	Opportunity Description	Last Activity	Last Appointm
⊟ ANNE (5)									Total Target Assets (000): 188,245,000.00		
	ANNE	Fixed	STI Technologies, Inc.	45,000	4-Closing & Contract	2-Medium	1-In Progress	Consultant Relations	New mandate for the Sale	05/18/2020	03/16/2020
	ANNE	Emerging	Merry Lynch Corporation	35,000,000	1-Early Stage	1-Low	1-In Progress	Consultant Relations		05/14/2020	05/14/2020
	ANNE	Japan Equities	CTA (IL) Retirement	28,000,000	3-Late Stage	1-Low	1-In Progress	Consultant Relations	New Fund for CTA	03/10/2020	03/10/2020
	ANNE	Fixed	Mercer Consulting, Inc.	83,000,000	2-Mid Stage	1-Low	1-In Progress	Consultant Relations	Blind Opportunity	10/01/2019	09/23/2019
	ANNE	Euro Equities	Clarke, Tim & Joanne	42,200,000	4-Closing & Contract	3-High	1-In Progress	Client Referral	European Equities	01/20/2020	01/20/2020
⊟ BILL (2)									Total Target Assets (000): 58,100,000.00		
	BILL	Emerging	Water Mellon Trust	13,100,000	3-Late Stage	2-Medium	1-In Progress	Outbound Call	Water Mellon additional fi	03/17/2020	03/17/2020
	BILL	Emerging	AbitibiBowater Inc. (USA)	45,000,000	1-Early Stage	4-Not Known	1-In Progress	Outbound Call	EM Fund 143	02/17/2020	02/17/2020
⊟ JOHN (1)									Total Target Assets (000): 20,000,000.00		
	JOHN	Japan Equities	Gaylord & Dorothy Donnelley Foundation	20,000,000	1-Early Stage	2-Medium	1-In Progress	Inbound Inquiry	Donnelley Foundation ad	01/17/2020	01/17/2020
⊟ KAREN (1)									Total Target Assets (000): 15,000,000.00		
	KAREN	Emerging	American Air Liquide Holdings, Inc.	15,000,000	2-Mid Stage	4-Not Known	1-In Progress	Outbound Call	New option in Defined Co	03/26/2020	

Sales Pipeline – Open Opportunities (Product Grouping)

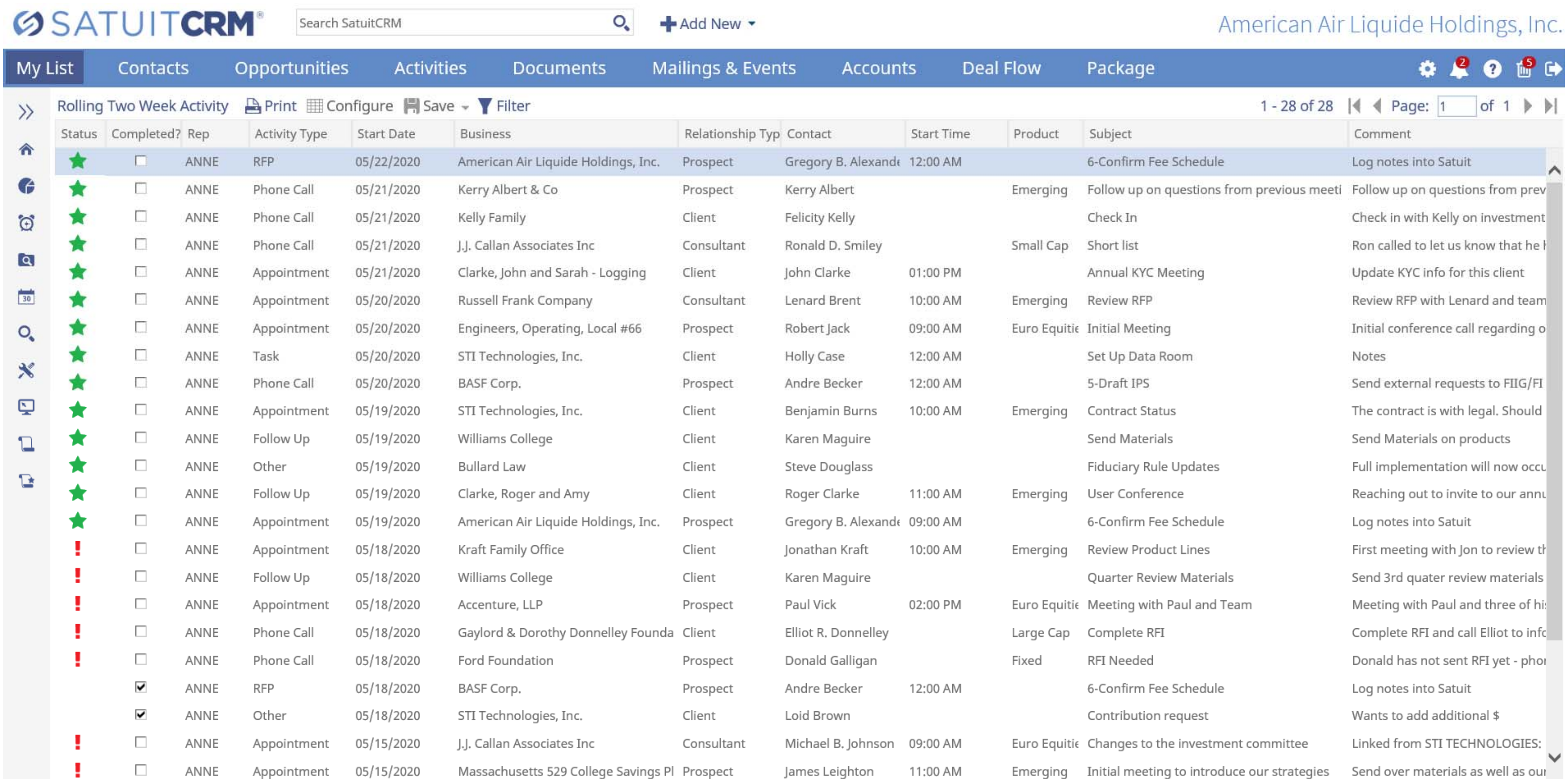
Product Grouping



Rolling Two-Week Activity

Description:

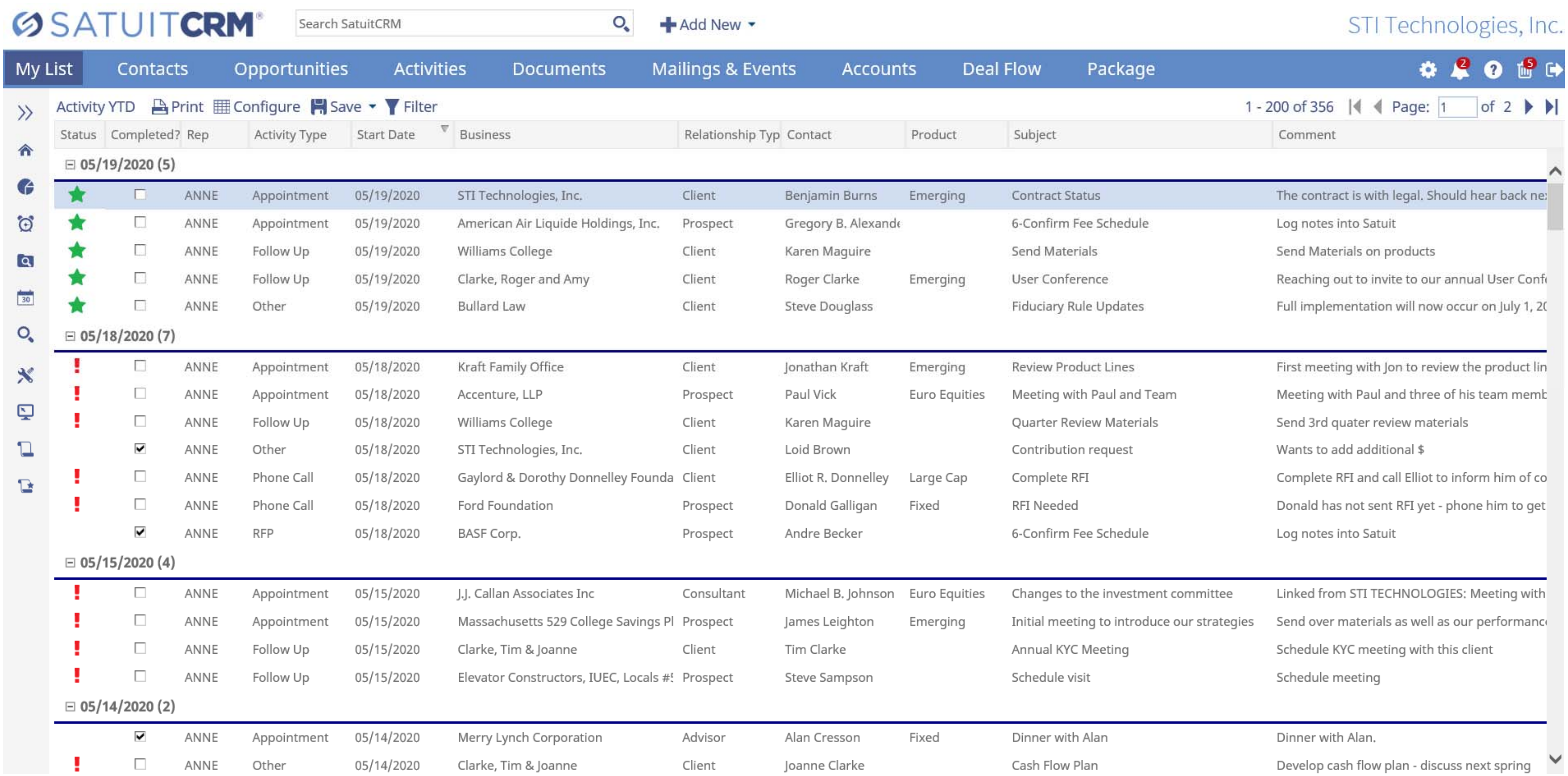
This Saved View shows all activities with a Start Date in the previous 2 weeks as well as all activity with a Start Date of this week and next. It is sorted by Start Date in descending order and includes the Status field as a visual indicator. Items with a red exclamation point are overdue and not marked complete while green stars indicate a future activity not yet completed. This Saved View is configured as a Button in the Home Page examples and is the basis for multiple Charts in the Dashboard samples. It is also used as a data source for SSRS Report examples.



Activity YTD

Description:

This Saved View uses a YTD date token to show all activities with a Start Date from January 1 of this year through today. It is grouped by Start Date (Day) in descending order and includes the Status field as a visual indicator. Items with a red exclamation point are overdue and not marked complete while green stars indicate a future activity not yet completed. This Saved View is configured as a Button in the Home Page examples and is the basis for multiple Charts in the Dashboard samples. It is also used as a data source for SSRS Report examples.



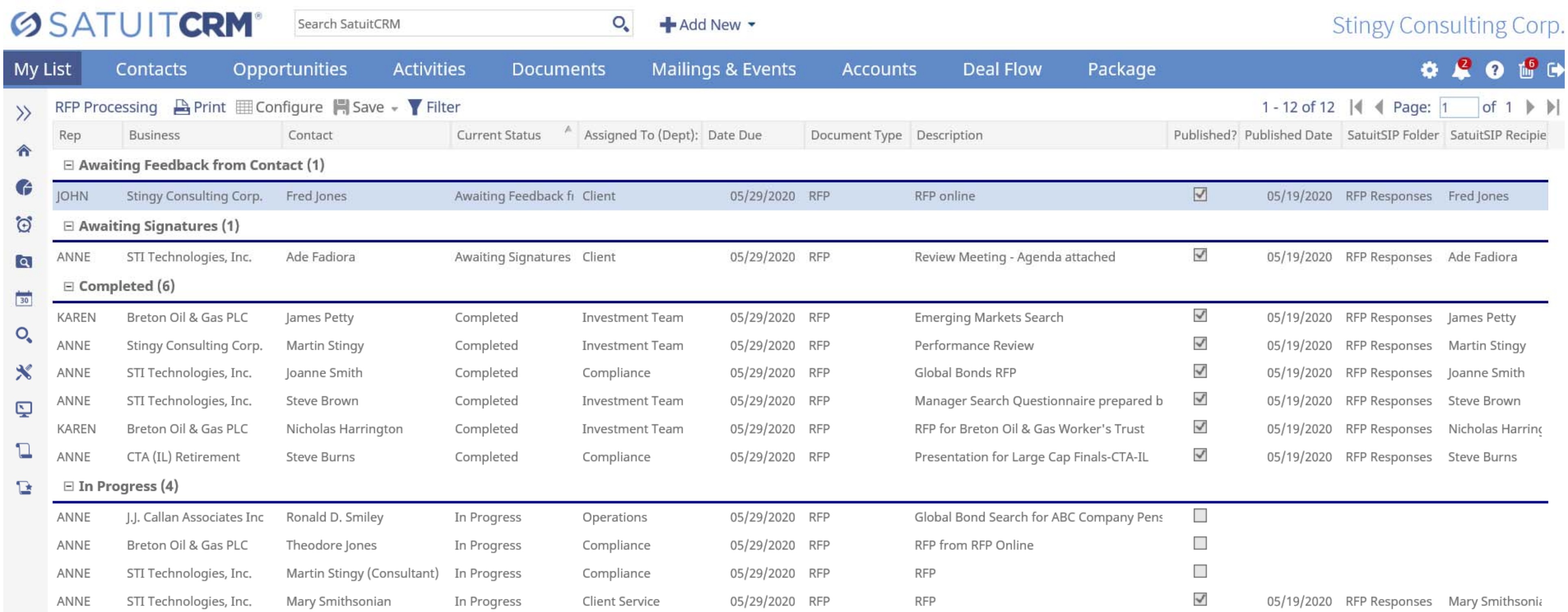
Status	Completed?	Rep	Activity Type	Start Date	Business	Relationship Typ	Contact	Product	Subject	Comment
05/19/2020 (5)										
★	☐	ANNE	Appointment	05/19/2020	STI Technologies, Inc.	Client	Benjamin Burns	Emerging	Contract Status	The contract is with legal. Should hear back ne:
★	☐	ANNE	Appointment	05/19/2020	American Air Liquide Holdings, Inc.	Prospect	Gregory B. Alexande		6-Confirm Fee Schedule	Log notes into Satuit
★	☐	ANNE	Follow Up	05/19/2020	Williams College	Client	Karen Maguire		Send Materials	Send Materials on products
★	☐	ANNE	Follow Up	05/19/2020	Clarke, Roger and Amy	Client	Roger Clarke	Emerging	User Conference	Reaching out to invite to our annual User Conf
★	☐	ANNE	Other	05/19/2020	Bullard Law	Client	Steve Douglass		Fiduciary Rule Updates	Full implementation will now occur on July 1, 2(
05/18/2020 (7)										
!	☐	ANNE	Appointment	05/18/2020	Kraft Family Office	Client	Jonathan Kraft	Emerging	Review Product Lines	First meeting with Jon to review the product lin
!	☐	ANNE	Appointment	05/18/2020	Accenture, LLP	Prospect	Paul Vick	Euro Equities	Meeting with Paul and Team	Meeting with Paul and three of his team memb
!	☐	ANNE	Follow Up	05/18/2020	Williams College	Client	Karen Maguire		Quarter Review Materials	Send 3rd quater review materials
	☑	ANNE	Other	05/18/2020	STI Technologies, Inc.	Client	Loid Brown		Contribution request	Wants to add additional $
!	☐	ANNE	Phone Call	05/18/2020	Gaylord & Dorothy Donnelley Founda	Client	Elliot R. Donnelley	Large Cap	Complete RFI	Complete RFI and call Elliot to inform him of co
!	☐	ANNE	Phone Call	05/18/2020	Ford Foundation	Prospect	Donald Galligan	Fixed	RFI Needed	Donald has not sent RFI yet - phone him to get
	☑	ANNE	RFP	05/18/2020	BASF Corp.	Prospect	Andre Becker		6-Confirm Fee Schedule	Log notes into Satuit
05/15/2020 (4)										
!	☐	ANNE	Appointment	05/15/2020	J.J. Callan Associates Inc	Consultant	Michael B. Johnson	Euro Equities	Changes to the investment committee	Linked from STI TECHNOLOGIES: Meeting with
!	☐	ANNE	Appointment	05/15/2020	Massachusetts 529 College Savings Pl	Prospect	James Leighton	Emerging	Initial meeting to introduce our strategies	Send over materials as well as our performanc
!	☐	ANNE	Follow Up	05/15/2020	Clarke, Tim & Joanne	Client	Tim Clarke		Annual KYC Meeting	Schedule KYC meeting with this client
!	☐	ANNE	Follow Up	05/15/2020	Elevator Constructors, IUEC, Locals #!	Prospect	Steve Sampson		Schedule visit	Schedule meeting
05/14/2020 (2)										
	☑	ANNE	Appointment	05/14/2020	Merry Lynch Corporation	Advisor	Alan Cresson	Fixed	Dinner with Alan	Dinner with Alan.
!	☐	ANNE	Other	05/14/2020	Clarke, Tim & Joanne	Client	Joanne Clarke		Cash Flow Plan	Develop cash flow plan - discuss next spring

RFP Processing (Current Status)

Description:

This Saved View shows all current RFP Documents. It is grouped by Current Status and shows the total number of Document records for each. A simple change of grouping then shows the number of Documents by Assigned To (Dept). This Saved View is configured as a Button in the Home Page examples and is the basis for multiple Charts in the Dashboard samples.

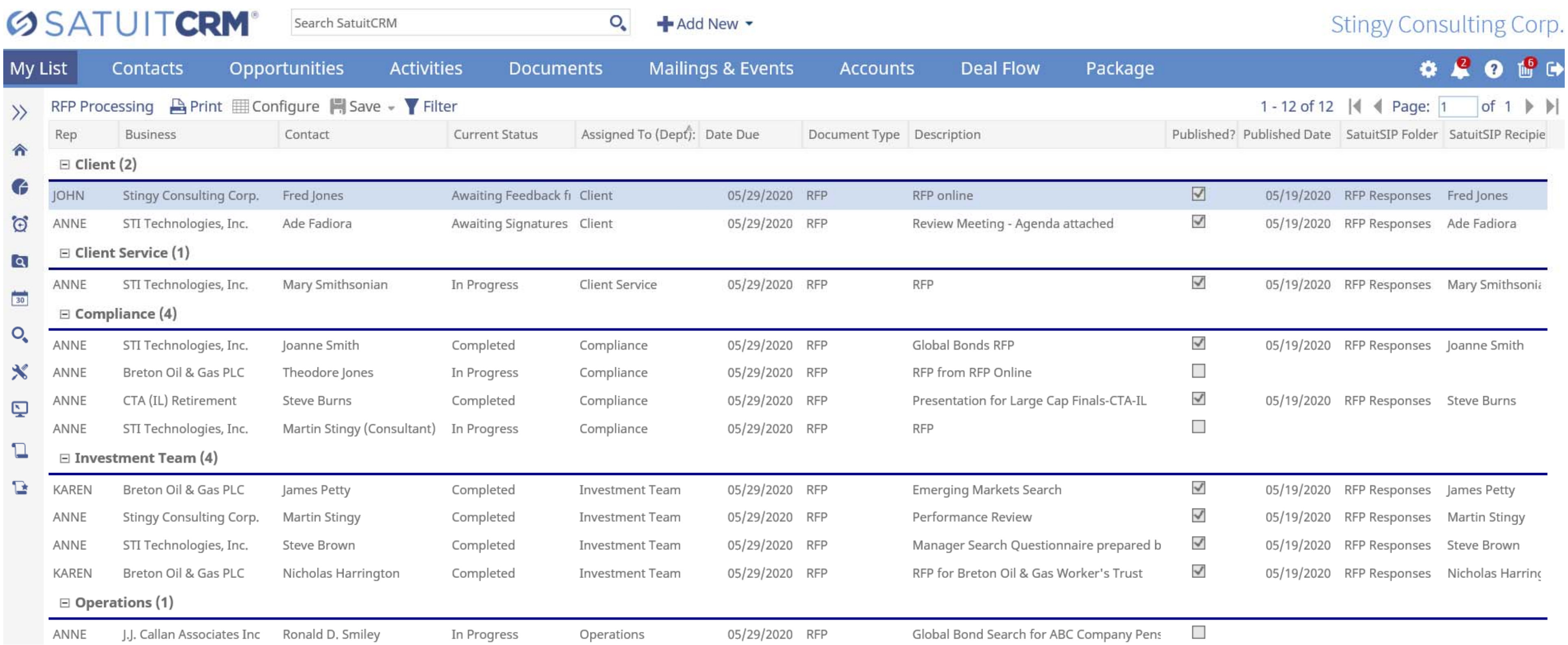
Current Status Grouping



Rep	Business	Contact	Current Status	Assigned To (Dept):	Date Due	Document Type	Description	Published?	Published Date	SatuitSIP Folder	SatuitSIP Recipie
⊟ Awaiting Feedback from Contact (1)											
JOHN	Stingy Consulting Corp.	Fred Jones	Awaiting Feedback fı	Client	05/29/2020	RFP	RFP online	☑	05/19/2020	RFP Responses	Fred Jones
⊟ Awaiting Signatures (1)											
ANNE	STI Technologies, Inc.	Ade Fadiora	Awaiting Signatures	Client	05/29/2020	RFP	Review Meeting - Agenda attached	☑	05/19/2020	RFP Responses	Ade Fadiora
⊟ Completed (6)											
KAREN	Breton Oil & Gas PLC	James Petty	Completed	Investment Team	05/29/2020	RFP	Emerging Markets Search	☑	05/19/2020	RFP Responses	James Petty
ANNE	Stingy Consulting Corp.	Martin Stingy	Completed	Investment Team	05/29/2020	RFP	Performance Review	☑	05/19/2020	RFP Responses	Martin Stingy
ANNE	STI Technologies, Inc.	Joanne Smith	Completed	Compliance	05/29/2020	RFP	Global Bonds RFP	☑	05/19/2020	RFP Responses	Joanne Smith
ANNE	STI Technologies, Inc.	Steve Brown	Completed	Investment Team	05/29/2020	RFP	Manager Search Questionnaire prepared b	☑	05/19/2020	RFP Responses	Steve Brown
KAREN	Breton Oil & Gas PLC	Nicholas Harrington	Completed	Investment Team	05/29/2020	RFP	RFP for Breton Oil & Gas Worker's Trust	☑	05/19/2020	RFP Responses	Nicholas Harrinç
ANNE	CTA (IL) Retirement	Steve Burns	Completed	Compliance	05/29/2020	RFP	Presentation for Large Cap Finals-CTA-IL	☑	05/19/2020	RFP Responses	Steve Burns
⊟ In Progress (4)											
ANNE	J.J. Callan Associates Inc	Ronald D. Smiley	In Progress	Operations	05/29/2020	RFP	Global Bond Search for ABC Company Pens	☐			
ANNE	Breton Oil & Gas PLC	Theodore Jones	In Progress	Compliance	05/29/2020	RFP	RFP from RFP Online	☐			
ANNE	STI Technologies, Inc.	Martin Stingy (Consultant)	In Progress	Compliance	05/29/2020	RFP	RFP	☐			
ANNE	STI Technologies, Inc.	Mary Smithsonian	In Progress	Client Service	05/29/2020	RFP	RFP	☑	05/19/2020	RFP Responses	Mary Smithsoniı

RFP Processing (Assigned To)

Assigned To Grouping

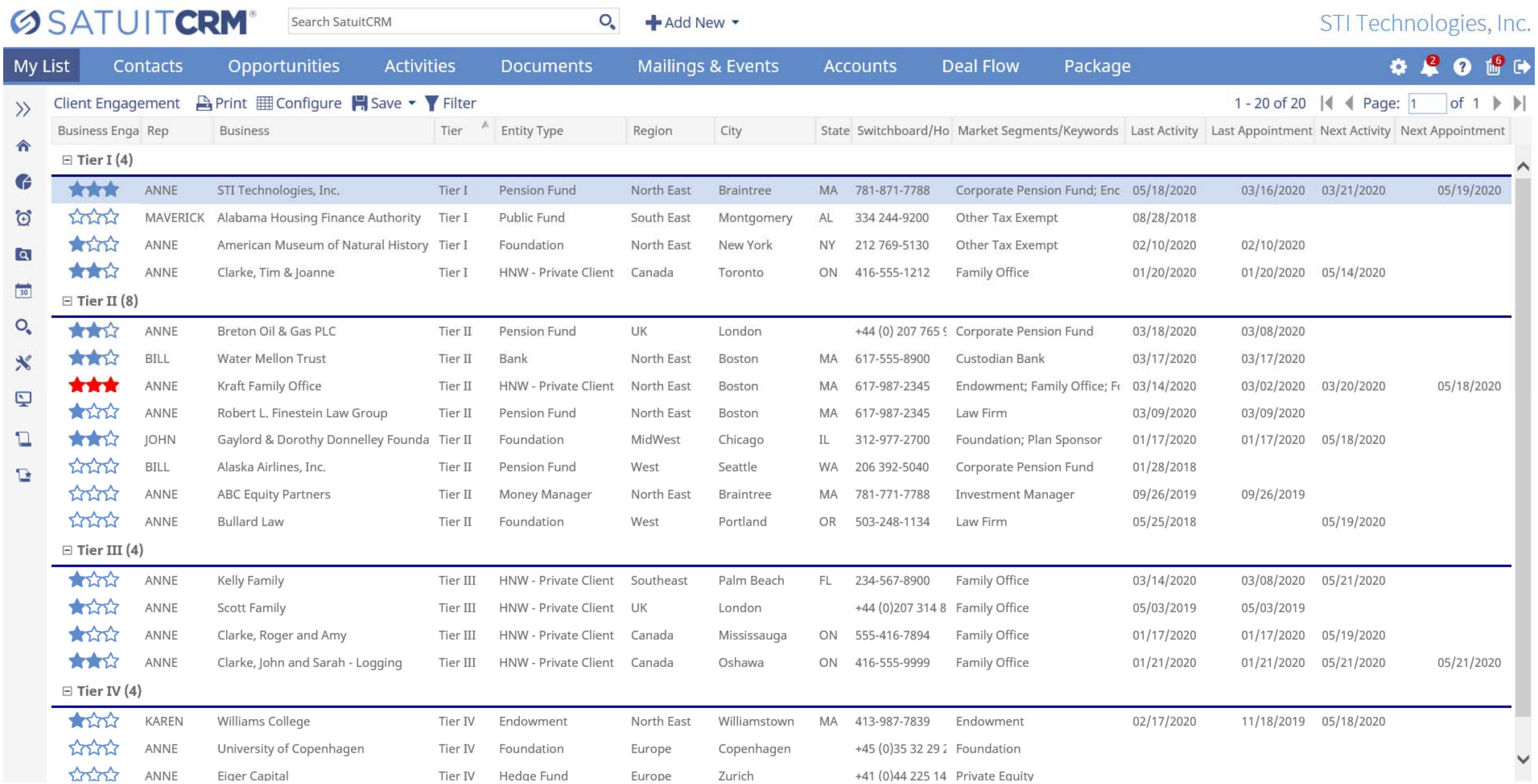


Rep	Business	Contact	Current Status	Assigned To (Dept):	Date Due	Document Type	Description	Published?	Published Date	SatuitSIP Folder	SatuitSIP Recipie
⊟ Client (2)											
JOHN	Stingy Consulting Corp.	Fred Jones	Awaiting Feedback fi	Client	05/29/2020	RFP	RFP online	☑	05/19/2020	RFP Responses	Fred Jones
ANNE	STI Technologies, Inc.	Ade Fadiora	Awaiting Signatures	Client	05/29/2020	RFP	Review Meeting - Agenda attached	☑	05/19/2020	RFP Responses	Ade Fadiora
⊟ Client Service (1)											
ANNE	STI Technologies, Inc.	Mary Smithsonian	In Progress	Client Service	05/29/2020	RFP	RFP	☑	05/19/2020	RFP Responses	Mary Smithsoni
⊟ Compliance (4)											
ANNE	STI Technologies, Inc.	Joanne Smith	Completed	Compliance	05/29/2020	RFP	Global Bonds RFP	☑	05/19/2020	RFP Responses	Joanne Smith
ANNE	Breton Oil & Gas PLC	Theodore Jones	In Progress	Compliance	05/29/2020	RFP	RFP from RFP Online	☐			
ANNE	CTA (IL) Retirement	Steve Burns	Completed	Compliance	05/29/2020	RFP	Presentation for Large Cap Finals-CTA-IL	☑	05/19/2020	RFP Responses	Steve Burns
ANNE	STI Technologies, Inc.	Martin Stingy (Consultant)	In Progress	Compliance	05/29/2020	RFP	RFP	☐			
⊟ Investment Team (4)											
KAREN	Breton Oil & Gas PLC	James Petty	Completed	Investment Team	05/29/2020	RFP	Emerging Markets Search	☑	05/19/2020	RFP Responses	James Petty
ANNE	Stingy Consulting Corp.	Martin Stingy	Completed	Investment Team	05/29/2020	RFP	Performance Review	☑	05/19/2020	RFP Responses	Martin Stingy
ANNE	STI Technologies, Inc.	Steve Brown	Completed	Investment Team	05/29/2020	RFP	Manager Search Questionnaire prepared b	☑	05/19/2020	RFP Responses	Steve Brown
KAREN	Breton Oil & Gas PLC	Nicholas Harrington	Completed	Investment Team	05/29/2020	RFP	RFP for Breton Oil & Gas Worker's Trust	☑	05/19/2020	RFP Responses	Nicholas Harrinc
⊟ Operations (1)											
ANNE	J.J. Callan Associates Inc	Ronald D. Smiley	In Progress	Operations	05/29/2020	RFP	Global Bond Search for ABC Company Pens	☐			

Client Engagement

Description:

This Saved View shows all Entities where the Relationship Type is equal to Client. It is grouped by Tier and includes the Business Engagement Field as well as the Next and Last Activity and Appointment Dates. This Saved View is configured as a Button in the Home Page examples and is the basis for multiple Charts in the Dashboard samples. It is also used as a data source for SSRS Report examples

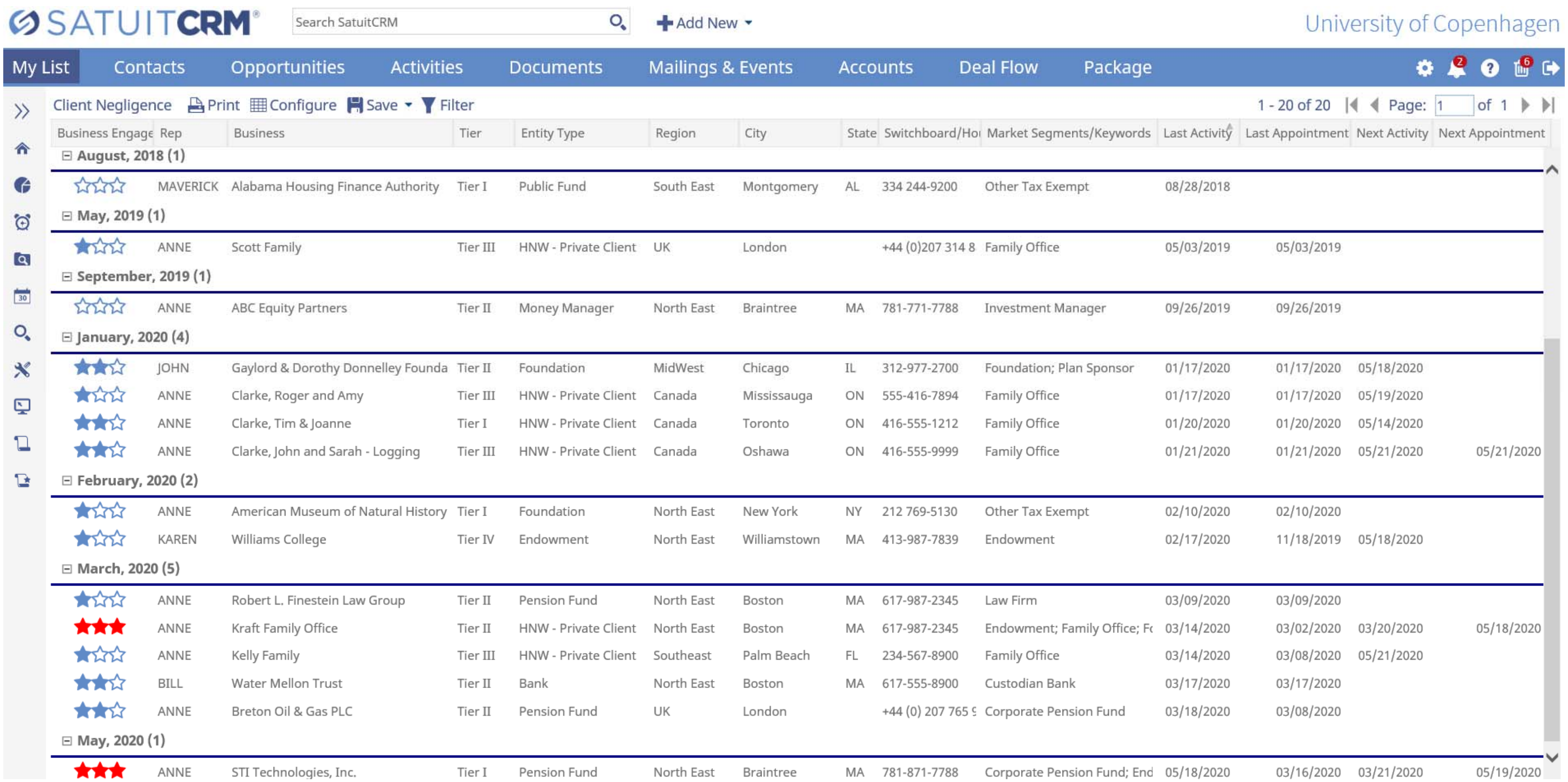


Business Enga	Rep	Business	Tier	Entity Type	Region	City	State	Switchboard/Ho	Market Segments/Keywords	Last Activity	Last Appointment	Next Activity	Next Appointment
Tier I (4)													
	ANNE	STI Technologies, Inc.	Tier I	Pension Fund	North East	Braintree	MA	781-871-7788	Corporate Pension Fund; Enc	05/18/2020	03/16/2020	03/21/2020	05/19/2020
	MAVERICK	Alabama Housing Finance Authority	Tier I	Public Fund	South East	Montgomery	AL	334 244-9200	Other Tax Exempt	08/28/2018			
	ANNE	American Museum of Natural History	Tier I	Foundation	North East	New York	NY	212 769-5130	Other Tax Exempt	02/10/2020	02/10/2020		
	ANNE	Clarke, Tim & Joanne	Tier I	HNW - Private Client	Canada	Toronto	ON	416-555-1212	Family Office	01/20/2020	01/20/2020	05/14/2020	
Tier II (8)													
	ANNE	Breton Oil & Gas PLC	Tier II	Pension Fund	UK	London		+44 (0) 207 765 !	Corporate Pension Fund	03/18/2020	03/08/2020		
	BILL	Water Mellon Trust	Tier II	Bank	North East	Boston	MA	617-555-8900	Custodian Bank	03/17/2020	03/17/2020		
	ANNE	Kraft Family Office	Tier II	HNW - Private Client	North East	Boston	MA	617-987-2345	Endowment; Family Office; Fi	03/14/2020	03/02/2020	03/20/2020	05/18/2020
	ANNE	Robert L. Finestein Law Group	Tier II	Pension Fund	North East	Boston	MA	617-987-2345	Law Firm	03/09/2020	03/09/2020		
	JOHN	Gaylord & Dorothy Donnelley Founda	Tier II	Foundation	MidWest	Chicago	IL	312-977-2700	Foundation; Plan Sponsor	01/17/2020	01/17/2020	05/18/2020	
	BILL	Alaska Airlines, Inc.	Tier II	Pension Fund	West	Seattle	WA	206 392-5040	Corporate Pension Fund	01/28/2018			
	ANNE	ABC Equity Partners	Tier II	Money Manager	North East	Braintree	MA	781-771-7788	Investment Manager	09/26/2019	09/26/2019		
	ANNE	Bullard Law	Tier II	Foundation	West	Portland	OR	503-248-1134	Law Firm	05/25/2018		05/19/2020	
Tier III (4)													
	ANNE	Kelly Family	Tier III	HNW - Private Client	Southeast	Palm Beach	FL	234-567-8900	Family Office	03/14/2020	03/08/2020	05/21/2020	
	ANNE	Scott Family	Tier III	HNW - Private Client	UK	London		+44 (0)207 314 8	Family Office	05/03/2019	05/03/2019		
	ANNE	Clarke, Roger and Amy	Tier III	HNW - Private Client	Canada	Mississauga	ON	555-416-7894	Family Office	01/17/2020	01/17/2020	05/19/2020	
	ANNE	Clarke, John and Sarah - Logging	Tier III	HNW - Private Client	Canada	Oshawa	ON	416-555-9999	Family Office	01/21/2020	01/21/2020	05/21/2020	05/21/2020
Tier IV (4)													
	KAREN	Williams College	Tier IV	Endowment	North East	Williamstown	MA	413-987-7839	Endowment	02/17/2020	11/18/2019	05/18/2020	
	ANNE	University of Copenhagen	Tier IV	Foundation	Europe	Copenhagen		+45 (0)35 32 29 2	Foundation				
	ANNE	Eiger Capital	Tier IV	Hedge Fund	Europe	Zurich		+41 (0)44 225 14	Private Equity				

Client Negligence

Description:

This Saved View was created by changing the grouping of the Client Engagement Saved View to be by the Month of the Last Activity Date column instead of Tier. The “Save As” feature allows us to give it a new name for this grouping while using the same underlying search criteria (Relationship Type = Client). This view lets us quickly see which Clients we have not had activity with recently so we can proactively engage.

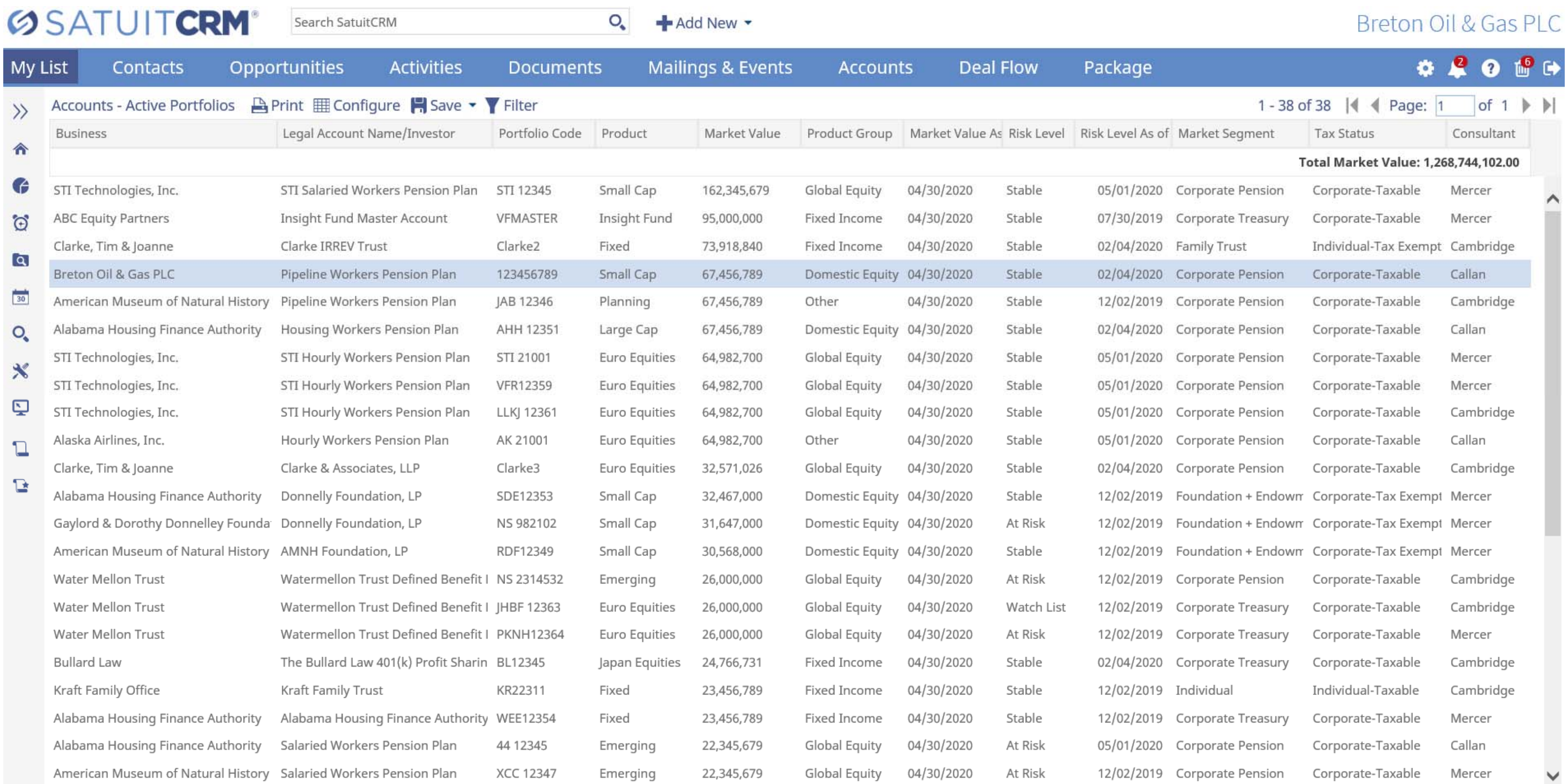


Business Engage	Rep	Business	Tier	Entity Type	Region	City	State	Switchboard/Ho	Market Segments/Keywords	Last Activity	Last Appointment	Next Activity	Next Appointment
August, 2018 (1)													
☆☆☆	MAVERICK	Alabama Housing Finance Authority	Tier I	Public Fund	South East	Montgomery	AL	334 244-9200	Other Tax Exempt	08/28/2018			
May, 2019 (1)													
★☆☆	ANNE	Scott Family	Tier III	HNW - Private Client	UK	London		+44 (0)207 314 8	Family Office	05/03/2019	05/03/2019		
September, 2019 (1)													
☆☆☆	ANNE	ABC Equity Partners	Tier II	Money Manager	North East	Braintree	MA	781-771-7788	Investment Manager	09/26/2019	09/26/2019		
January, 2020 (4)													
★★☆	JOHN	Gaylord & Dorothy Donnelley Founda	Tier II	Foundation	MidWest	Chicago	IL	312-977-2700	Foundation; Plan Sponsor	01/17/2020	01/17/2020	05/18/2020	
★☆☆	ANNE	Clarke, Roger and Amy	Tier III	HNW - Private Client	Canada	Mississauga	ON	555-416-7894	Family Office	01/17/2020	01/17/2020	05/19/2020	
★★☆	ANNE	Clarke, Tim & Joanne	Tier I	HNW - Private Client	Canada	Toronto	ON	416-555-1212	Family Office	01/20/2020	01/20/2020	05/14/2020	
★★☆	ANNE	Clarke, John and Sarah - Logging	Tier III	HNW - Private Client	Canada	Oshawa	ON	416-555-9999	Family Office	01/21/2020	01/21/2020	05/21/2020	05/21/2020
February, 2020 (2)													
★☆☆	ANNE	American Museum of Natural History	Tier I	Foundation	North East	New York	NY	212 769-5130	Other Tax Exempt	02/10/2020	02/10/2020		
★☆☆	KAREN	Williams College	Tier IV	Endowment	North East	Williamstown	MA	413-987-7839	Endowment	02/17/2020	11/18/2019	05/18/2020	
March, 2020 (5)													
★☆☆	ANNE	Robert L. Finestein Law Group	Tier II	Pension Fund	North East	Boston	MA	617-987-2345	Law Firm	03/09/2020	03/09/2020		
★★★	ANNE	Kraft Family Office	Tier II	HNW - Private Client	North East	Boston	MA	617-987-2345	Endowment; Family Office; Fc	03/14/2020	03/02/2020	03/20/2020	05/18/2020
★☆☆	ANNE	Kelly Family	Tier III	HNW - Private Client	Southeast	Palm Beach	FL	234-567-8900	Family Office	03/14/2020	03/08/2020	05/21/2020	
★★☆	BILL	Water Mellon Trust	Tier II	Bank	North East	Boston	MA	617-555-8900	Custodian Bank	03/17/2020	03/17/2020		
★★☆	ANNE	Breton Oil & Gas PLC	Tier II	Pension Fund	UK	London		+44 (0) 207 765 9	Corporate Pension Fund	03/18/2020	03/08/2020		
May, 2020 (1)													
★★★	ANNE	STI Technologies, Inc.	Tier I	Pension Fund	North East	Braintree	MA	781-871-7788	Corporate Pension Fund; End	05/18/2020	03/16/2020	03/21/2020	05/19/2020

Accounts – Active Portfolios

Description:

This Saved View shows all open accounts along with the Total AUM across all Portfolios. It is sorted by individual account value in descending order. Subsequent groupings allow us to view totals by Product, Market Segment, Entity Type, Product Group, Risk Level, etc. This Saved View is configured as a Button in the Home Page examples and is the basis for multiple Charts in the Dashboard samples. It is also used as a data source for SSRS Report examples.



Business	Legal Account Name/Investor	Portfolio Code	Product	Market Value	Product Group	Market Value As	Risk Level	Risk Level As of	Market Segment	Tax Status	Consultant
											Total Market Value: 1,268,744,102.00
STI Technologies, Inc.	STI Salaried Workers Pension Plan	STI 12345	Small Cap	162,345,679	Global Equity	04/30/2020	Stable	05/01/2020	Corporate Pension	Corporate-Taxable	Mercer
ABC Equity Partners	Insight Fund Master Account	VFMASTER	Insight Fund	95,000,000	Fixed Income	04/30/2020	Stable	07/30/2019	Corporate Treasury	Corporate-Taxable	Mercer
Clarke, Tim & Joanne	Clarke IRREV Trust	Clarke2	Fixed	73,918,840	Fixed Income	04/30/2020	Stable	02/04/2020	Family Trust	Individual-Tax Exempt	Cambridge
Breton Oil & Gas PLC	Pipeline Workers Pension Plan	123456789	Small Cap	67,456,789	Domestic Equity	04/30/2020	Stable	02/04/2020	Corporate Pension	Corporate-Taxable	Callan
American Museum of Natural History	Pipeline Workers Pension Plan	JAB 12346	Planning	67,456,789	Other	04/30/2020	Stable	12/02/2019	Corporate Pension	Corporate-Taxable	Cambridge
Alabama Housing Finance Authority	Housing Workers Pension Plan	AHH 12351	Large Cap	67,456,789	Domestic Equity	04/30/2020	Stable	02/04/2020	Corporate Pension	Corporate-Taxable	Callan
STI Technologies, Inc.	STI Hourly Workers Pension Plan	STI 21001	Euro Equities	64,982,700	Global Equity	04/30/2020	Stable	05/01/2020	Corporate Pension	Corporate-Taxable	Mercer
STI Technologies, Inc.	STI Hourly Workers Pension Plan	VFR12359	Euro Equities	64,982,700	Global Equity	04/30/2020	Stable	05/01/2020	Corporate Pension	Corporate-Taxable	Mercer
STI Technologies, Inc.	STI Hourly Workers Pension Plan	LLKJ 12361	Euro Equities	64,982,700	Global Equity	04/30/2020	Stable	05/01/2020	Corporate Pension	Corporate-Taxable	Cambridge
Alaska Airlines, Inc.	Hourly Workers Pension Plan	AK 21001	Euro Equities	64,982,700	Other	04/30/2020	Stable	05/01/2020	Corporate Pension	Corporate-Taxable	Callan
Clarke, Tim & Joanne	Clarke & Associates, LLP	Clarke3	Euro Equities	32,571,026	Global Equity	04/30/2020	Stable	02/04/2020	Corporate Pension	Corporate-Taxable	Cambridge
Alabama Housing Finance Authority	Donnelly Foundation, LP	SDE12353	Small Cap	32,467,000	Domestic Equity	04/30/2020	Stable	12/02/2019	Foundation + Endowm	Corporate-Tax Exempt	Mercer
Gaylord & Dorothy Donnelley Founda	Donnelly Foundation, LP	NS 982102	Small Cap	31,647,000	Domestic Equity	04/30/2020	At Risk	12/02/2019	Foundation + Endowm	Corporate-Tax Exempt	Mercer
American Museum of Natural History	AMNH Foundation, LP	RDF12349	Small Cap	30,568,000	Domestic Equity	04/30/2020	Stable	12/02/2019	Foundation + Endowm	Corporate-Tax Exempt	Mercer
Water Mellon Trust	Watermellon Trust Defined Benefit I	NS 2314532	Emerging	26,000,000	Global Equity	04/30/2020	At Risk	12/02/2019	Corporate Pension	Corporate-Taxable	Cambridge
Water Mellon Trust	Watermellon Trust Defined Benefit I	JHBF 12363	Euro Equities	26,000,000	Global Equity	04/30/2020	Watch List	12/02/2019	Corporate Treasury	Corporate-Taxable	Cambridge
Water Mellon Trust	Watermellon Trust Defined Benefit I	PKNH12364	Euro Equities	26,000,000	Global Equity	04/30/2020	At Risk	12/02/2019	Corporate Treasury	Corporate-Taxable	Mercer
Bullard Law	The Bullard Law 401(k) Profit Sharin	BL12345	Japan Equities	24,766,731	Fixed Income	04/30/2020	Stable	02/04/2020	Corporate Treasury	Corporate-Taxable	Cambridge
Kraft Family Office	Kraft Family Trust	KR22311	Fixed	23,456,789	Fixed Income	04/30/2020	Stable	12/02/2019	Individual	Individual-Taxable	Cambridge
Alabama Housing Finance Authority	Alabama Housing Finance Authority	WEE12354	Fixed	23,456,789	Fixed Income	04/30/2020	Stable	12/02/2019	Corporate Treasury	Corporate-Taxable	Mercer
Alabama Housing Finance Authority	Salaried Workers Pension Plan	44 12345	Emerging	22,345,679	Global Equity	04/30/2020	At Risk	05/01/2020	Corporate Pension	Corporate-Taxable	Callan
American Museum of Natural History	Salaried Workers Pension Plan	XCC 12347	Emerging	22,345,679	Global Equity	04/30/2020	At Risk	12/02/2019	Corporate Pension	Corporate-Taxable	Mercer

Accounts – Active Portfolios (Product)

Grouped by Product

SATUITCRM | Search SatuitCRM | Add New | Breton Oil & Gas PLC

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Accounts - Active Portfolios | Print | Configure | Save | Filter | 1 - 38 of 38 | Page: 1 of 1

Business	Legal Account Name/Investor	Portfolio Code	Product	Market Value	Product Group	Market Value As	Risk Level	Risk Level As of	Market Segment	Tax Status	Consultant
Emerging (7)											**Total Market Value: 115,803,516.00**
Robert L. Finestein Law Group	Feinstein Profit Sharing Fund	RF56788	Emerging	15,210,400	Global Equity	04/30/2020	Watch List	12/02/2019	Corporate Treasury	Corporate-Taxable	Mercer
Water Mellon Trust	Watermellon Trust Defined Benefit I	NS 2314532	Emerging	26,000,000	Global Equity	04/30/2020	At Risk	12/02/2019	Corporate Pension	Corporate-Taxable	Cambridge
Alabama Housing Finance Authority	Salaried Workers Pension Plan	44 12345	Emerging	22,345,679	Global Equity	04/30/2020	At Risk	05/01/2020	Corporate Pension	Corporate-Taxable	Callan
American Museum of Natural History	Salaried Workers Pension Plan	XCC 12347	Emerging	22,345,679	Global Equity	04/30/2020	At Risk	12/02/2019	Corporate Pension	Corporate-Taxable	Mercer
Alabama Housing Finance Authority	Feinstein Profit Sharing Fund	SWA12356	Emerging	5,210,400	Global Equity	04/30/2020	At Risk	08/24/2016	Corporate Treasury	Corporate-Taxable	Mercer
STI Technologies, Inc.	STI Salaried Workers Pension Plan	WSAI12358	Emerging	12,345,679	Global Equity	04/30/2020	Stable	05/01/2020	Corporate Pension	Corporate-Taxable	Mercer
STI Technologies, Inc.	STI Salaried Workers Pension Plan	QAWE12360	Emerging	12,345,679	Global Equity	04/30/2020	Stable	05/01/2020	Corporate Pension	Corporate-Taxable	Mercer
Euro Equities (12)											**Total Market Value: 401,094,911.00**
Breton Oil & Gas PLC	Global Bond Fund A	BGP12345	Euro Equities	12,345,678	Other	04/30/2020	At Risk	05/01/2020	Corporate Pension	Corporate-Taxable	Callan
STI Technologies, Inc.	STI Hourly Workers Pension Plan	STI 21001	Euro Equities	64,982,700	Global Equity	04/30/2020	Stable	05/01/2020	Corporate Pension	Corporate-Taxable	Mercer
American Museum of Natural History	Global Bond Fund A	AMNH 12348	Euro Equities	12,345,678	Global Equity	04/30/2020	At Risk	02/04/2020	Corporate Treasury	Corporate-Taxable	Callan
American Museum of Natural History	AMNH Large Cap Equities	AMNH 12350	Euro Equities	14,345,651	Global Equity	04/30/2020	At Risk	05/01/2020	Corporate Treasury	Corporate-Taxable	Callan
Alabama Housing Finance Authority	Housing Global Bond Fund A	KBC 12352	Euro Equities	12,345,678	Global Equity	04/30/2020	At Risk	12/02/2019	Corporate Pension	Corporate-Taxable	Cambridge
Robert L. Finestein Law Group	Feinstein Profit Sharing Fund	SSBC 12357	Euro Equities	5,210,400	Global Equity	04/30/2020	Watch List	12/02/2019	Corporate Treasury	Corporate-Taxable	Mercer
STI Technologies, Inc.	STI Hourly Workers Pension Plan	VFR12359	Euro Equities	64,982,700	Global Equity	04/30/2020	Stable	05/01/2020	Corporate Pension	Corporate-Taxable	Mercer
STI Technologies, Inc.	STI Hourly Workers Pension Plan	LLKJ 12361	Euro Equities	64,982,700	Global Equity	04/30/2020	Stable	05/01/2020	Corporate Pension	Corporate-Taxable	Cambridge
Water Mellon Trust	Watermellon Trust Defined Benefit I	JHBF 12363	Euro Equities	26,000,000	Global Equity	04/30/2020	Watch List	12/02/2019	Corporate Treasury	Corporate-Taxable	Cambridge
Water Mellon Trust	Watermellon Trust Defined Benefit I	PKNH12364	Euro Equities	26,000,000	Global Equity	04/30/2020	At Risk	12/02/2019	Corporate Treasury	Corporate-Taxable	Mercer
Alaska Airlines, Inc.	Hourly Workers Pension Plan	AK 21001	Euro Equities	64,982,700	Other	04/30/2020	Stable	05/01/2020	Corporate Pension	Corporate-Taxable	Callan
Clarke, Tim & Joanne	Clarke & Associates, LLP	Clarke3	Euro Equities	32,571,026	Global Equity	04/30/2020	Stable	02/04/2020	Corporate Pension	Corporate-Taxable	Cambridge
Fixed (4)											**Total Market Value: 133,155,148.00**
Kraft Family Office	Kraft Family Trust	KR22311	Fixed	23,456,789	Fixed Income	04/30/2020	Stable	12/02/2019	Individual	Individual-Taxable	Cambridge

Accounts – Active Portfolios (Consultant)

Grouped by Consultant

SATUITCRM Search SatuitCRM + Add New Breton Oil & Gas PLC

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Accounts - Active Portfolios Print Configure Save Filter 1 - 38 of 38 Page: 1 of 1

Business	Legal Account Name/Investor	Portfolio Code	Product	Market Value	Product Group	Market Value As	Risk Level	Risk Level As of	Market Segment	Tax Status	Consultant
⊟ Callan (7)										Total Market Value: 261,278,964.00	
Breton Oil & Gas PLC	Global Bond Fund A	BGP12345	Euro Equities	12,345,678	Other	04/30/2020	At Risk	05/01/2020	Corporate Pension	Corporate-Taxable	Callan
Breton Oil & Gas PLC	Pipeline Workers Pension Plan	123456789	Small Cap	67,456,789	Domestic Equity	04/30/2020	Stable	02/04/2020	Corporate Pension	Corporate-Taxable	Callan
Alabama Housing Finance Authority	Salaried Workers Pension Plan	44 12345	Emerging	22,345,679	Global Equity	04/30/2020	At Risk	05/01/2020	Corporate Pension	Corporate-Taxable	Callan
American Museum of Natural History	Global Bond Fund A	AMNH 12348	Euro Equities	12,345,678	Global Equity	04/30/2020	At Risk	02/04/2020	Corporate Treasury	Corporate-Taxable	Callan
American Museum of Natural History	AMNH Large Cap Equities	AMNH 12350	Euro Equities	14,345,651	Global Equity	04/30/2020	At Risk	05/01/2020	Corporate Treasury	Corporate-Taxable	Callan
Alabama Housing Finance Authority	Housing Workers Pension Plan	AHH 12351	Large Cap	67,456,789	Domestic Equity	04/30/2020	Stable	02/04/2020	Corporate Pension	Corporate-Taxable	Callan
Alaska Airlines, Inc.	Hourly Workers Pension Plan	AK 21001	Euro Equities	64,982,700	Other	04/30/2020	Stable	05/01/2020	Corporate Pension	Corporate-Taxable	Callan
⊟ Cambridge (13)										Total Market Value: 383,347,033.00	
Kraft Family Office	Kraft Family Trust	KR22311	Fixed	23,456,789	Fixed Income	04/30/2020	Stable	12/02/2019	Individual	Individual-Taxable	Cambridge
Water Mellon Trust	Watermellon Trust Defined Benefit I	NS 2314532	Emerging	26,000,000	Global Equity	04/30/2020	At Risk	12/02/2019	Corporate Pension	Corporate-Taxable	Cambridge
American Museum of Natural History	Pipeline Workers Pension Plan	JAB 12346	Planning	67,456,789	Other	04/30/2020	Stable	12/02/2019	Corporate Pension	Corporate-Taxable	Cambridge
Alabama Housing Finance Authority	Housing Global Bond Fund A	KBC 12352	Euro Equities	12,345,678	Global Equity	04/30/2020	At Risk	12/02/2019	Corporate Pension	Corporate-Taxable	Cambridge
STI Technologies, Inc.	STI Hourly Workers Pension Plan	LLKJ 12361	Euro Equities	64,982,700	Global Equity	04/30/2020	Stable	05/01/2020	Corporate Pension	Corporate-Taxable	Cambridge
STI Technologies, Inc.	STI Large Cap Equities	EGH 12362	Large Cap	14,345,651	Domestic Equity	04/30/2020	Stable	05/01/2020	Corporate Pension	Corporate-Taxable	Cambridge
Water Mellon Trust	Watermellon Trust Defined Benefit I	JHBF 12363	Euro Equities	26,000,000	Global Equity	04/30/2020	Watch List	12/02/2019	Corporate Treasury	Corporate-Taxable	Cambridge
Bullard Law	The Bullard Law 401(k) Profit Sharin	BL12345	Japan Equities	24,766,731	Fixed Income	04/30/2020	Stable	02/04/2020	Corporate Treasury	Corporate-Taxable	Cambridge
Clarke, Tim & Joanne	Tim & Joanne Clarke Master	Clarke1	Large Cap	3,750,000	Global Equity	04/30/2020	Stable	02/04/2020	Family Trust	Individual-Taxable	Cambridge
Clarke, Tim & Joanne	Clarke IRREV Trust	Clarke2	Fixed	73,918,840	Fixed Income	04/30/2020	Stable	02/04/2020	Family Trust	Individual-Tax Exempt	Cambridge
Clarke, Tim & Joanne	Clarke & Associates, LLP	Clarke3	Euro Equities	32,571,026	Global Equity	04/30/2020	Stable	02/04/2020	Corporate Pension	Corporate-Taxable	Cambridge
Clarke, John and Sarah - Logging	John & Sarah Clarke Master	ClarkeJS1	Japan Equities	1,430,099	Global Equity	04/30/2020	Stable	02/04/2020	Individual	Individual-Tax Exempt	Cambridge
Clarke, Roger and Amy	Roger & Amy Clarke Master	ClarkeRA1	Fixed	12,322,730	Fixed Income	04/30/2020	Stable	02/04/2020	Family Trust	Individual-Tax Exempt	Cambridge
⊟ Mercer (18)										Total Market Value: 624,118,105.00	

HOME PAGES

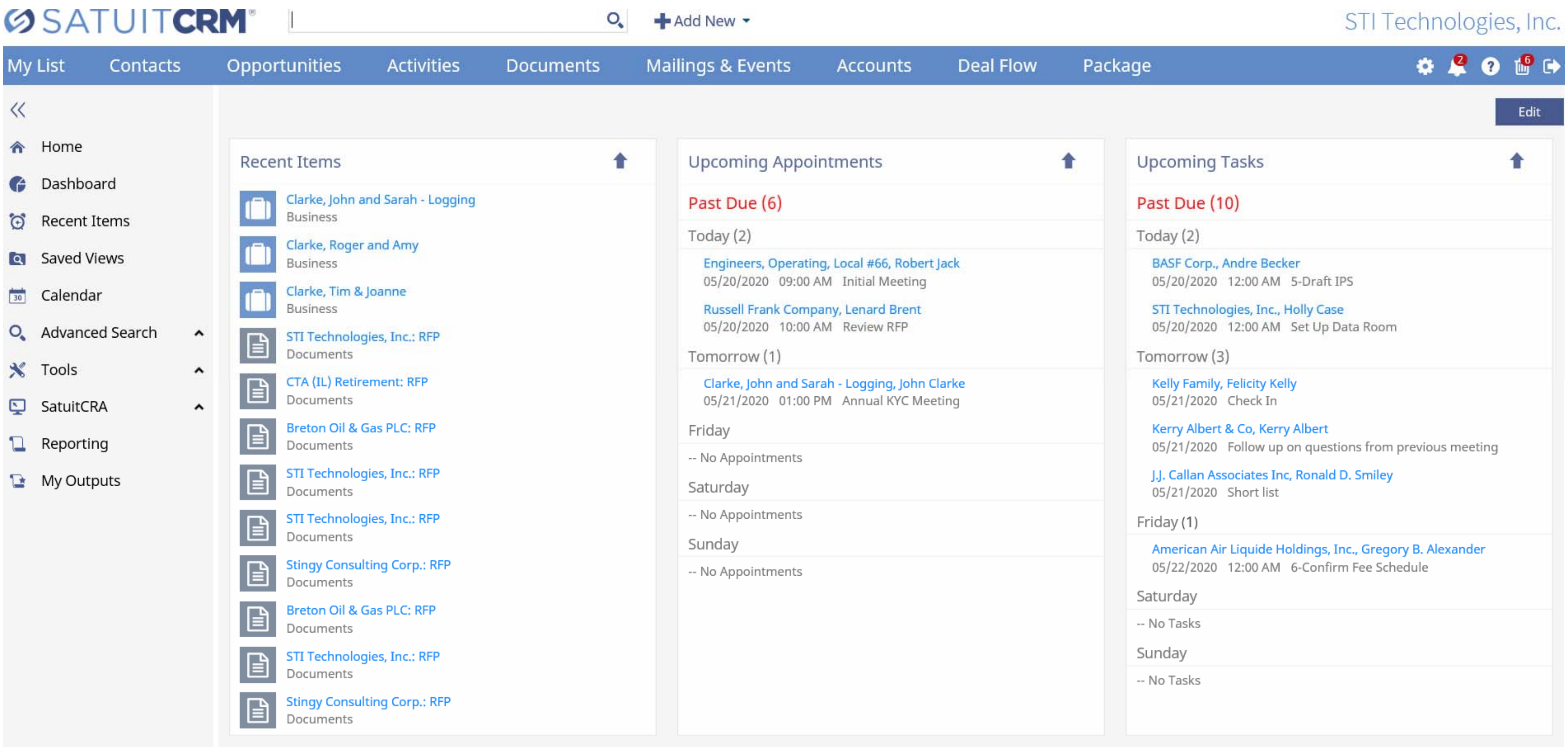
The SatuitCRM Home Page is seen when first logging into the system to help the user quickly navigate to their commonly used actions, Saved Views, and functions. The Home Page can be customized by each individual user based on their preferences. Upon login, the user will already have the Default Home Page which is designed to provide users with a simplified experience. The Default Homepage consists of the Recent Items, Upcoming Appointments, and Upcoming Tasks Default Lists.

The Home Page acts as the command center for quick and easy access to the information you need, updated in real time. Once you have identified the information you want to see you can create Saved Views with varying details quickly and easily and modify your Home Page accordingly. The layout is fully customizable, so you can resize your buttons and lists as well as use the drag-and-drop functionality to position additional Buttons and Custom or Default Lists.

Default Home Page

Description:

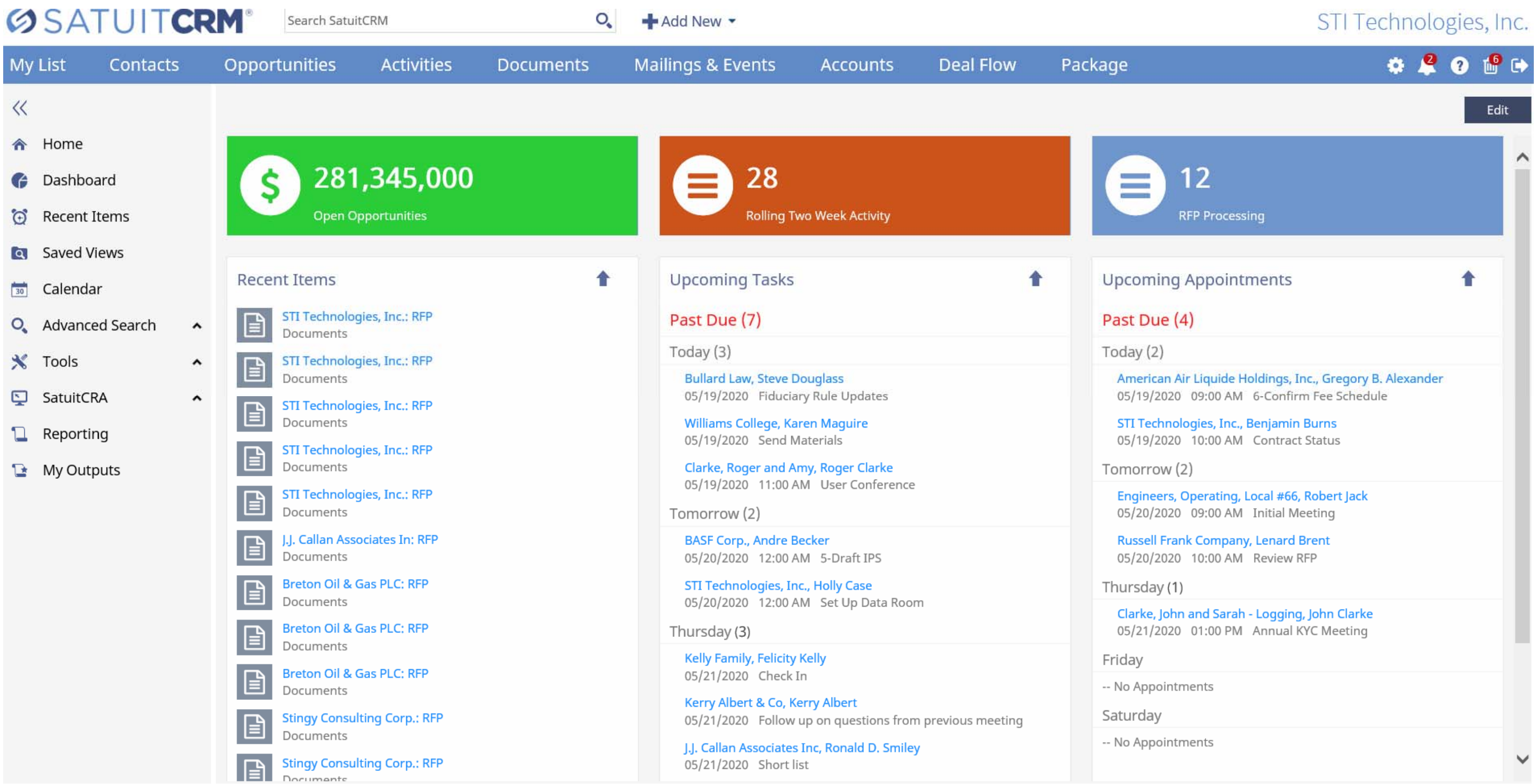
The Default Home Page includes the default lists for Recent Items, Upcoming Appointments, and Upcoming Tasks. Clicking the Up Arrow in the top corner of each list promotes the item to a full Browse List of information.



Basic Home Page

Description:

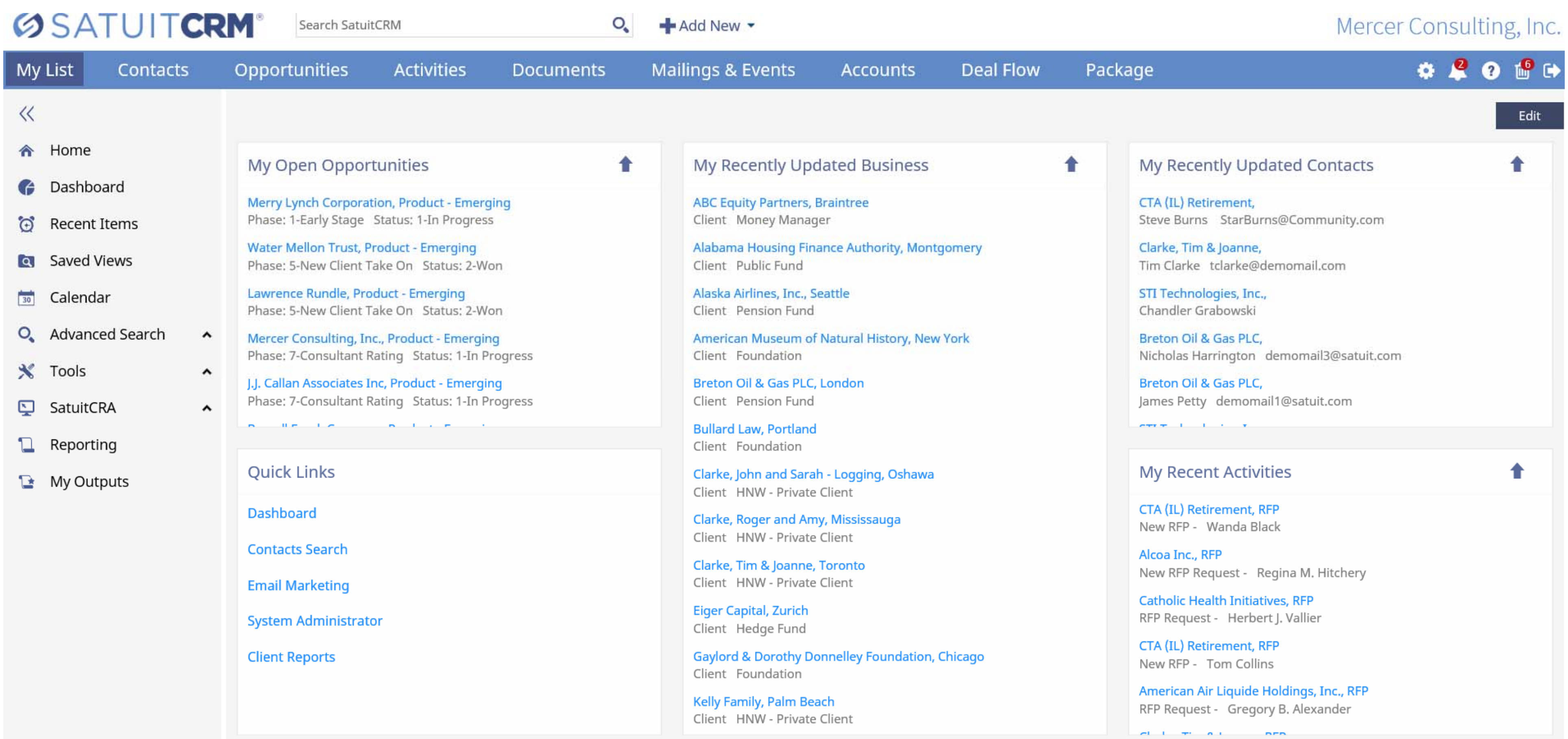
This Home Page includes the default lists for Recent Items, Upcoming Tasks and Upcoming Appointments. It also has 3 buttons for frequently accessed Saved Views. Clicking on a Button opens the underlying Saved View with the same formatting.



List Only Home Page

Description:

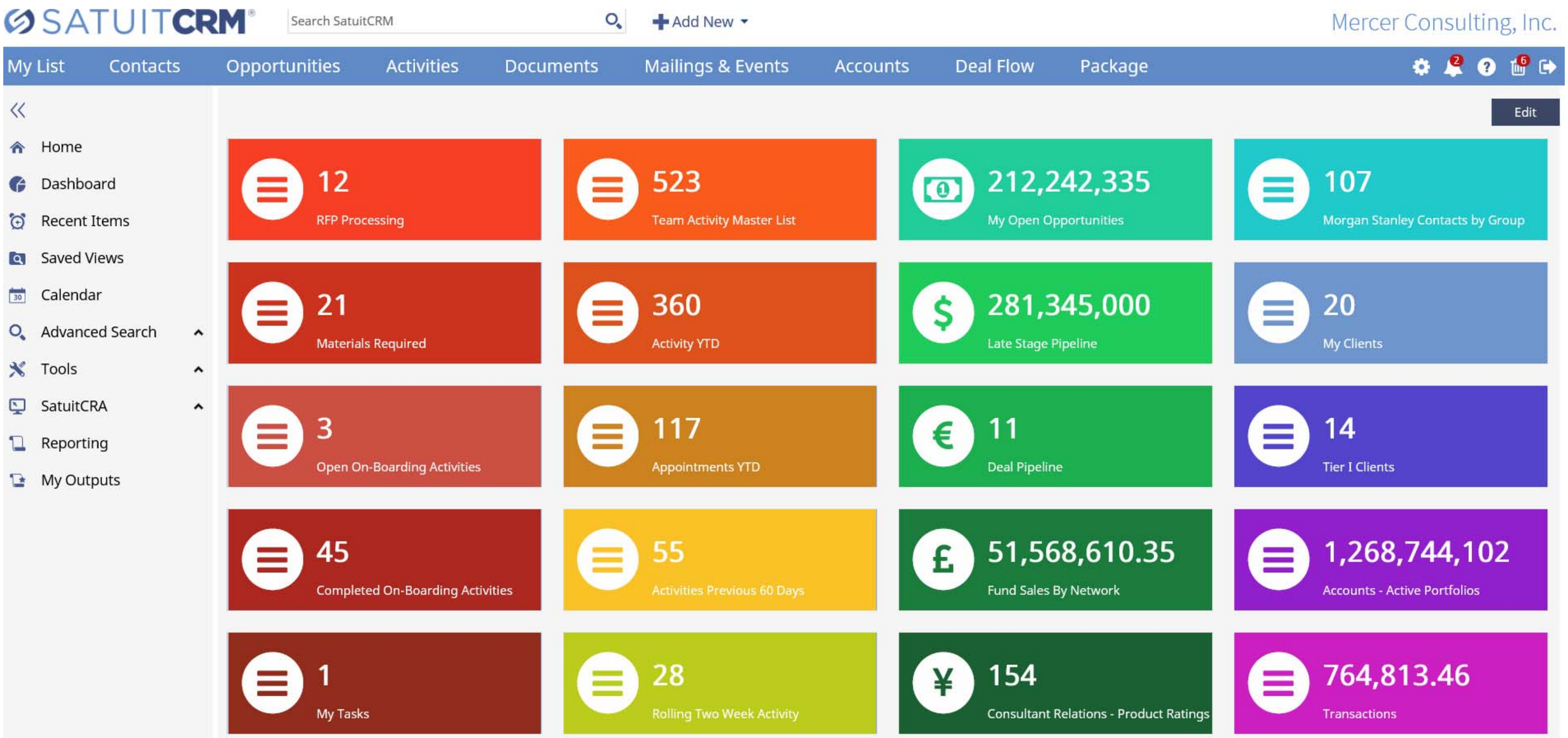
This Home Page includes the default lists for My Open Opportunities, My Recently Updated Business and Contacts plus My Recent Activities. It also includes a Quick Links section for easy access to frequently used menu items. The columns that are displayed in each of the lists are configurable by the user. In the My Recently Updated Business example we have a top row of two columns with the Entity Name and City followed by a second row that shows the Relationship Type and Entity Type respectively.



Button Only Home Page

Description:

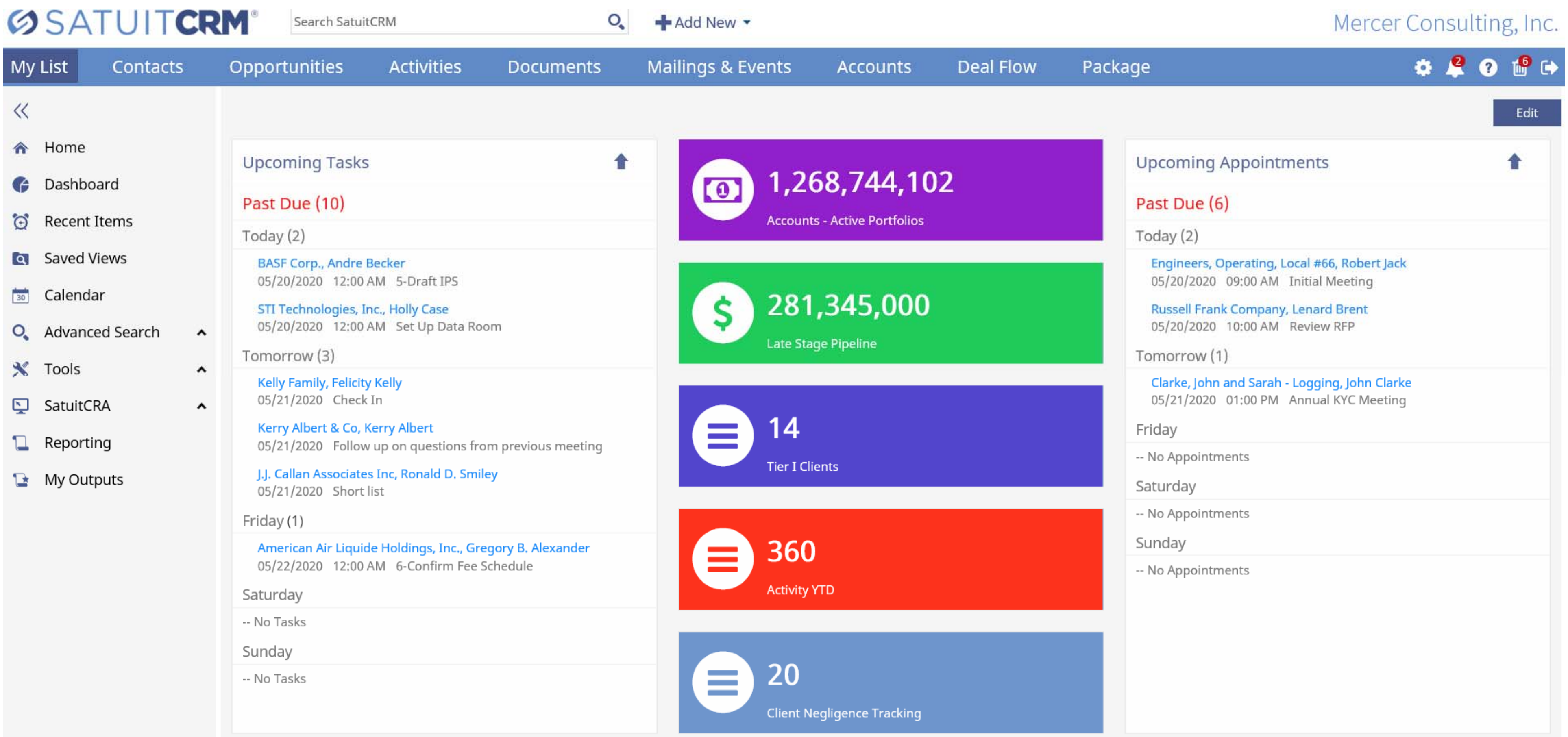
This Home Page is configured for someone who wants access to a lot of different information without having to search for information. Some buttons use the same underlying Saved View to show Counts vs. Totals and the user has chosen to customize the Button colors to more easily understand what type of list the Button corresponds to (e.g. Green for Sales, Blue for Business, Red for Activity, etc.). By default Buttons are Blue but each user can set their own colors as they see fit.



Typical Home Page

Description:

The typical Home Page includes a mix of Buttons and Lists and it is up to each individual user to decide how they want to configure. Home Pages can always be edited at any point to change what is displayed.



DASHBOARDS

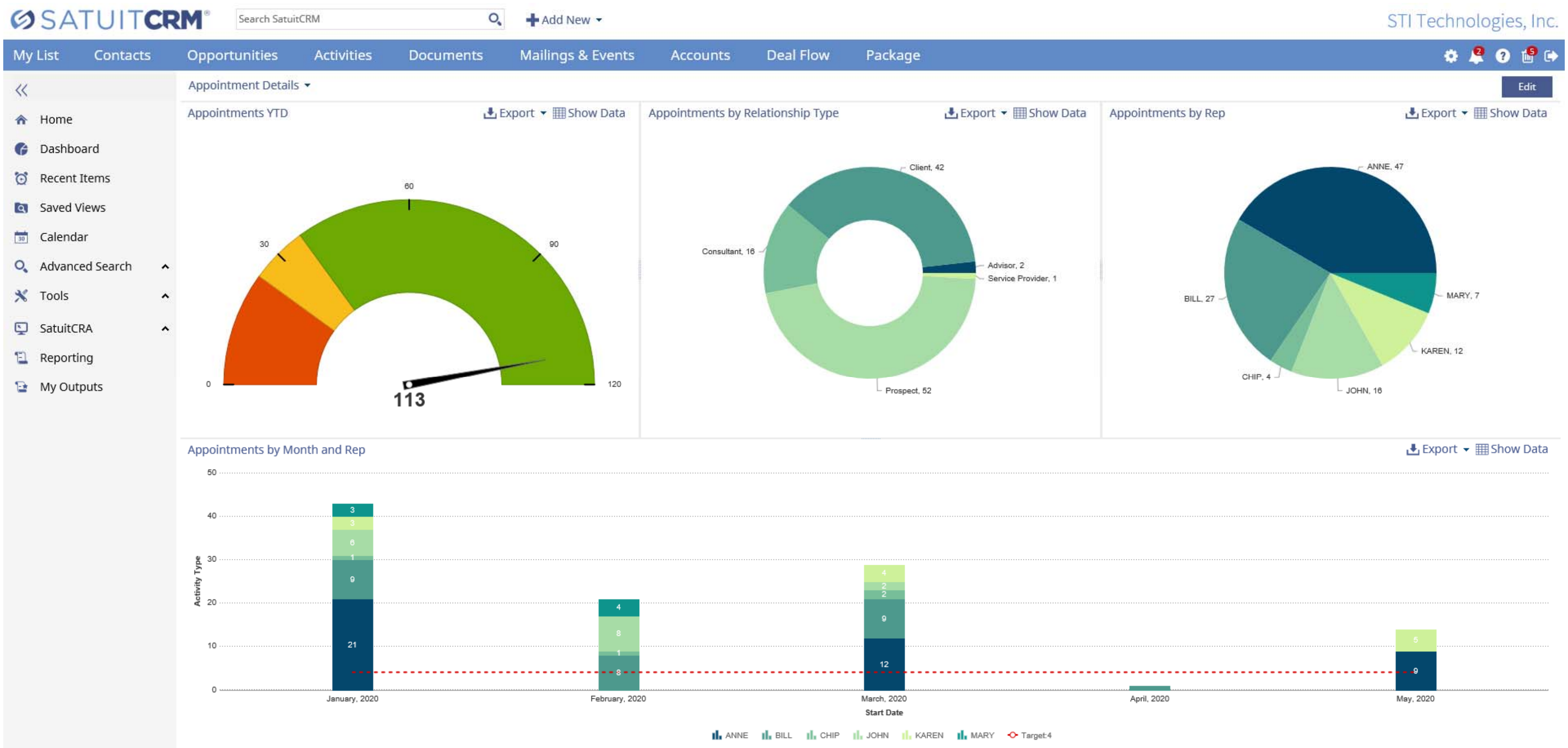
The Dashboard tool is an easy to use interface for creating collections of Charts that can be organized to display multiple SatuitCRM data points. Charts are built from Saved View data. One Saved View can be used as the source for multiple Charts and Charts can be saved as public or private. Once the Charts have been created, they can be configured into Dashboards which can then be published to other users. One Chart can appear in Multiple Dashboards and users can have multiple Dashboard Views.

While using Dashboards, users can interact directly with the information. When you click the 'Show Data' button from the Dashboard you will see the underlying data that the Chart represents displayed below the Chart. Users can click on any record on the saved view to drill down and view or edit the record detail page. Upon saving if the edited field is used in the Chart, then it reflects on the Chart. Users may also Filter the data in the Saved View and the Chart will display only the filtered information.

Appointment Details

Description:

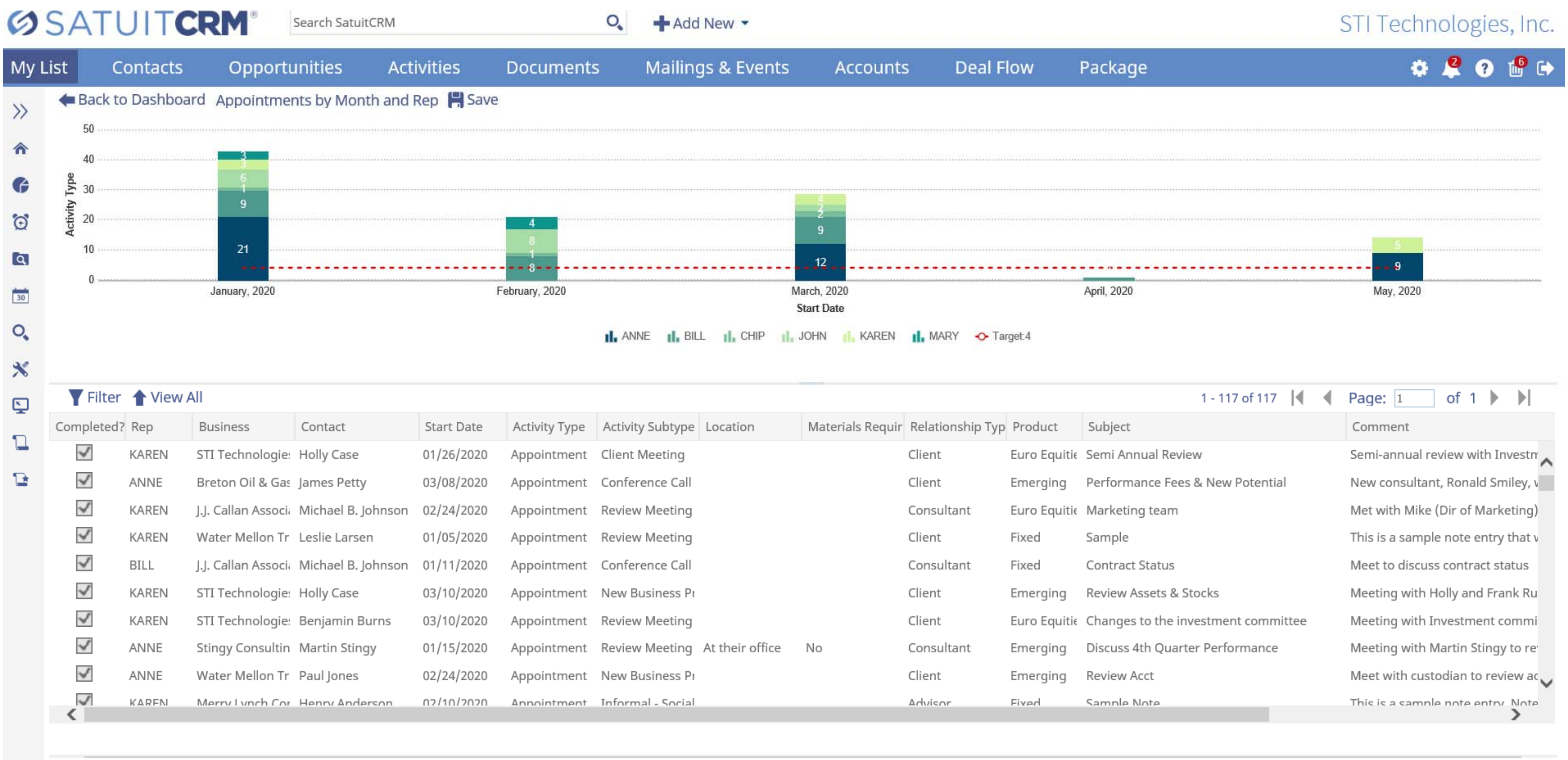
This dashboard provides a summary of information related to Appointments YTD. It includes a gauge to track overall team goals for the year, a donut chart that gives a breakdown by Relationship Type and a pie chart with a breakdown by rep. It also includes a bar chart that shows the number of appointments by month against a target line, broken down by rep. All of these Charts use a filtered version of the "Activity YTD" Saved View and shows how one View can be displayed in multiple ways.



Appointments by Month and Rep (SHOW DATA VIEW)

Description:

This is the view we see when we select Show Data for the **Appointments by Month and Rep Chart on the previous page. Notice the underlying Saved View data is visible below the chart and can be directly edited to update the Chart in real time.**

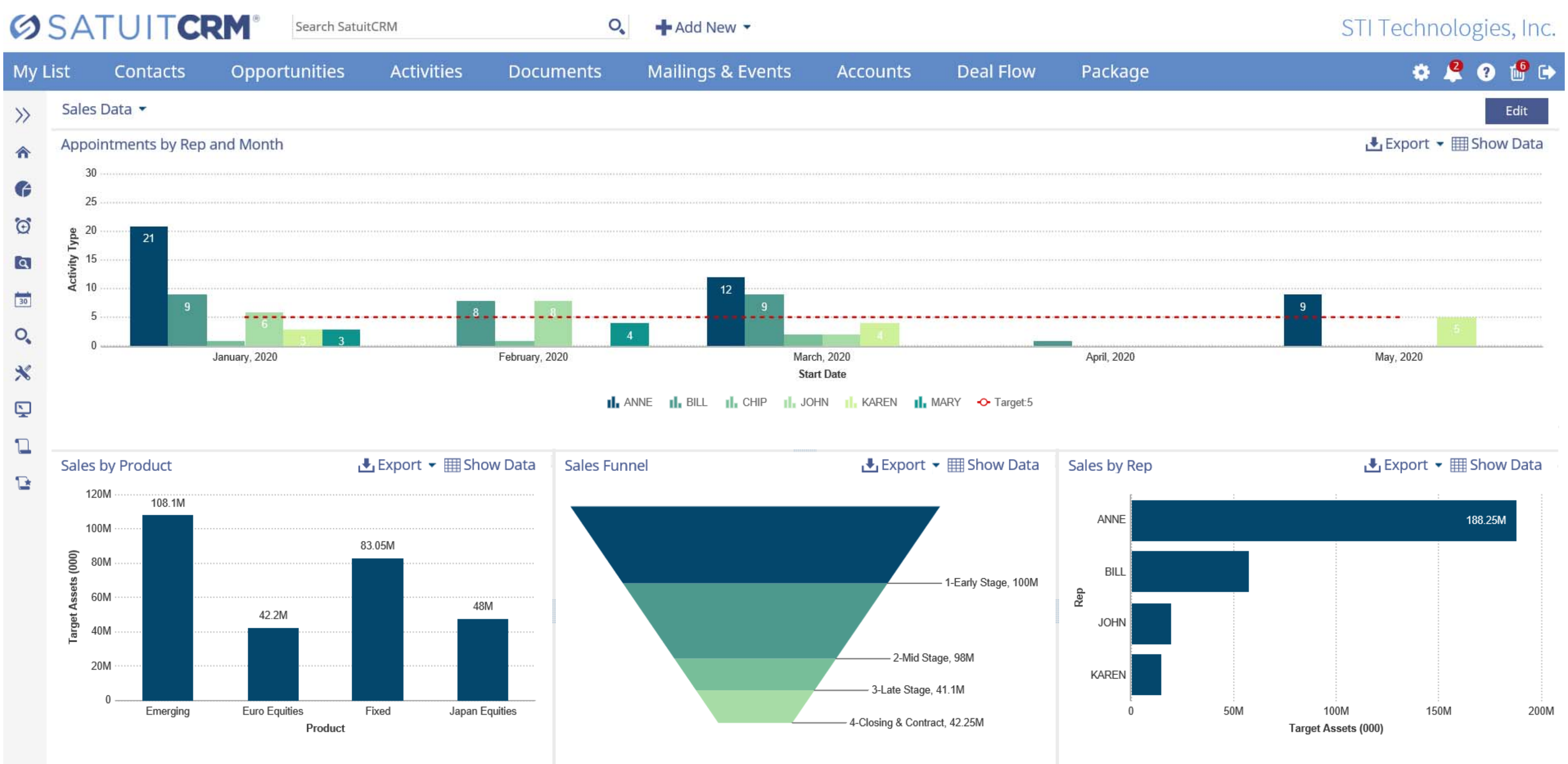


Completed?	Rep	Business	Contact	Start Date	Activity Type	Activity Subtype	Location	Materials Requir	Relationship Typ	Product	Subject	Comment
☑	KAREN	STI Technologie	Holly Case	01/26/2020	Appointment	Client Meeting			Client	Euro Equitie	Semi Annual Review	Semi-annual review with Investm
☑	ANNE	Breton Oil & Gas	James Petty	03/08/2020	Appointment	Conference Call			Client	Emerging	Performance Fees & New Potential	New consultant, Ronald Smiley, v
☑	KAREN	J.J. Callan Associ	Michael B. Johnson	02/24/2020	Appointment	Review Meeting			Consultant	Euro Equitie	Marketing team	Met with Mike (Dir of Marketing)
☑	KAREN	Water Mellon Tr	Leslie Larsen	01/05/2020	Appointment	Review Meeting			Client	Fixed	Sample	This is a sample note entry that v
☑	BILL	J.J. Callan Associ	Michael B. Johnson	01/11/2020	Appointment	Conference Call			Consultant	Fixed	Contract Status	Meet to discuss contract status
☑	KAREN	STI Technologie	Holly Case	03/10/2020	Appointment	New Business Pr			Client	Emerging	Review Assets & Stocks	Meeting with Holly and Frank Ru
☑	KAREN	STI Technologie	Benjamin Burns	03/10/2020	Appointment	Review Meeting			Client	Euro Equitie	Changes to the investment committee	Meeting with Investment commi
☑	ANNE	Stingy Consultin	Martin Stingy	01/15/2020	Appointment	Review Meeting	At their office	No	Consultant	Emerging	Discuss 4th Quarter Performance	Meeting with Martin Stingy to re
☑	ANNE	Water Mellon Tr	Paul Jones	02/24/2020	Appointment	New Business Pr			Client	Emerging	Review Acct	Meet with custodian to review ac
☑	KAREN	Merry Lynch Cor	Henry Anderson	02/10/2020	Appointment	Informal - Social			Advisor	Fixed	Sample Note	This is a sample note entry. Note

Sales Data

Description:

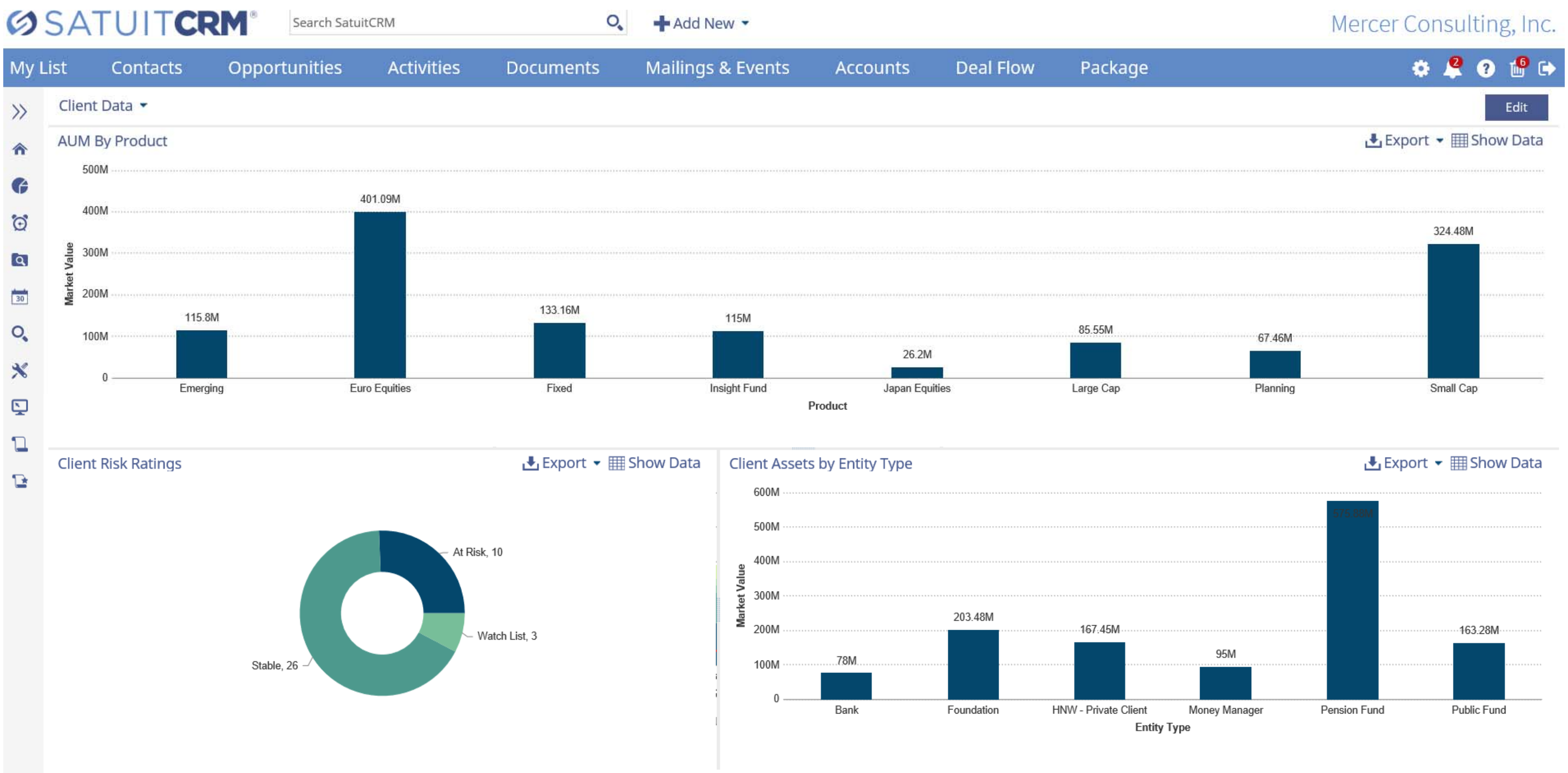
This dashboard provides a summary of information related to Sales. It includes a Bar chart that shows the number of meetings YTD by Month for each rep along with a goal line. Next there is a bar chart that tracks Sales revenue by Product. There is a Funnel chart that shows open opportunity totals by stage and finally a bar chart showing total sales by Rep for the year.



Client Data

Description:

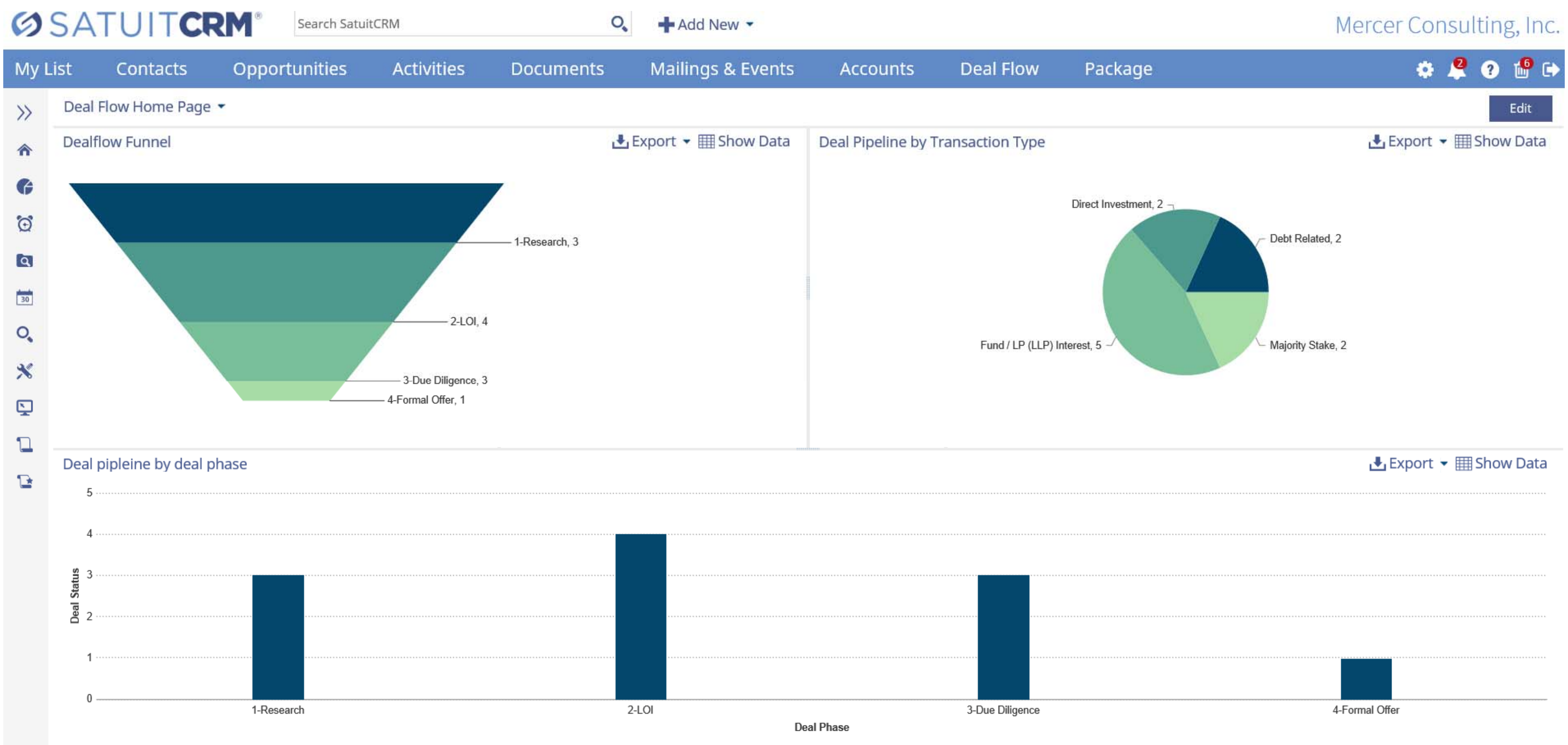
This dashboard provides a summary of information related to Client Accounts. It includes a bar chart to show a breakdown of AUM by Product, a donut chart that gives an overview of Client Risk Ratings by account and another bar chart that shows total AUM by Entity Type.



Dealflow Data

Description:

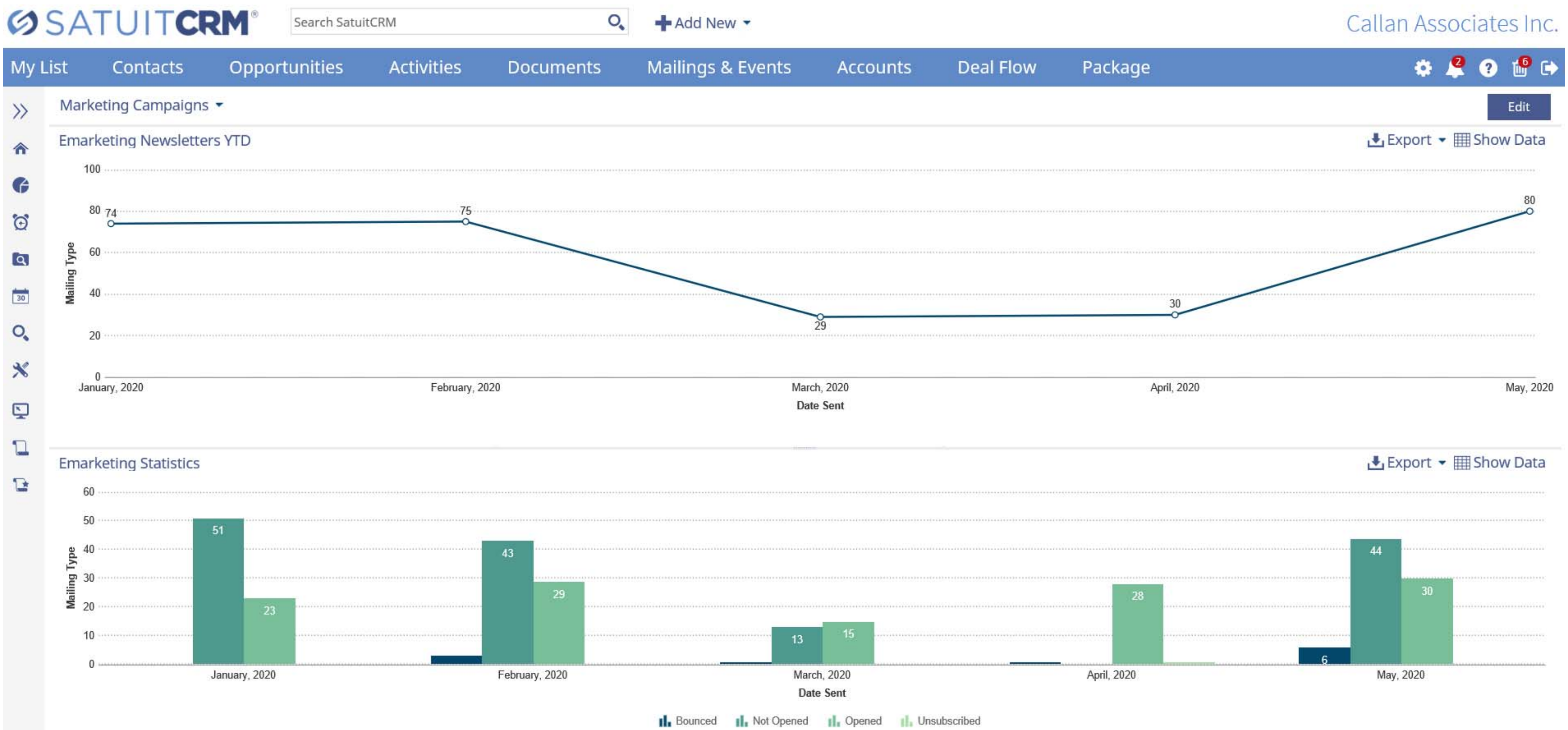
This dashboard provides a summary of information related to Dealflow. It includes a Funnel graph that shows the count of deals by phase and the wedge sizes are determined by the total revenue estimate for each phase. It has a Pie chart that shows a count of open Deals based on transaction type and it also has a Bar chart that is similar to the funnel in that it has the count and total dollars for each phase but it is a different visual representation of the data.



Marketing Campaigns

Description:

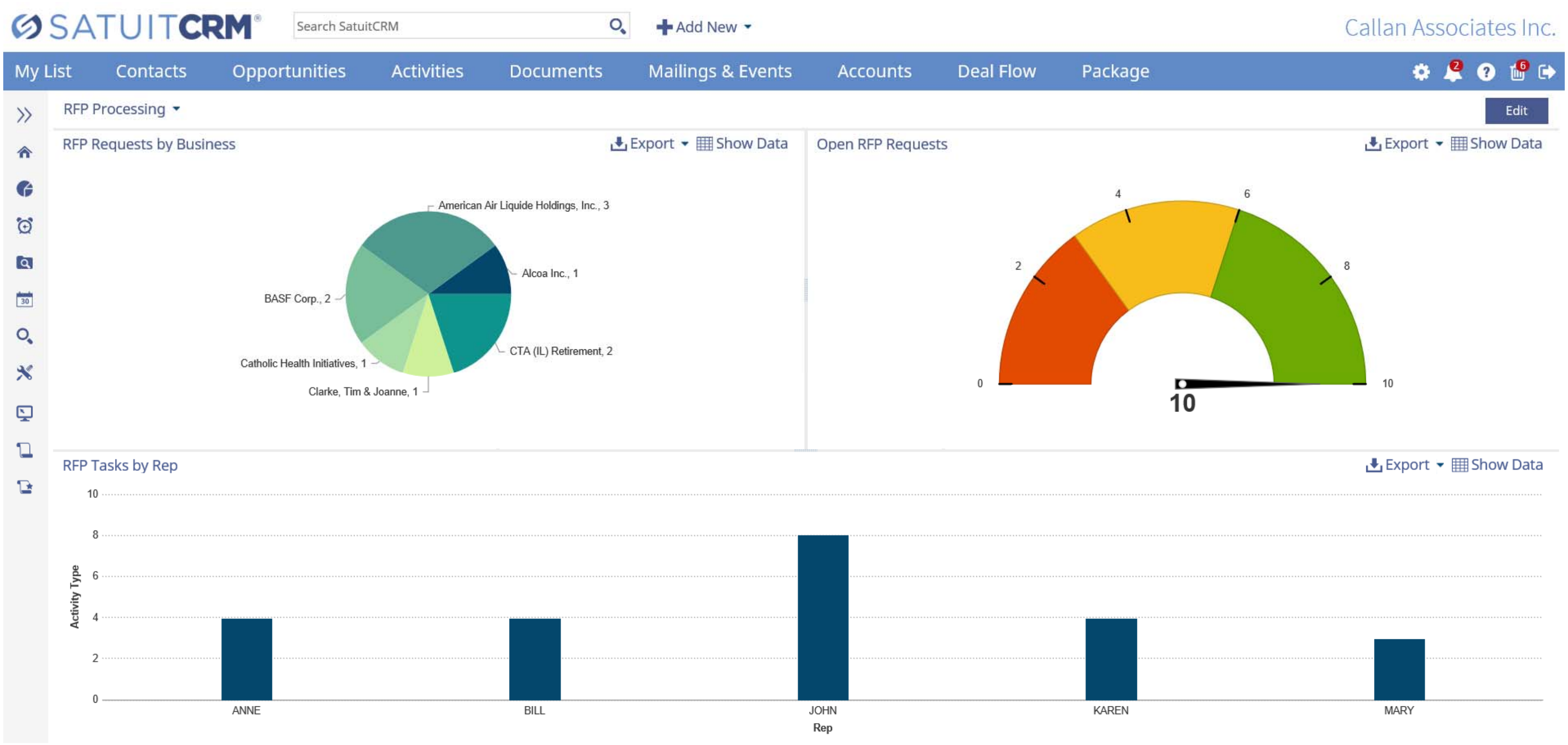
This dashboard provides a summary of information related to eMail Marketing. It includes a Line chart that shows the number of newsletters sent by month as well as a bar chart that also shows the breakdown of Opens, Not Opened, Bounces, and Unsubscribes.



RFP Processing

Description:

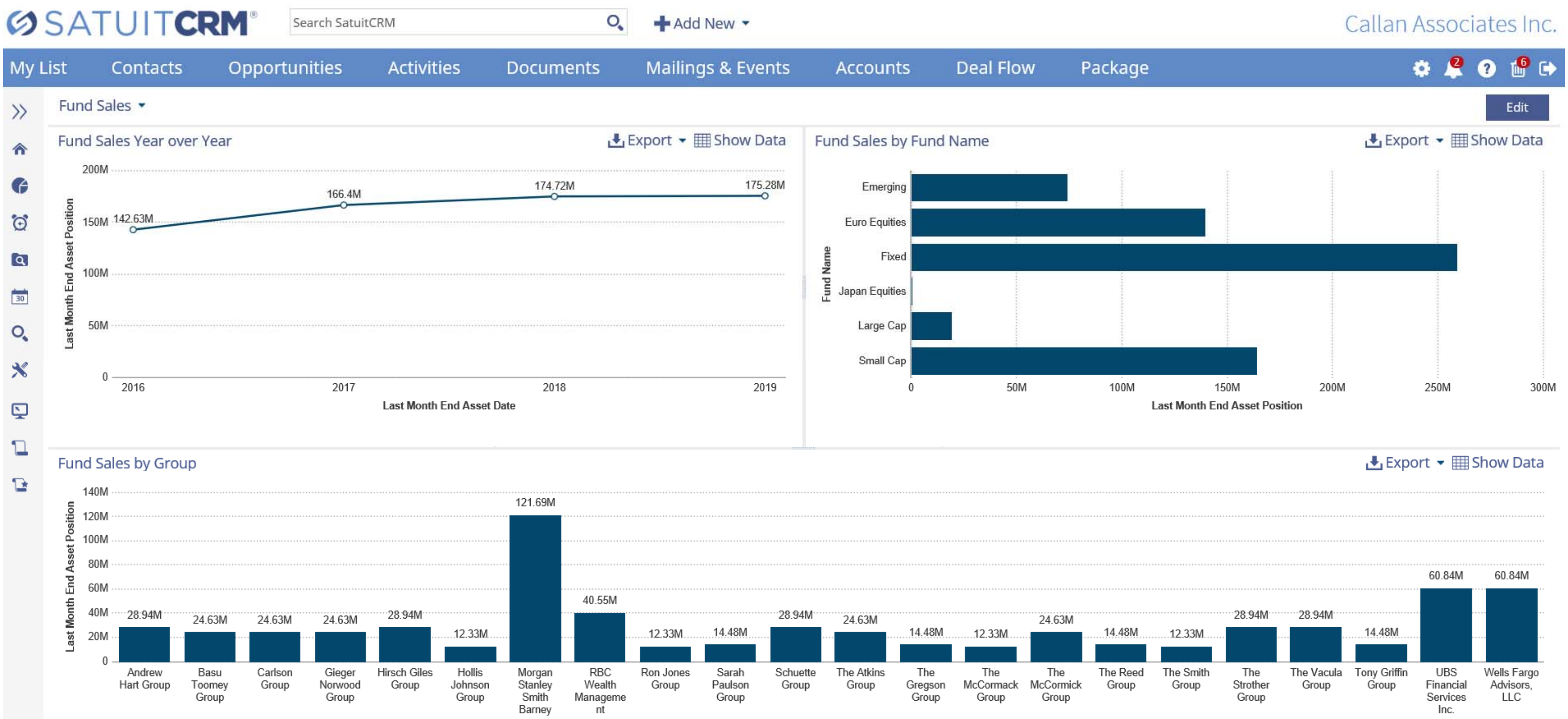
This dashboard provides a summary of information related to RFP Processing. It includes a Pie chart that shows the number of open RFP requests by Business, a Gauge that tracks the overall number of requests vs the yearly goal and a bar chart that shows the number of requests for each Rep.



Fund Sales

Description:

This dashboard provides a summary of information related to Fund Sales Distributions. It shows historical Fund Sales by Year, Current Year sales by Fund Name and finally Fund Sales by Group.



SIP INVESTOR VIEWS

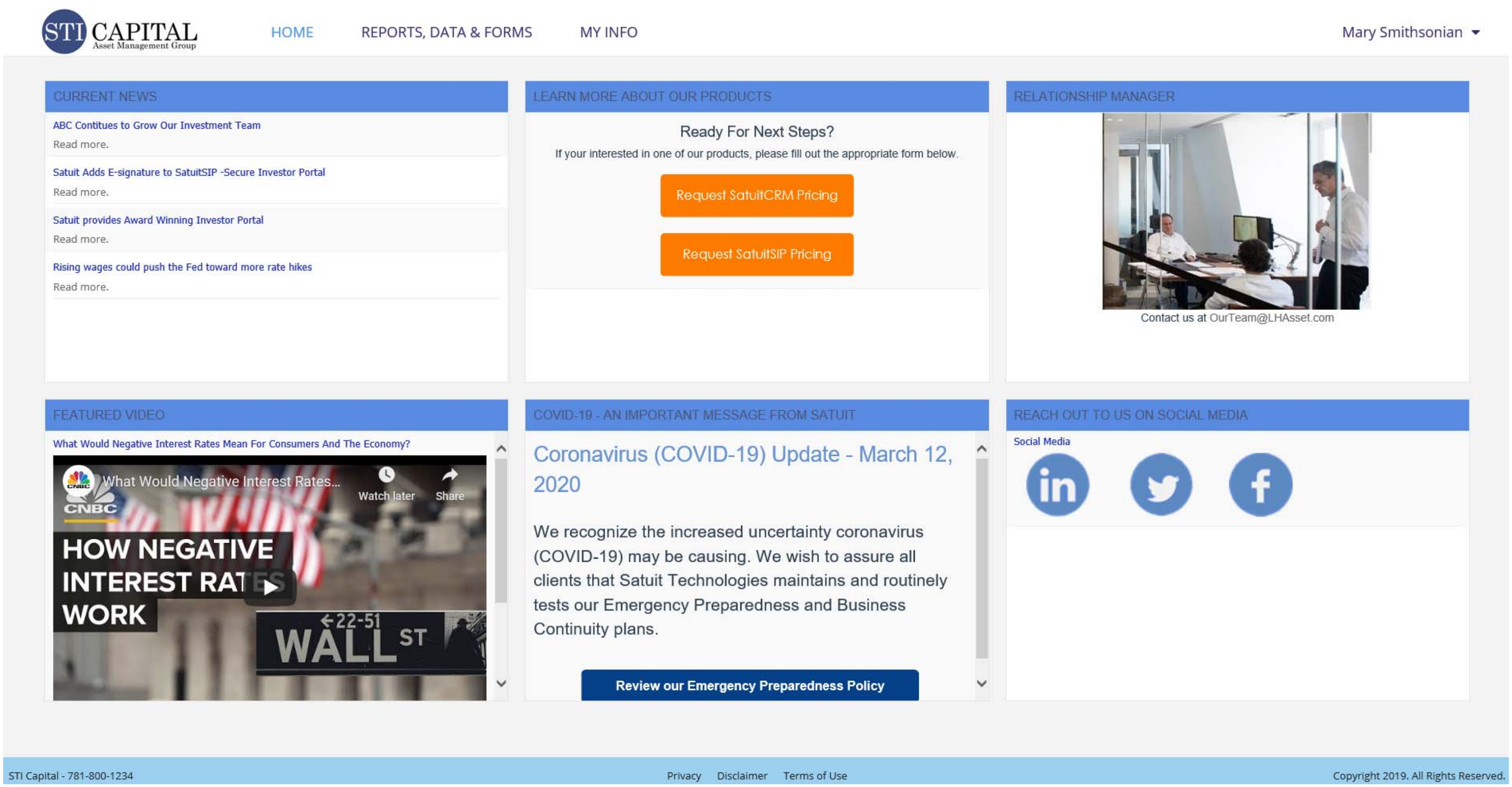
Portal Administrators are able to customize views for each client or group of Portal users. This is what users see when they first login to your Portal. Tools allow you to customize font types, sizes, and colors for the different objects which can include Newsfeeds, Graphs, and Text Areas. The Object Library allows you to create and maintain objects that can be added to one or more Investor Views.

The Account Summary Object is available when Account Data is enabled on an Investor View and populates information from linked accounts to the Investor. Account Summary and Detail Tabs are also fully configurable and customizable.

Excluding Account Summary Object

Description:

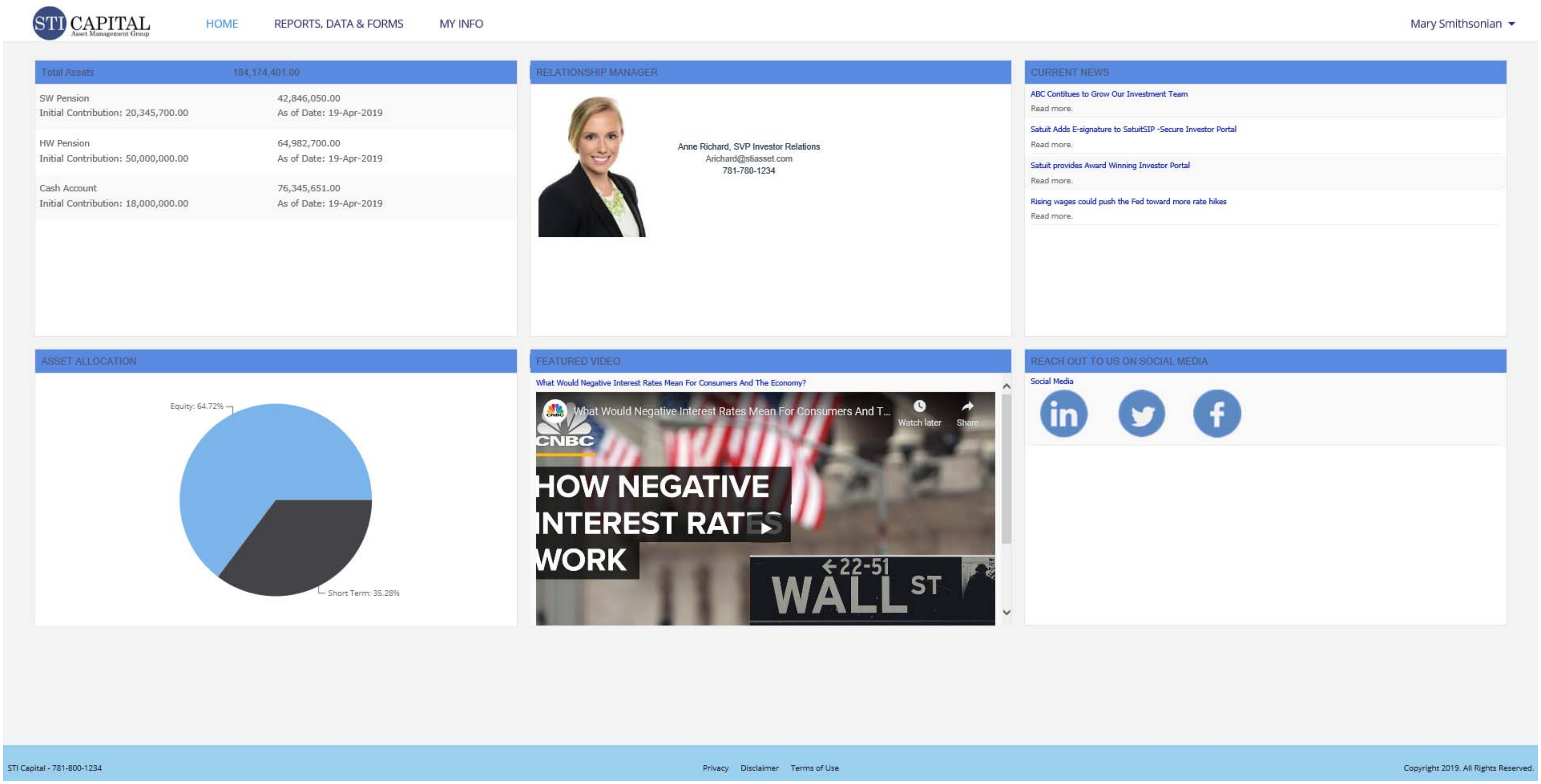
This Investor View is designed for the Portal user who only wants to receive Documents via the Portal and does not include the Account Summary object. The Investor View page has information about the Client's Relationship Management team and other items of interest regarding your firm while the documents are accessible through a separate panel. There is a third panel where you can optionally allow the user to update their contact information.



Including Account Summary Object

Description:

This Investor View is designed for the Portal user who not only wants to receive Documents via the Portal but also wants to be able to view their Account information. The landing page has information about the Client's Relationship Manager and other items of interest regarding your firm while also including a summary view of Accounts for that user. There is a panel that shows individual Account Market Values and a Total for all. This particular view also includes a summary graph of the overall Accounts. When a user selects one of the individual accounts the page shifts to an Account Details display which can be further customized to display Charts and Data related to each specific Account.



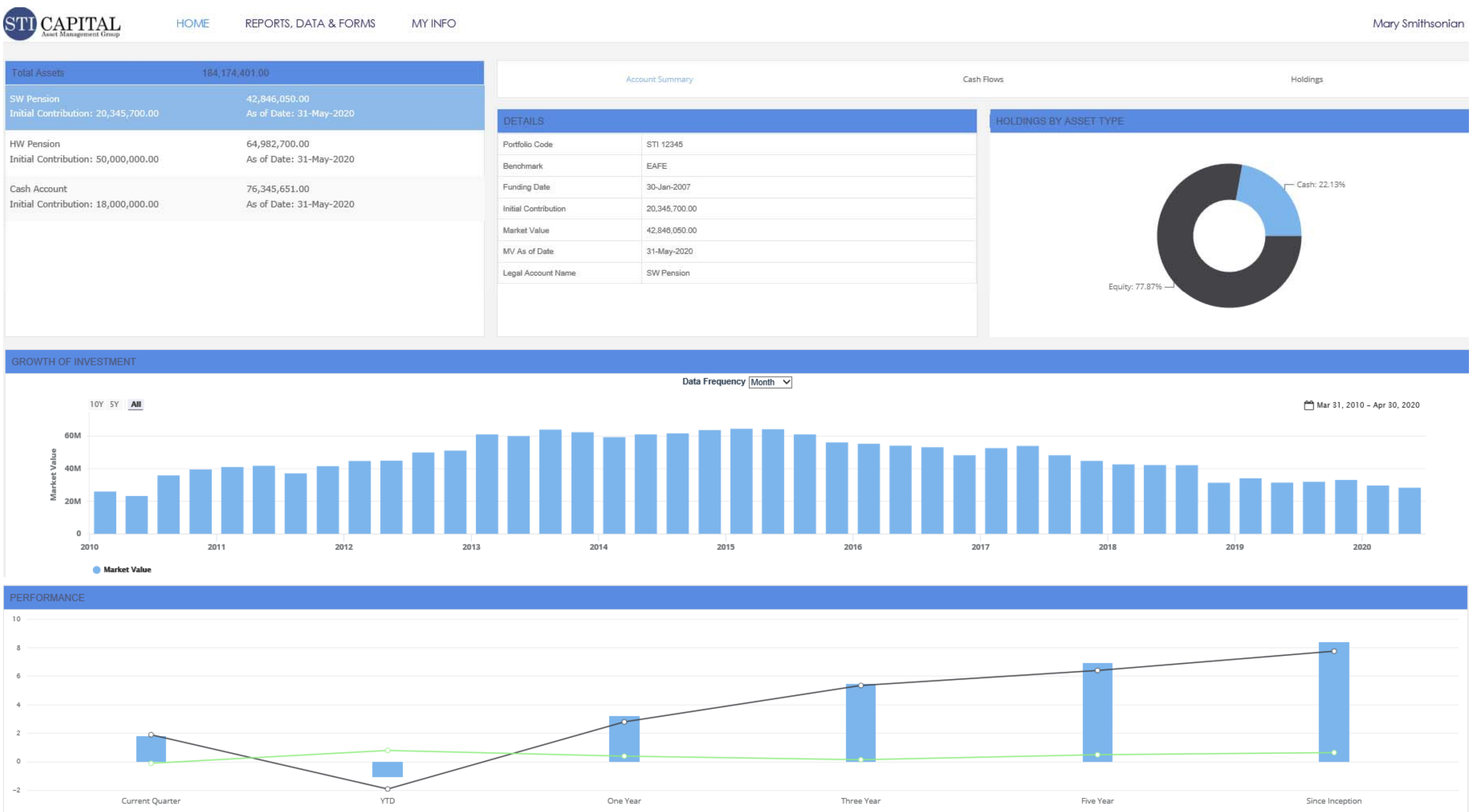
SIP ACCOUNT SUMMARY DETAILS

The Account Summary Object is available when Account Data is enabled on an Investor View and populates information from linked accounts to the Investor. When this option is enabled additional data views become available. When a user clicks on an individual account the view shifts to an account summary view which can also have sub tabs of data about the holdings and transactions for the account as an example.

Account Summary

Description:

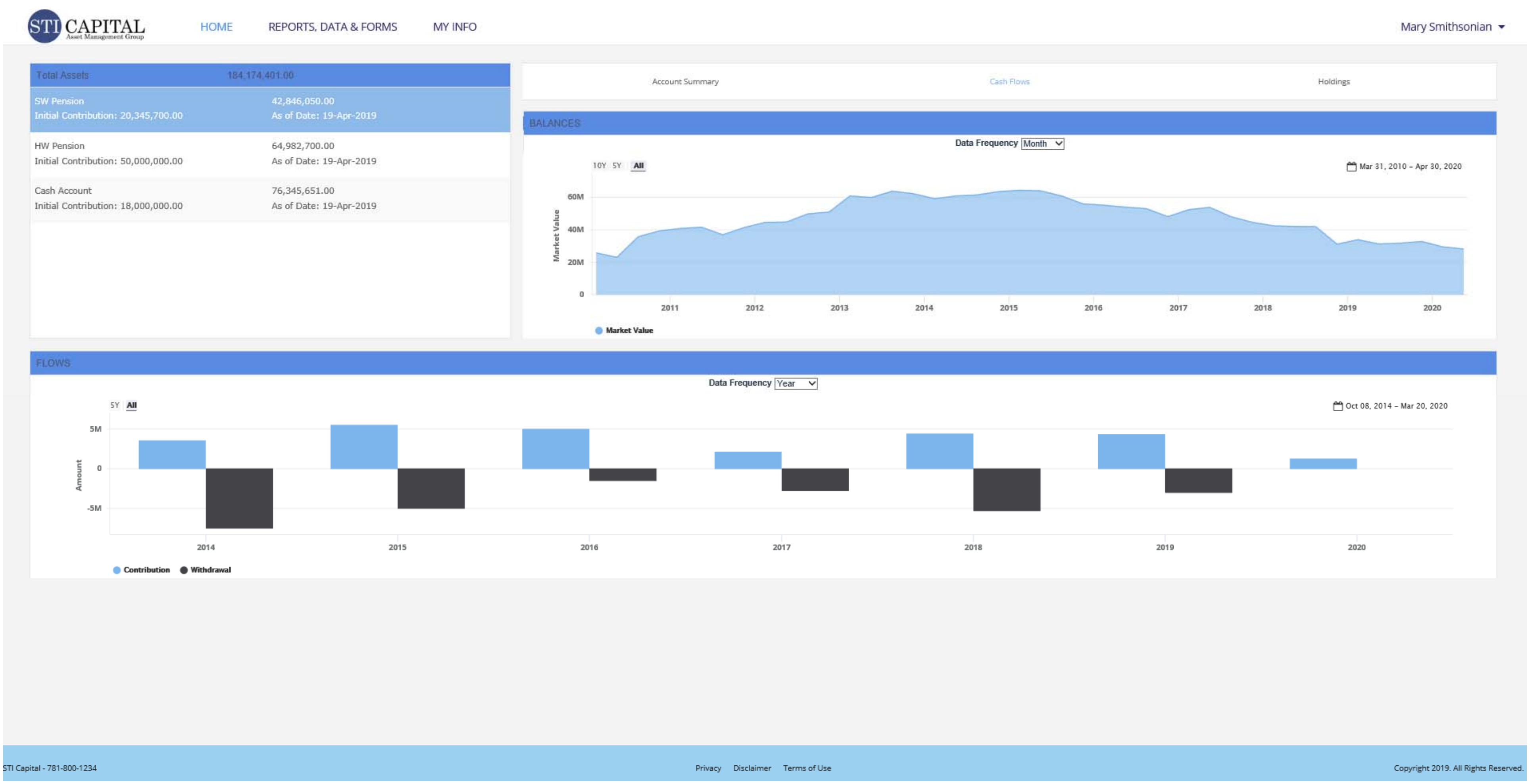
This view shows details related to an individual account. It has summary details, a donut chart showing the Holdings by Asset Type for the individual Account and has two bar graphs related to the Growth of the Investment over time along with a Performance breakdown.



Cash Flows

Description:

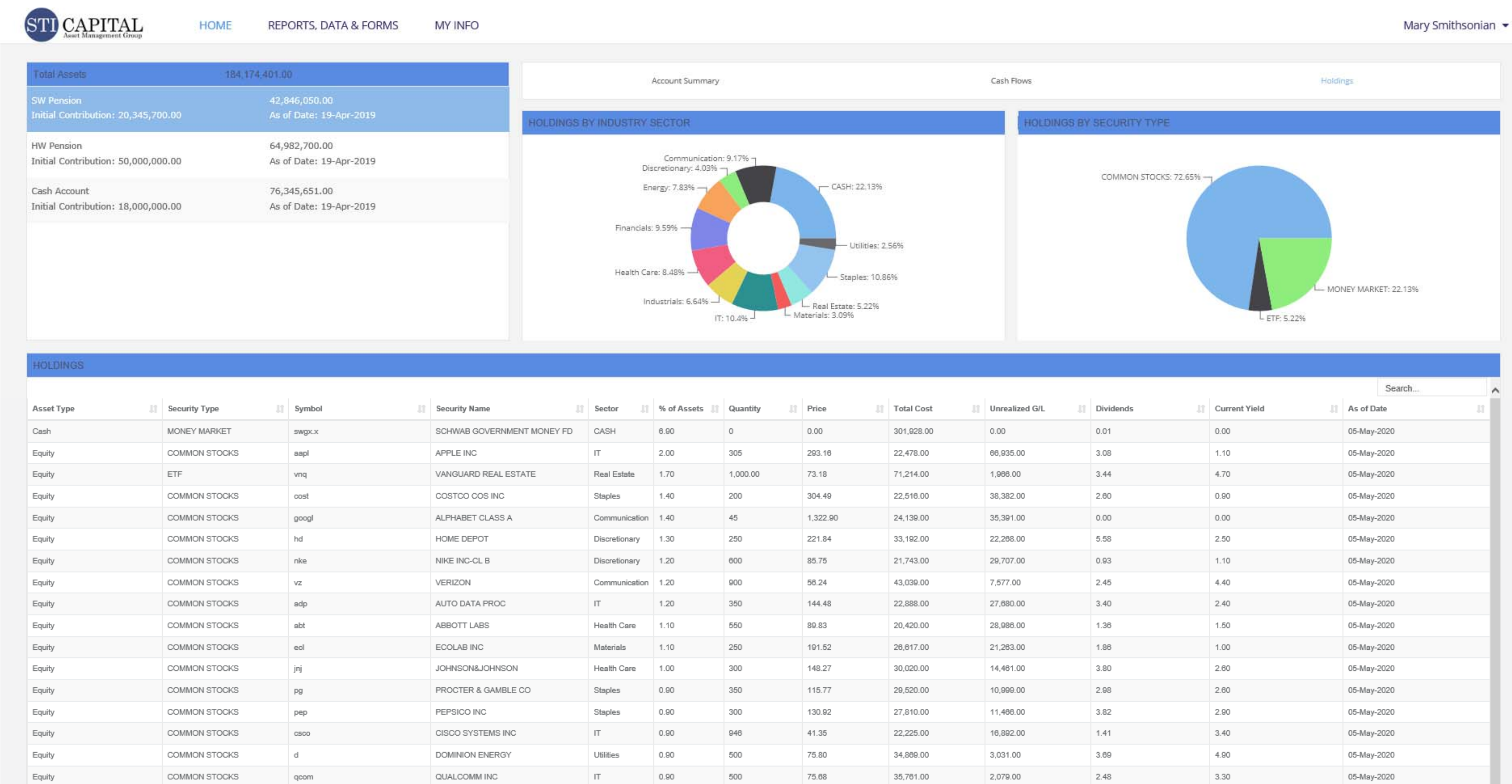
This view shows details related to an individual account. It has an area chart showing Balances over time for the individual Account and has a second bar graph showing Inflows and Outflows for the Account. These Charts include time filters which allow the user to specify the data frequency and time periods used.



Holdings

Description:

This view shows details related to the Holdings for an individual account. It has a donut chart showing Holdings by Industry Sector for the individual Account and has a second Pie Chart showing Holdings by Security Type for the Account. There is also a Data grid object which includes the underlying Holdings details that users can search and sort.



Asset Type	Security Type	Symbol	Security Name	Sector	% of Assets	Quantity	Price	Total Cost	Unrealized G/L	Dividends	Current Yield	As of Date
Cash	MONEY MARKET	swgx.x	SCHWAB GOVERNMENT MONEY FD	CASH	6.90	0	0.00	301,928.00	0.00	0.01	0.00	05-May-2020
Equity	COMMON STOCKS	aapl	APPLE INC	IT	2.00	305	293.16	22,478.00	66,935.00	3.08	1.10	05-May-2020
Equity	ETF	vnq	VANGUARD REAL ESTATE	Real Estate	1.70	1,000.00	73.18	71,214.00	1,966.00	3.44	4.70	05-May-2020
Equity	COMMON STOCKS	cost	COSTCO COS INC	Staples	1.40	200	304.49	22,516.00	38,382.00	2.60	0.90	05-May-2020
Equity	COMMON STOCKS	googl	ALPHABET CLASS A	Communication	1.40	45	1,322.90	24,139.00	35,391.00	0.00	0.00	05-May-2020
Equity	COMMON STOCKS	hd	HOME DEPOT	Discretionary	1.30	250	221.84	33,192.00	22,268.00	5.58	2.50	05-May-2020
Equity	COMMON STOCKS	nke	NIKE INC-CL B	Discretionary	1.20	600	85.75	21,743.00	29,707.00	0.93	1.10	05-May-2020
Equity	COMMON STOCKS	vz	VERIZON	Communication	1.20	900	56.24	43,039.00	7,577.00	2.45	4.40	05-May-2020
Equity	COMMON STOCKS	adp	AUTO DATA PROC	IT	1.20	350	144.48	22,888.00	27,680.00	3.40	2.40	05-May-2020
Equity	COMMON STOCKS	abt	ABBOTT LABS	Health Care	1.10	550	89.83	20,420.00	28,986.00	1.36	1.50	05-May-2020
Equity	COMMON STOCKS	ecl	ECOLAB INC	Materials	1.10	250	191.52	26,617.00	21,263.00	1.86	1.00	05-May-2020
Equity	COMMON STOCKS	jnj	JOHNSON&JOHNSON	Health Care	1.00	300	148.27	30,020.00	14,461.00	3.80	2.60	05-May-2020
Equity	COMMON STOCKS	pg	PROCTER & GAMBLE CO	Staples	0.90	350	115.77	29,520.00	10,999.00	2.98	2.60	05-May-2020
Equity	COMMON STOCKS	pep	PEPSICO INC	Staples	0.90	300	130.92	27,810.00	11,466.00	3.82	2.90	05-May-2020
Equity	COMMON STOCKS	csco	CISCO SYSTEMS INC	IT	0.90	946	41.35	22,225.00	16,892.00	1.41	3.40	05-May-2020
Equity	COMMON STOCKS	d	DOMINION ENERGY	Utilities	0.90	500	75.80	34,869.00	3,031.00	3.69	4.90	05-May-2020
Equity	COMMON STOCKS	qcom	QUALCOMM INC	IT	0.90	500	75.68	35,761.00	2,079.00	2.48	3.30	05-May-2020

SSRS REPORTS

SSRS Reports allow you to take data from Satuit and pair it with a report created in SQL Report Builder for additional presentation and calculation capabilities. Satuit comes with a set of predefined reports, created from clients' most frequent requests but Satuit clients can modify these standard reports or create their own custom reports. Most Satuit reports are designed to report off your search results but custom ones can be developed to only use specific criteria.

Pipeline with Sales Phase Aging

Description:

This is a standard report that displays Opportunity data. It is grouped and Sub-Totaled by Sales Cycle and shows the Grand Total for all. It includes overall Aging of the Opportunity along with the Current Phase Aging. A trend column shows if an Opportunity has recently moved up (+) or down (-) phases. There is an additional color effect used to display the Opportunity Details in Red if it has moved down and Green if it moved up.

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Sales Pipeline with Sales Phase Aging

Sales Cycle	Business	Rep	Product Detail	Sales Amount	Current Status	Trend	Updated	Current Phase Aging	Aging	Last Appointment
4-Closing & Contract	STI Technologies, Inc.	ANNE	New mandate for the Salaried Workers plan	$980,000	1-In Progress	-	04/15/2020	41	1604	3/16/2020
	Clarke, Tim & Joanne	ANNE	European Equities	$356,765	1-In Progress		09/05/2019	264	572	1/20/2020
			4-Closing & Contract Total	**$1,336,765**						
3-Late Stage	CTA (IL) Retirement	ANNE	New Fund for CTA	$250,000	1-In Progress		03/18/2020	69	737571	3/10/2020
	Water Mellon Trust	BILL	Water Mellon additional funding	$210,000	1-In Progress		03/18/2020	69	737571	3/17/2020
			3-Late Stage Total	**$460,000**						
2-Mid Stage	Mercer Consulting, Inc.	ANNE	Blind Opportunity	$790,000	1-In Progress		03/18/2020	69	1365	9/23/2019
	AbitibiBowater Inc. (USA)	BILL	EM Fund 143	$2,300,000	1-In Progress	+	05/27/2020	0	737571	2/17/2020
	American Air Liquide Holdings, Inc.	KAREN	New option in Defined Contribution account	$150,000	1-In Progress		11/21/2019	187	737571	
			2-Mid Stage Total	**$3,240,000**						
Grand Total				**$5,036,765**						

Opportunity Summary

Description:

This is a standard report that displays information from an Opportunity search. Here we see Revenue broken down by Rep and Sales Phase.

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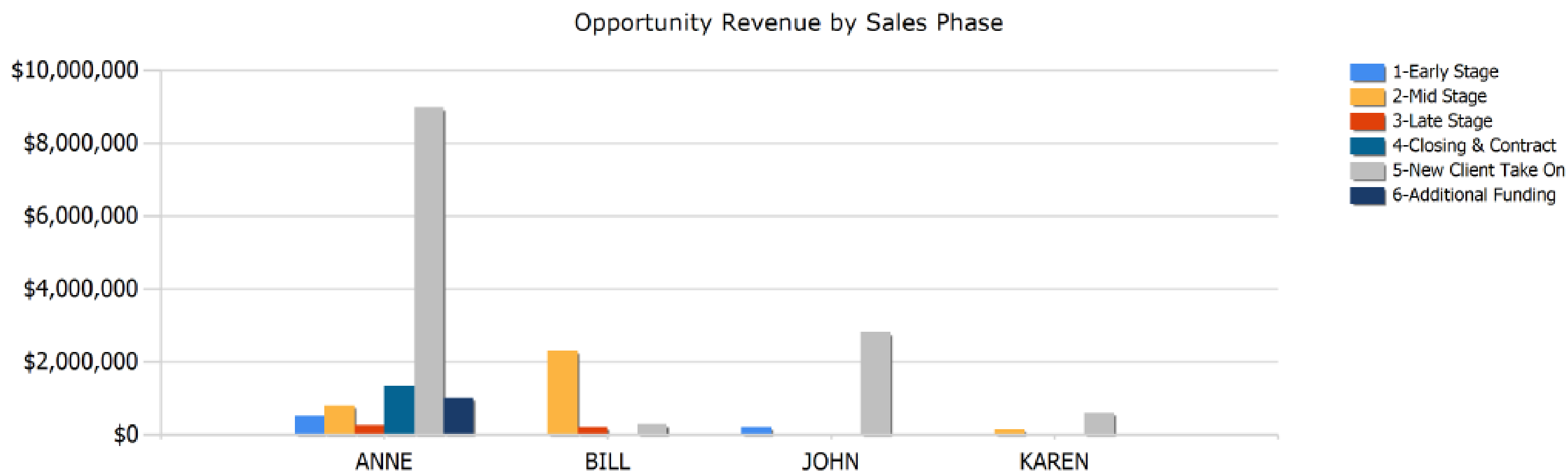
Opportunity Summary



Rep	1-Early Stage	2-Mid Stage	3-Late Stage	4-Closing & Contract	5-New Client Take On	6-Additional Funding	Total
ANNE	$500,000	$790,000	$250,000	$1,336,765	$8,979,110	$1,000,000	**$12,855,875**
BILL		$2,300,000	$210,000		$285,000		**$2,795,000**
JOHN	$200,000				$2,800,000		**$3,000,000**
KAREN		$150,000			$600,000		**$750,000**
Total	**$700,000**	**$3,240,000**	**$460,000**	**$1,336,765**	**$12,664,110**	**$1,000,000**	**$19,400,875**

Pipeline

Description:

This is a standard report that displays information related to an Opportunity search. It is grouped and sub-totaled by Sales Phase and includes a Data Bar for Estimated Revenues and a Traffic Signal Indicator to show Last Activity and Appointment Dates.

SATUIT TECHNOLOGIES

Pipeline Report

Run on: 5/27/2020 11:30:30 AM

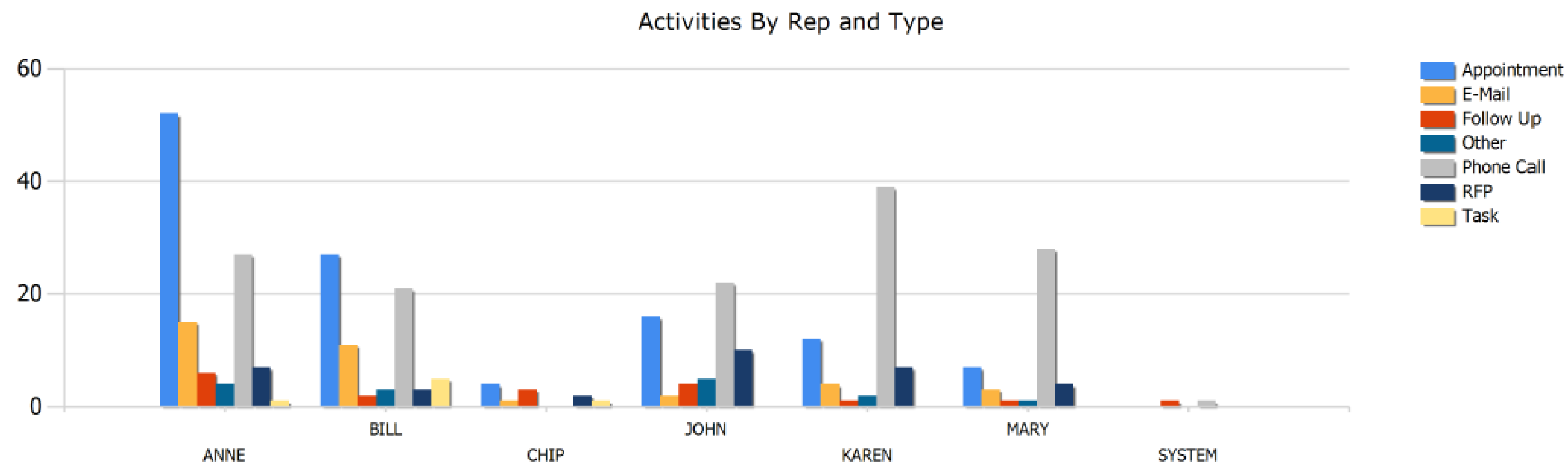
Enter Date	Rep	Business	Strategy	Target Assets	Current Status	Sales Phase	Probability	Fee	Est. Revenue	Last Activity	Last Meeting	Est Funding	City	State
4/16/2015	ANNE	STI Technologies, Inc.	Fixed	45,000	1-In Progress	4-Closing & Contract	2-Medium	0.00	900,000	5/18/2020	3/16/2020	6/27/2016	Braintree	MA
10/4/2016	ANNE	Clarke, Tim & Joanne	Euro Equities	42,200,000	1-In Progress	4-Closing & Contract	3-High	0.00	356,765	1/20/2020	1/20/2020	5/21/2016	Toronto	ON
		4-Closing & Contract - Total:		**42,245,000**										
4/24/2015	ANNE	CTA (IL) Retirement	Japan Equities	28,000,000	1-In Progress	3-Late Stage	1-Low	0.00	250,000	3/10/2020	3/10/2020		Chicago	IL
4/30/2015	BILL	Water Mellon Trust	Emerging	13,100,000	1-In Progress	3-Late Stage	2-Medium	0.00	210,000	3/17/2020	3/17/2020	12/11/2016	Boston	MA
		3-Late Stage - Total:		**41,100,000**										
5/30/2016	BILL	AbitibiBowater Inc. (USA)	Emerging	45,000,000	1-In Progress	2-Mid Stage	4-Not Known	0.00	2,300,000	2/17/2020	2/17/2020		Greenville	SC
8/30/2016	ANNE	Mercer Consulting, Inc.	Fixed	83,000,000	1-In Progress	2-Mid Stage	1-Low	0.00	790,000	10/1/2019	9/23/2019		New York	NY
5/31/2016	KAREN	American Air Liquide Holdings, Inc.	Emerging	15,000,000	1-In Progress	2-Mid Stage	4-Not Known	0.00	150,000	3/26/2020			Houston	TX
		2-Mid Stage - Total:		**143,000,000**										
7/22/2013	ANNE	Merry Lynch Corporation	Emerging	35,000,000	1-In Progress	1-Early Stage	1-Low	0.00	500,000	5/14/2020	5/14/2020	2/11/2013	Boston	MA
7/17/2015	JOHN	Gaylord & Dorothy Donnelley Foundation	Japan Equities	20,000,000	1-In Progress	1-Early Stage	2-Medium	0.00	200,000	1/17/2020	1/17/2020	10/22/2016	Chicago	IL
		1-Early Stage - Total:		**55,000,000**										
		Grand Total		**281,345,000**										

Activity Summary

Description:

This is a standard report that displays a summary of information related to an Activity search. In this example we see the number of Activities per Rep broken down by Activity Type as well as the Totals for each row and column.

Activity Summary



Rep	Appointment	E-Mail	Follow Up	Other	Phone Call	RFP	Task	Total
ANNE	52	15	6	4	27	7	1	112
BILL	27	11	2	3	21	3	5	72
CHIP	4	1	3	0	0	2	1	11
JOHN	16	2	4	5	22	10	0	59
KAREN	12	4	1	2	39	7	0	65
MARY	7	3	1	1	28	4	0	44
SYSTEM	0	0	1	0	1	0	0	2
Total	118	36	18	15	138	33	7	365

Consultant Product Ratings

Description:

This is a standard report that displays Consultant Product Ratings. It uses a Traffic Signal Indicator to show when a product is Positively or Negatively rated by a consultant as well as if it is Neutral or Unrated.

SATUIT TECHNOLOGIES

Consultant Product Ratings

As of:27-MAY-2020 5:44:16 PM

Business	City	Last Activity	Last Appt	Emerging	Euro Equities	Fixed	Japan Equities	Large Cap	Small Cap
Breton Oil & Gas PLC	London	18-MAR-2020	8-MAR-2020					🟢	
Stingy Consulting Corp.	New York	5-MAR-2020	5-MAR-2020	🟢	🟢	🟡	🟢	🟢	🟢
Russell Frank Company	Tacoma	16-MAR-2020	19-NOV-2018	🟡	🟡	🟢	🟡	🟡	🟢
Cambridge Associates	Boston	16-JAN-2020	16-JAN-2020	🟢	🟢	🟢	🟢	🟢	🟢
Mercer Consulting, Inc.	New York	1-OCT-2019	23-SEP-2019						🟢
J.J. Callan Associates Inc	San Francisco	17-MAR-2020	17-MAR-2020	🟡	🟢	🟡	🟢	🟢	🟡
NEPC, LLC	Cambridge			🟡	🟢	🟡	🟢	🟡	🟡
Mercer Consulting, Inc.	Chicago	19-AUG-2019	19-AUG-2019	🔴	🟢	🟡	🟡	🟢	🟡
Asset Consulting Group	St. Louis			🟡	🟢	🟢	🟡	🟢	🟢
BMO Nesbitt Burns Inc.	Toronto	16-MAR-2020		🟢	🟡	🟢	🟡	🟢	🟡
Callan Associates Inc.	San Francisco			🟡		🟡	🟡	🟡	🟡
Cambridge Financial Services Group, Inc.	Greenwich	16-FEB-2020	30-NOV-2019	🟢	🟢	🟡	🟡	🟡	🟡
Capital Asset Management	Denver	22-FEB-2020	22-FEB-2020	🟡	🟡	🟡	🟡	🟢	🟡

Account Summary

Description:

This is a standard report that displays a summary of Account information grouped by Product.

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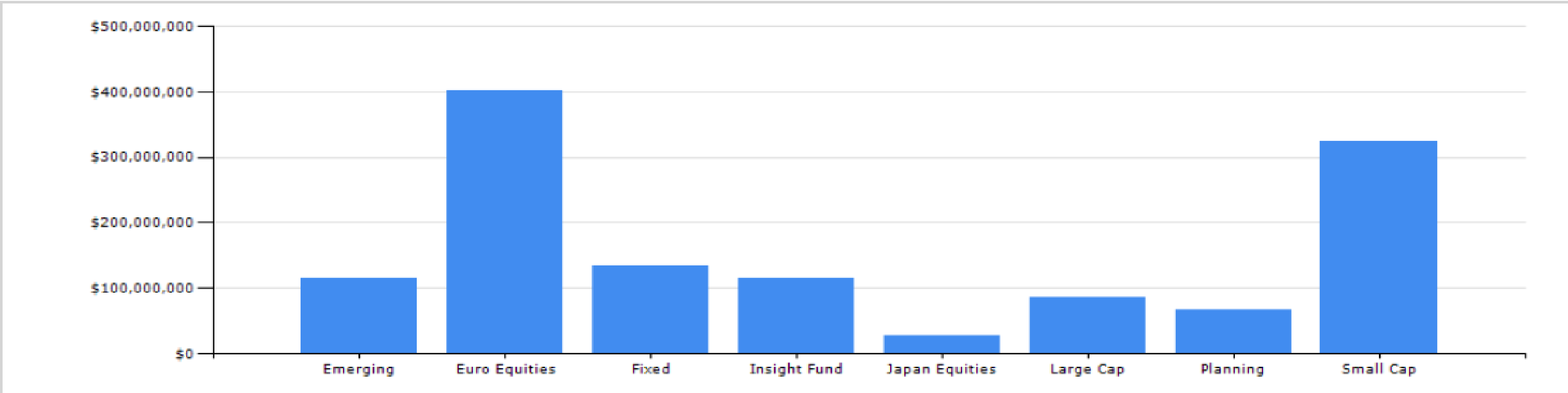
Account Summary



Product	Business	Legal Account Name/Investor	Portfolio Code	Market Value As of Date	Initial Contribution	Market Value	Net Increase	% Increase
Emerging	Water Mellon Trust	Watermellon Trust Defined Benefit Plan	NS 2314532	30-APR-2020	25,000,000	26,000,000	1,000,000	3.85
	Robert L. Finestein Law Group	Feinstein Profit Sharing Fund	RF56788	30-APR-2020	5,000,000	15,210,400	10,210,400	67.13
	Alabama Housing Finance Authority	Salaried Workers Pension Plan	44 12345	30-APR-2020	10,345,700	22,345,679	11,999,979	53.70
	American Museum of Natural History	Salaried Workers Pension Plan	XCC 12347	30-APR-2020	10,345,700	22,345,679	11,999,979	53.70
	Alabama Housing Finance Authority	Feinstein Profit Sharing Fund	SWA12356	30-APR-2020	5,000,000	5,210,400	210,400	4.04
	STI Technologies, Inc.	STI Salaried Workers Pension Plan	WSAI12358	30-APR-2020	10,345,700	12,345,679	1,999,979	16.20
	STI Technologies, Inc.	STI Salaried Workers Pension Plan	QAWE12360	30-APR-2020	10,345,700	12,345,679	1,999,979	16.20
					76,382,800	**115,803,516**	**39,420,716**	**34.04**
Euro Equities	STI Technologies, Inc.	STI Hourly Workers Pension Plan	STI 21001	30-APR-2020	50,000,000	64,982,700	14,982,700	23.06
	Breton Oil & Gas PLC	Global Bond Fund A	BGP12345	30-APR-2020	123,456	12,345,678	12,222,222	99.00
	American Museum of Natural History	Global Bond Fund A	AMNH 12348	30-APR-2020	123,456	12,345,678	12,222,222	99.00
	American Museum of Natural History	AMNH Large Cap Equities	AMNH 12350	30-APR-2020	11,655,650	14,345,651	2,690,001	18.75
	Alabama Housing Finance Authority	Housing Global Bond Fund A	KBC 12352	30-APR-2020	123,456	12,345,678	12,222,222	99.00
	Robert L. Finestein Law Group	Feinstein Profit Sharing Fund	SSBC 12357	30-APR-2020	5,000,000	5,210,400	210,400	4.04
	STI Technologies, Inc.	STI Hourly Workers Pension Plan	VFR12359	30-APR-2020	50,000,000	64,982,700	14,982,700	23.06
	STI Technologies, Inc.	STI Hourly Workers Pension Plan	LLKJ 12361	30-APR-2020	50,000,000	64,982,700	14,982,700	23.06
	Water Mellon Trust	Watermellon Trust Defined Benefit Plan	JHBF 12363	30-APR-2020	25,000,000	26,000,000	1,000,000	3.85
	Water Mellon Trust	Watermellon Trust Defined Benefit Plan	PKNH12364	30-APR-2020	25,000,000	26,000,000	1,000,000	3.85
	Alaska Airlines, Inc.	Hourly Workers Pension Plan	AK 21001	30-APR-2020	50,000,000	64,982,700	14,982,700	23.06
	Clarke, Tim & Joanne	Clarke & Associates, LLP	Clarke3	30-APR-2020	25,750,000	32,571,026	6,821,026	20.94
					292,776,018	**401,094,911**	**108,318,893**	**27.01**

Client Summary

Description:

This is a custom report that displays summary information for clients. It is grouped and sub-totaled by the Client Sub Type and includes examples of different indicators that can be used to highlight data. The Engagement column uses a Star system to show overall interaction levels and there is a Data Bar for Total Fees while a Gauge is used for the different Client Rankings. A Flag color is based on the Client Rating and a Thermometer is used to show the overall Risk score. Traffic Signal Indicators are used to show Last Activity and Appointment dates and another variation is used when there is no current data.

Engagement	RM	Business	Client SubType	Total Fees	Ranking	Rating	Rating As Of	Risk	Last Activity	Last Appt	Next Activity	Next Appt
	BILL	Water Mellon Trust	Bank	$26,000,000			10/8/2019		5/7/2020	3/17/2020		
		Bank - Total: $26,000,000										
	JOHN	Gaylord & Dorothy Donnelley Foundation	Foundation	$31,647,000			5/18/2020		5/20/2020	1/17/2020	6/15/2020	
	ANNE	American Museum of Natural History	Foundation	$30,568,000			11/8/2019		5/29/2020	2/10/2020		
	ANNE	Bullard Law	Foundation	$24,766,731			3/8/2018		5/25/2018		6/12/2020	
		Foundation - Total: $86,981,731										
	ANNE	Kelly Family	HNW - Private Client	$7,000,000			10/31/2019		5/14/2020	3/8/2020	6/4/2020	
	ANNE	Kraft Family Office	HNW - Private Client	$23,456,789			11/8/2019		5/13/2020	3/2/2020	6/5/2020	6/18/2020
	ANNE	Scott Family	HNW - Private Client	$5,000,000			2/6/2020		5/3/2019	5/3/2019		
	ANNE	Clarke, Tim & Joanne	HNW - Private Client	$32,571,026			5/29/2020		5/1/2020	1/20/2020	6/8/2020	7/6/2020
	ANNE	Clarke, John and Sarah - Logging	HNW - Private Client	$1,430,099			3/12/2020		3/11/2020	3/11/2020	6/4/2020	6/4/2020
	ANNE	Clarke, Roger and Amy	HNW - Private Client	$12,322,730			2/6/2020		1/17/2020	1/17/2020	6/10/2020	
		HNW - Private Client - Total: $81,780,644										
	ANNE	ABC Equity Partners	Money Manager	$95,000,000			2/6/2020		2/6/2020	2/6/2020		
		Money Manager - Total: $95,000,000										
	ANNE	STI Technologies, Inc.	Pension Fund	$162,345,679			11/8/2019		5/20/2020	3/16/2020	6/5/2020	6/24/2020
	ANNE	Breton Oil & Gas PLC	Pension Fund	$12,345,678			2/6/2020		3/18/2020	3/8/2020		
	ANNE	Robert L. Finestein Law Group	Pension Fund	$15,210,400			3/12/2020		3/9/2020	3/9/2020		
	BILL	Alaska Airlines, Inc.	Pension Fund	$64,982,700			12/10/2019		1/28/2018			
		Pension Fund - Total: $254,884,457										
	MAVERICK	Alabama Housing Finance Authority	Public Fund	$32,467,000			2/6/2020		8/28/2018			
		Public Fund - Total: $32,467,000										
		Total: $577,113,832										