

# CAFII – CREDITOR INSURANCE BENCHMARKING

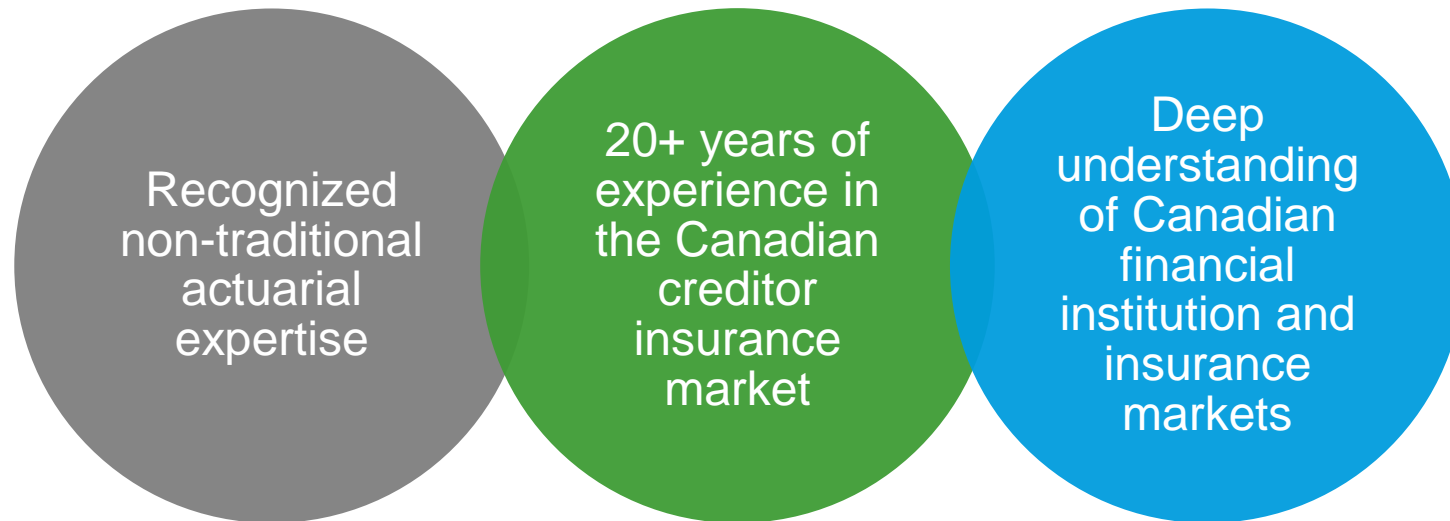
Kick-Off Meeting



January 13, 2020

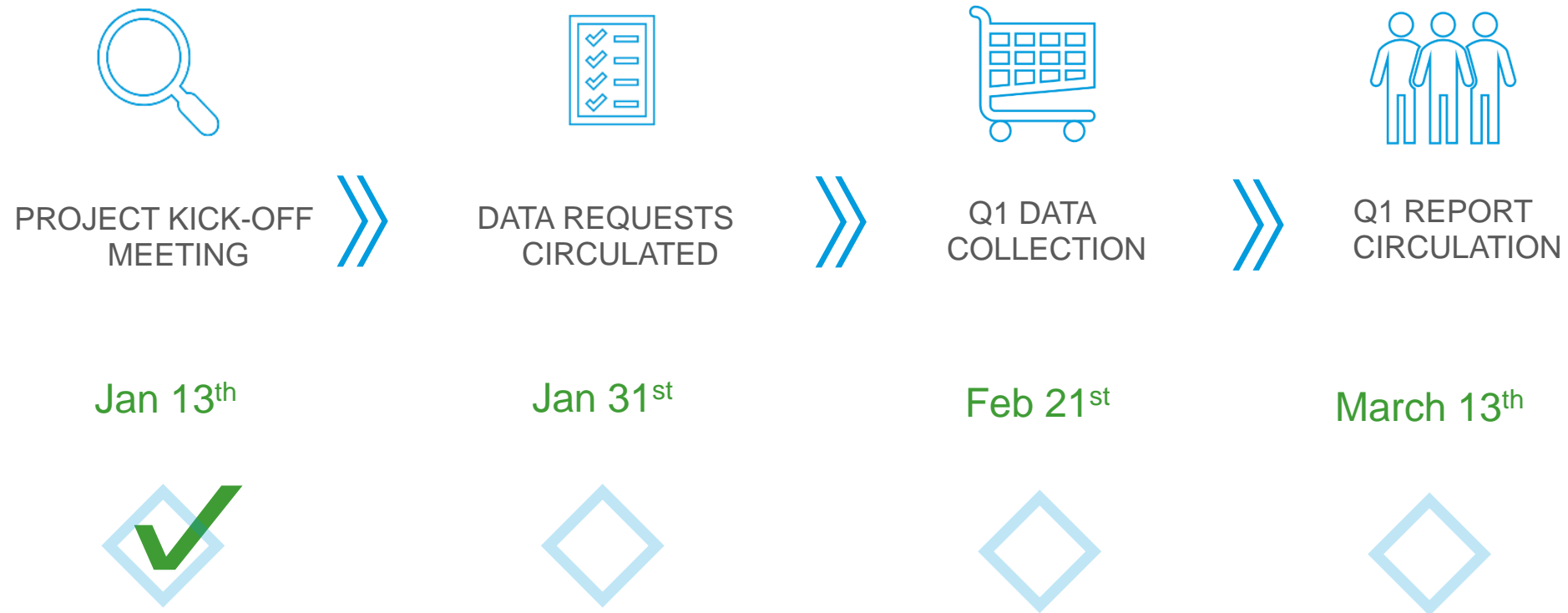
# RSM philosophy

- Built long term relationships with our clients through fair, value-adding and transparent working methodologies
  - Align our recommendations and analysis with your objectives, needs, culture
  - Strict peer review processes

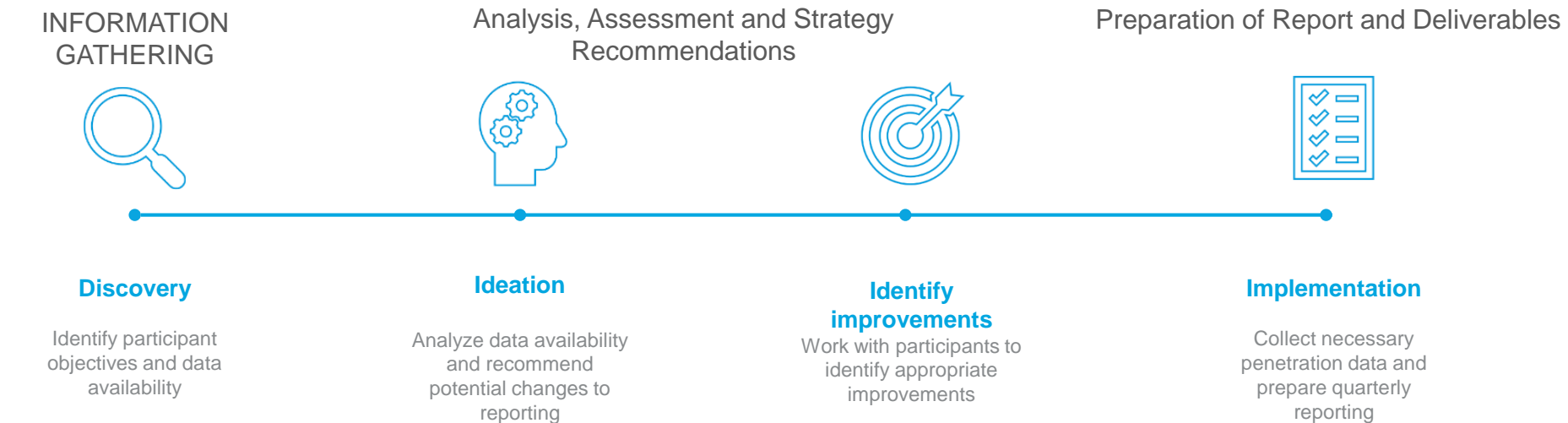


# Roadmap to initial quarterly report

The roadmap to the initial quarterly report (Jan 31, 2020) involves four key stages:



# Project plan – Quarterly benchmarking improvements



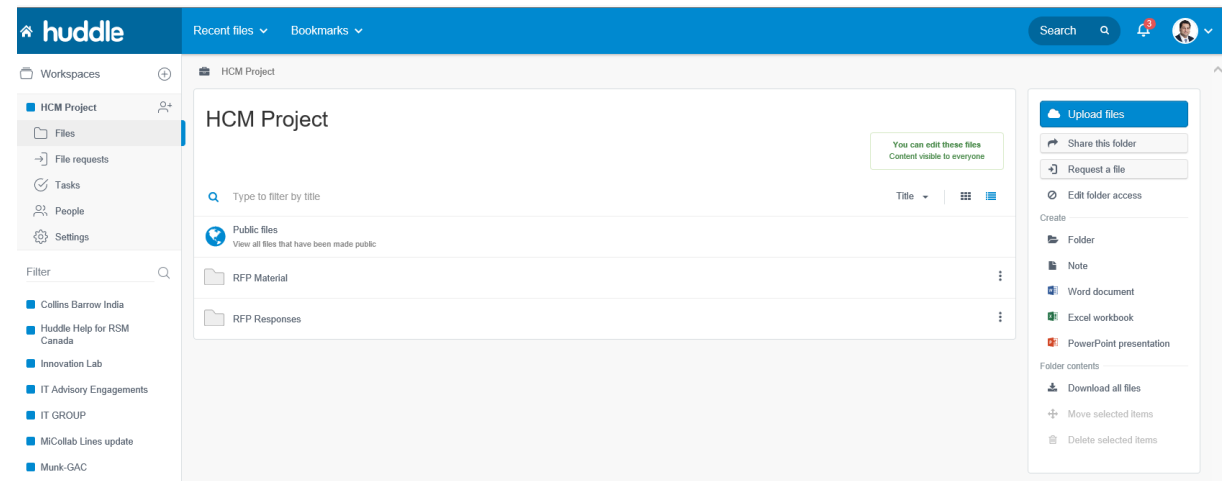
## Project Activities

- Discuss and establish main goals and objectives for the analysis
- Work with CAFII and participants regarding the information available and data limitations
- Setting up secure data transfer protocols and secure data storage facilities at RSM to ensure the integrity of the data provided by CAFII members included in the study
- Work with participant working group to identify potential improvements to the current benchmarking study
- Collecting responses using the developed secure data transfer protocols and reviewing these responses for completeness
- Preparing data to be input into RSM's model for analysis
- Review and analyze preliminary results and strategy recommendations of the benchmarking study
- Review and discuss draft report with designated CAFII representatives
- Distribute quarterly reports
- Continue to work with participants to improve quarterly reporting

# RSM Canada Secure File Sharing

## Huddle

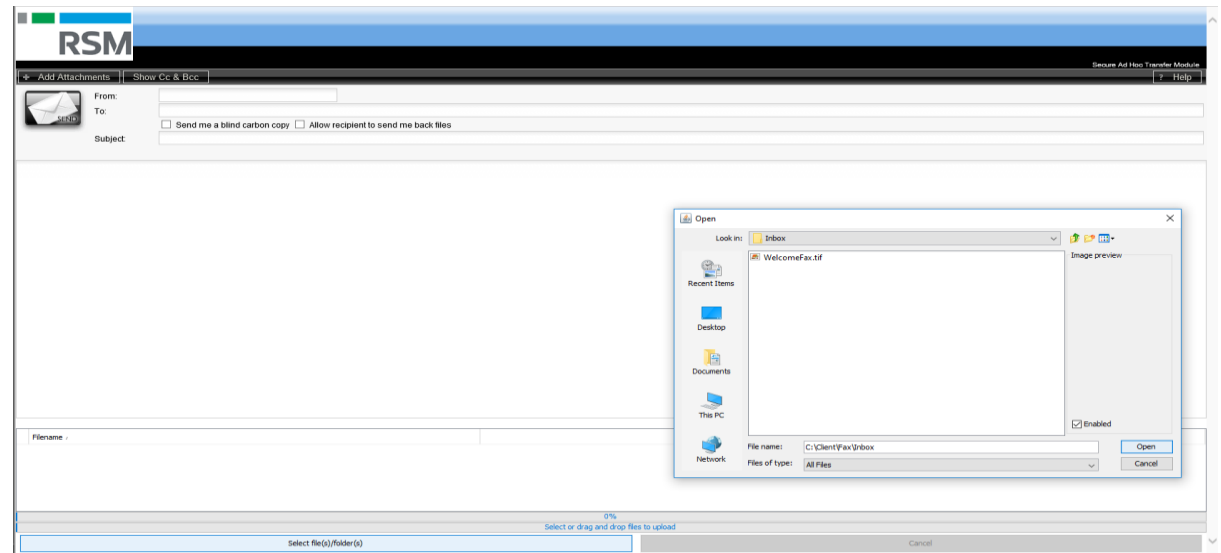
- Enterprise cloud based collaboration and file sharing portal
- Security considerations
  - User created username and password
  - First SaaS collaboration vendor to achieve FedRAMP ATO in United States.
  - Data encrypted in-transit through TLS v1.2 (128-bit or 256-bit encryption depending on browser) and at-rest with 256-bit AES.
  - SAS 70 Type II and SSAE 16 data center accreditation. ISO 27001 certified data centers and offices. Dedicated firewalls complete with DDoS mitigation.



# RSM Canada Secure File Sharing

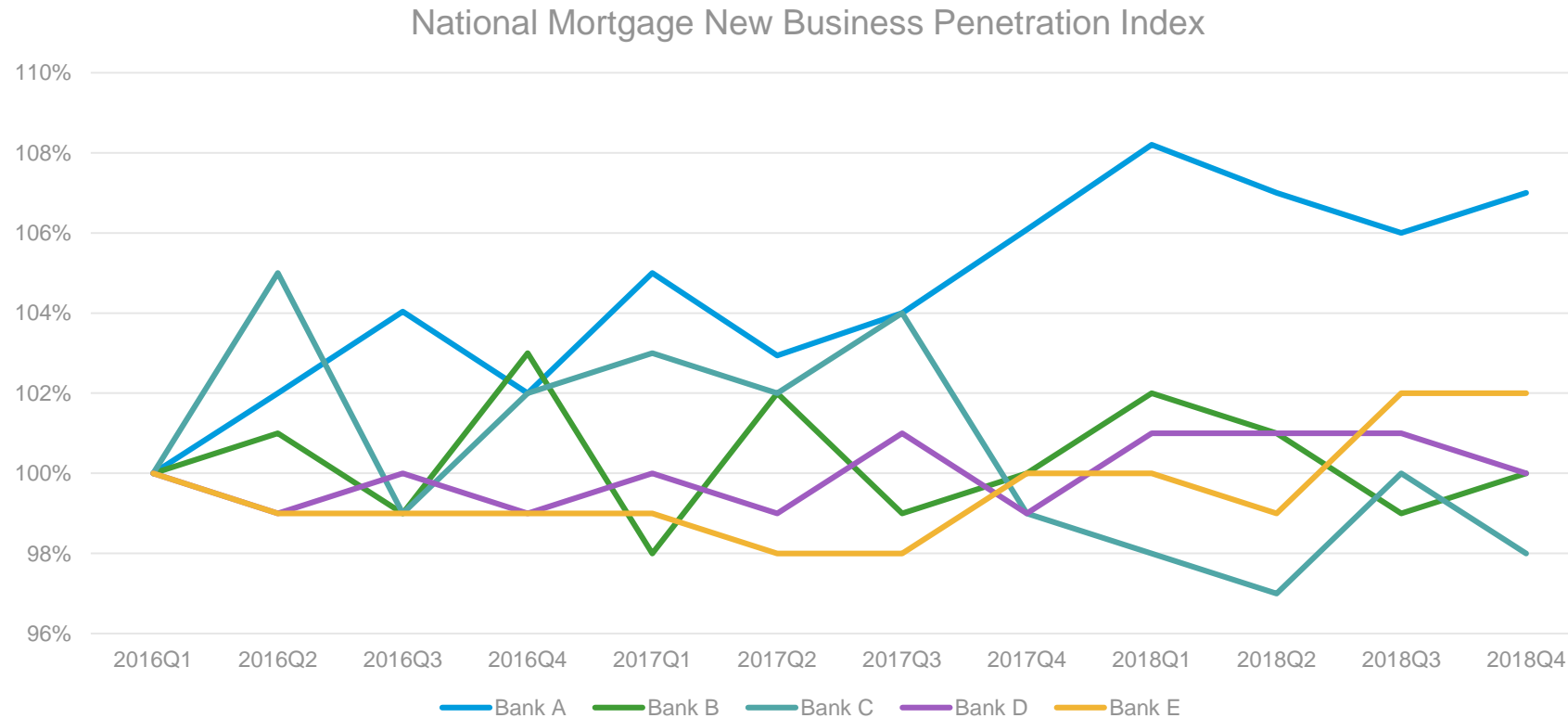
## Secure Adhoc Transfer (SAT)

- Security considerations
  - Sender sends an e-mail with an attachment using the SAT send mail page
  - SAT responds by creating a new temporary account on EFT. Temporary account is assigned a random username and password which, expires in 14 days
  - Temporary folder created which is associated with temporary account. E-mail sent to recipient with secure hyperlink (HTTPS), and list of files for download.
  - Recipient can upload files if option is enabled by the sender. When files are uploaded, the sender is notified that the uploaded files can be picked up using the recipient's login credentials.
  - After 14 days, the temporary account is removed from EFT's file system



# Potential reporting improvements

1. Incorporate an index to benchmark quarterly New Business Penetration improvements or declines across participants



# Potential reporting improvements (cont'd)

2. Work with participants to define a consistent penetration metric for the study
  - Prepare report under two bases, using current penetration metrics, and consistent metric across all participants
  - Start a working group of designated employees from each participant to develop consistent definition of penetration



# Next steps

## Q1 benchmarking report:

- Each financial institution to identify appropriate contact for data transfer
- Financial institutions to select preferred file sharing protocol
- RSM to circulate data requests by Jan. 31
- Financial institutions to provide data by Feb. 21

## Benchmarking improvement working group:

- Each financial institution to identify appropriate representative for working group
- RSM will forward questionnaire on data availability and data definitions
  - Financial institutions to provide response timeline on receipt of questionnaire
  - RSM to then book a working group meeting
- Initial working group meeting to focus on
  - Preferred approach to improve benchmarking comparability
  - Implementation timing / work effort based on data availability



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