

**CASE STUDY**



<b>Location</b>	Alpharetta, GA
<b>Employees</b>	75
<b>Sycamore Solution</b>	Compensation Manager
<b>Competitors</b>	Caesar, Techmate, Foxtrot
<b>Live Date</b>	December 2010

**A mid-sized, full-service independent financial solutions firm needed the right technology to process their independent reps' commission transactions in an accurate, compliant and efficient manner.**



**Challenge**

- ▶ Commission files from more than 50 sources made monthly data entry a nightmare
- ▶ Every transaction needed to be reconciled to each rep's book of business
- ▶ Every transaction also needed to be checked to ensure each rep is properly licensed to sell that specific security
- ▶ Reps needed easy and efficient access to their current and historical commission information

**Solution**

- ▶ Implemented Sycamore's Compensation Manager with custom integrations for multiple file types and sources
- ▶ Integrated Compensation Manager with Albridge to bring in all financial accounts and holdings
- ▶ Provided full license tracking for every client holding and every commission transaction
- ▶ Delivered a client portal configured for each rep

**Impact**

- ▶ Saves the commission processor hundreds of hours per year
- ▶ Guarantees 100% accuracy, with every commission transaction matched directly to a rep's client account
- ▶ Ensures the firm stays compliant through two separate license checks
- ▶ Gives reps 24/7 access to all their commission information