

e-enabling better business together

with e-Suitability Report Writer

Ensuring your firm is providing compliant advice to all clients is a key driver of any professional advice firm. With so many rules in place to ensure recommendations meet client needs and the service provided transparent, it is essential that processes are in place to comply with FSA regulations.

Smart technology can assist firms to do exactly that, in addition to helping reduce the amount of time advisers spend on producing suitability reports. The e-Suitability Report Writer supports the needs of advisers from a sales perspective and helps compliance officers from a regulatory perspective, by enabling users to efficiently produce personalised suitability reports.

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How does e-Suitability Report Writer work?

e-Suitability is a flexible and user friendly way to document advice given and create suitability reports using an intelligent pre-selection central database of product specific paragraphs*.

Once the bespoke client report has been generated, colour coding allows users to see which text is standard and cannot be modified, pre-populated from the system, edited or requires attention.

Users are prompted at each stage of the process and as free text and editable fields are entered, the system automatically recalculates how many fields are to be completed, formats the report and applies a version number to the document providing a full audit trail and assisting with compliance checking.



Further Information

For further information on The Exchange or related services, please contact our sales team on 0845 053 0490 or email sales@exchange.co.uk alternatively visit our website at www.exchange.co.uk.

Sales Benefits

- Significantly reduces the time advisers spend on producing suitability reports, giving them more time to spend on providing advice
- Significantly reduces the amount of time required to support compliance queries
- Improves sales and marketing effectiveness through the ability to add personalised information and company logo directly to the Suitability letter

Compliance Benefits

- Compliance is improved at point-of-sale leading to increased first time pass rate
- Reduces checking effort by use of colour coded data with the report
- Versioning of the letters enables easy checking of historical cases providing a full audit trail
- Ensures a consistent, professional approach through the production of personalised Suitability letters

*Paragraph library provided by Bluegrove Financial Solutions Ltd

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