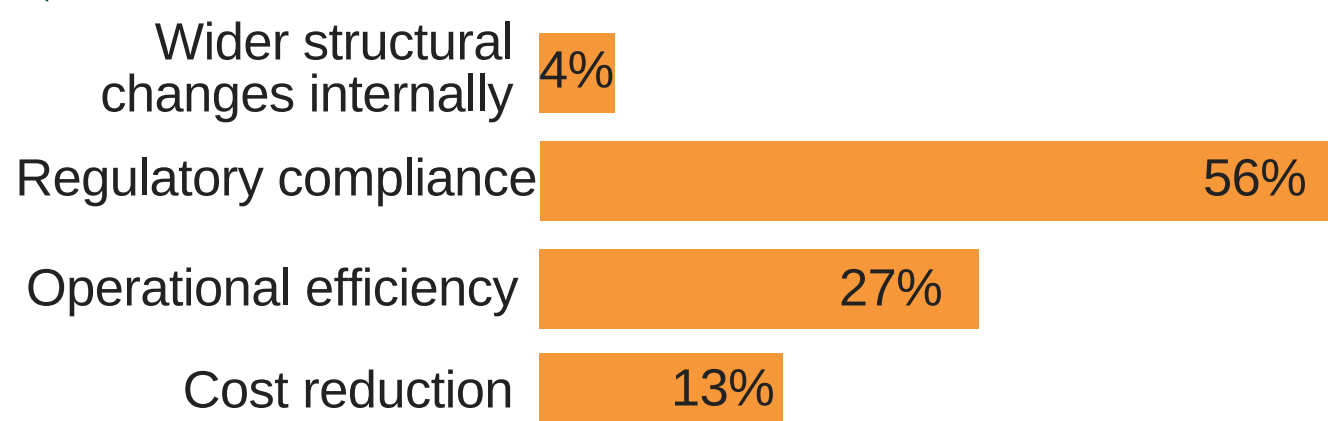


# Collateral Management: Change Plans for 2017 and Beyond

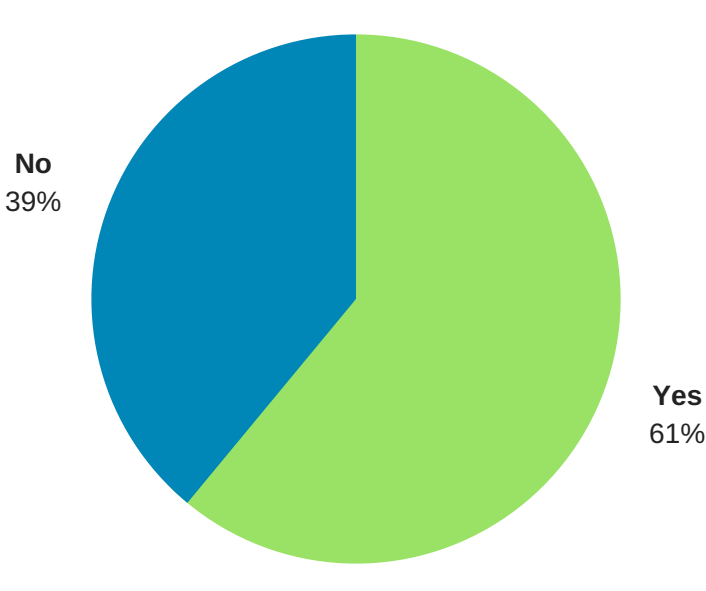
*A snapshot of the drivers and priorities for collateral management change*

In a recent DerivSource webcast, attendees and speakers shared their views on the changes planned or considered to improve collateral management efficiency and controls in the coming year and in the long-term. To hear more on the topic, please watch the on demand video of the webcast **“Collateral Management: How to Maximize Control & Optimize in Today’s Environment?”**

## What is the biggest driver behind collateral management initiatives internally for your firm in 2017?



## Is your firm currently investing in collateral management with a goal of increasing control and optimizing collateral?

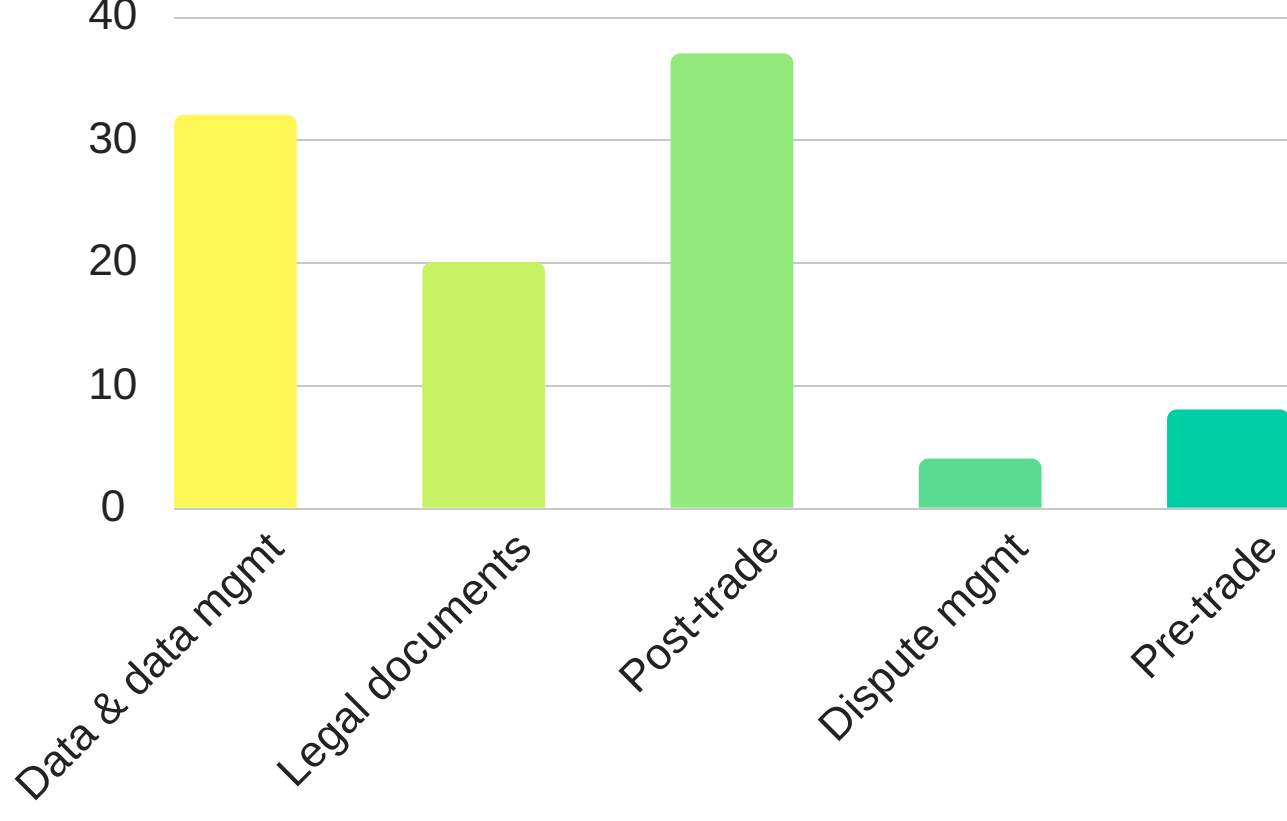


"There is a realization from trading departments within financial institutions that to meet the regulations and to stay in business, they have to incorporate these business efficiencies within their collateral management processes."



Nick Nicholls, Principal Consultant at GFT

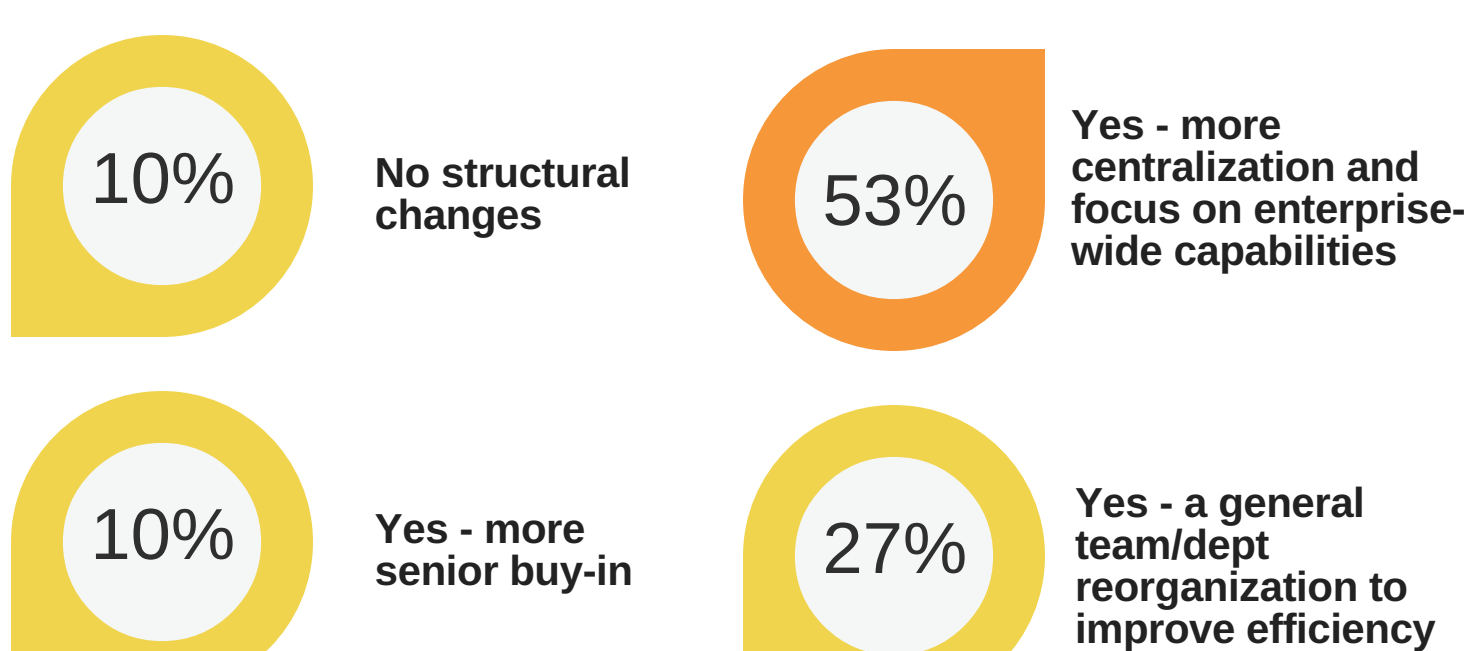
## What area within collateral management will you focus the most on improving in 2017?



Peter Farley, Senior Marketing Strategist, Capital Markets at Misys

"The structural change surrounding collateral management which is taking place is a much more sophisticated integration of data, both front to back in the pre-trade to post-trade activity, and then across the organization as well, to be able to leverage data for multiple asset classes and to be able to get accurate analysis."

## Are there wider structural changes taking place that improve the efficiency of collateral management?

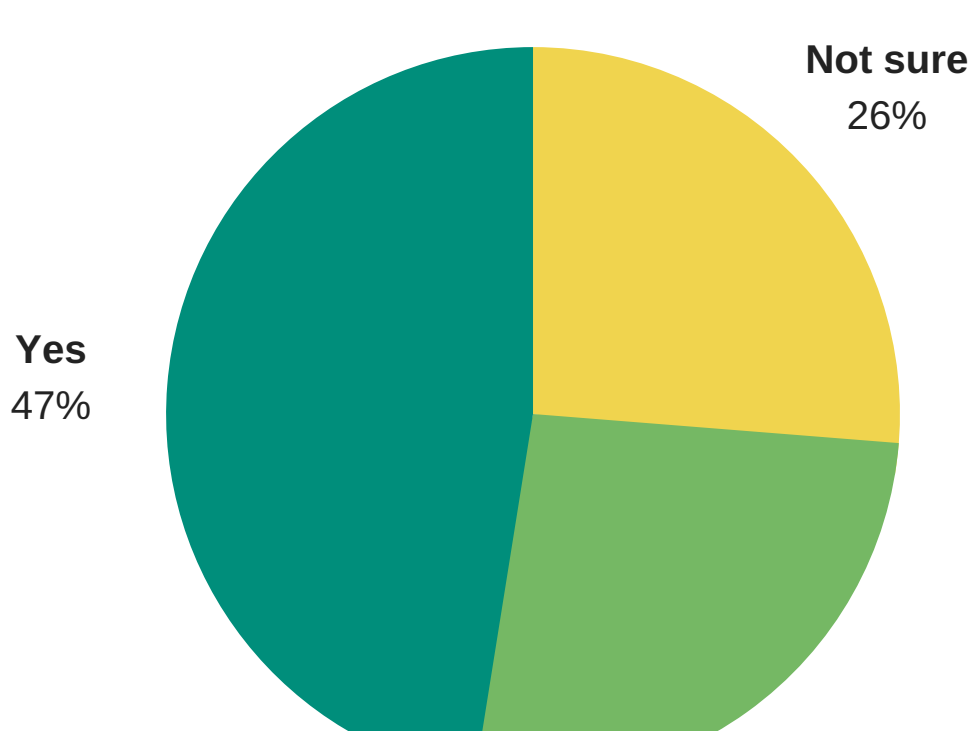


"The BCBS/IOSCO March 1st deadline for variation margin or big bang now offers up an opportunity for service providers to capture some of the smaller participants that now are dealing with a process they haven't dealt with very much before—in some cases they'd never dealt with collateral. The big bang represents the second big wave of outsourcing opportunity for the traditional service providers."



Scott Linden, Managing Director, Collateral Management Product Leader at Wilmington Trust

## Will you consider outsourcing elements of collateral management to either a service provider or market utility in the next two years?



Joseph Spiro, Director - NY Head of Collateral at Societe Generale

"I have witnessed a lot of outsourcing to industry utilities, particularly to meet the regulations. There's a sense that shared expense is better when organizations have a common goal, such as to meet a common regulation."