

# Retirement recordkeepers: Take the pain out of fee calculations and billing

## GIVEN FEE COMPRESSION ACROSS THE INDUSTRY, RETIREMENT PROVIDERS ARE SEEKING WAYS TO STREAMLINE BACK-OFFICE OPERATIONS TO PREVENT FEE LEAKAGE

- Automate critical revenue and expense management processes to help ensure fee accuracy and revenue optimization
- Centralize accounting data in a single repository to improve visibility and control
- Retirement plan billing - Fee billing for 401k plan sponsors, 457 plans, 403b plans and government plans
- Assist business users to address their own reporting requirements in accordance with standards for compliance, auditing, financial control and rules at the participant vs. plan level
- Transform workflows to primarily increase accuracy and auditability
  - Asset-based billing
  - Fee-based on number of participants
  - Fee-based on number of loans

## BENEFIT FROM AUTOMATION

As product lineups, fund structures, investor bases and geographies grow, the complexities of fee calculations grow as well. Reducing risk means replacing time-consuming, error-prone manual processes and Excel-based solutions. With the right revenue and expense management solution, it becomes possible to automate complex fee calculations, enable better oversight and control, generate significant savings and improve cash flow.

## ACHIEVE NEW EFFICIENCY

A centralized, end-to-end automated solution can power sophisticated analysis and workflow tools. Firms can automatically split revenue and expenses and quickly create multi-level distributions. This can simplify allocations across internal entities, desks and teams.



## ENSURE COMPLIANCE

With scrutiny of fee arrangements and investment performance on the rise, it's critical to have reliable, real-time reporting, processes and audit trails that reduce risk. A single, centralized data repository can provide firms with the business intelligence they need and the access, visibility and control to operate with confidence.

## ACCELERATE CASH FLOW

As regulatory pressures are mounting, margins become increasingly compressed. An outdated process or technology places businesses at risk. However, with the right enterprise-ready solution, it is now possible to cost-effectively consolidate data, streamline processes, and accelerate cash flow.

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## CASE IN POINT: DRIVING EFFICIENCY AND ROI THROUGH AUTOMATION

### Situation

A leading investment manager faced significant challenges to its operational efficiency. Disparate billing processes, technology and manual processes drove high operating costs. Outdated expense processing software increasingly put the firm's invoicing and billing functions at risk. Not surprisingly, the firm lacked both visibility and control.

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### Result

Broadridge's Revenue and Expense Management solution helped the firm address these challenges by automating key business processes. It brought together firm data and analytics on to a single platform and enabled the firm to adopt global billing standards enterprise-wide. This improved both data quality and access, creating new opportunities to leverage the data. The firm eliminated its dependency on legacy systems, realized operational improvements and generated a significant return on investment driven by shortened billing cycles, improved cash flow and reduced operating costs.

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## REVENUE AND EXPENSE MANAGEMENT FOR RECORDKEEPERS

Broadridge's Revenue and Expense Management solution, Revport, is a browser-based, enterprise-ready solution set that connects with your custodial accounts, general ledgers systems and any other billing systems. *Revport* can be implemented as a fully managed service, SaaS or in-house installation.

This highly flexible, rules-based fee engine automates revenue and expense management across more than 50 different types of fees, including the automatic calculation of commissions, management fees, advisory fees, SubTA Fees, 12b-1 fees, asset management fees, wrap fees, performance fees, sub-advisor payouts and commissions.

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*Broadridge's Revenue and Expense Management solution allows firms to focus on achieving the goals most important to improving business processes—introducing automation to improve cash flow through increased accuracy, control and shortened billing cycles.*

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