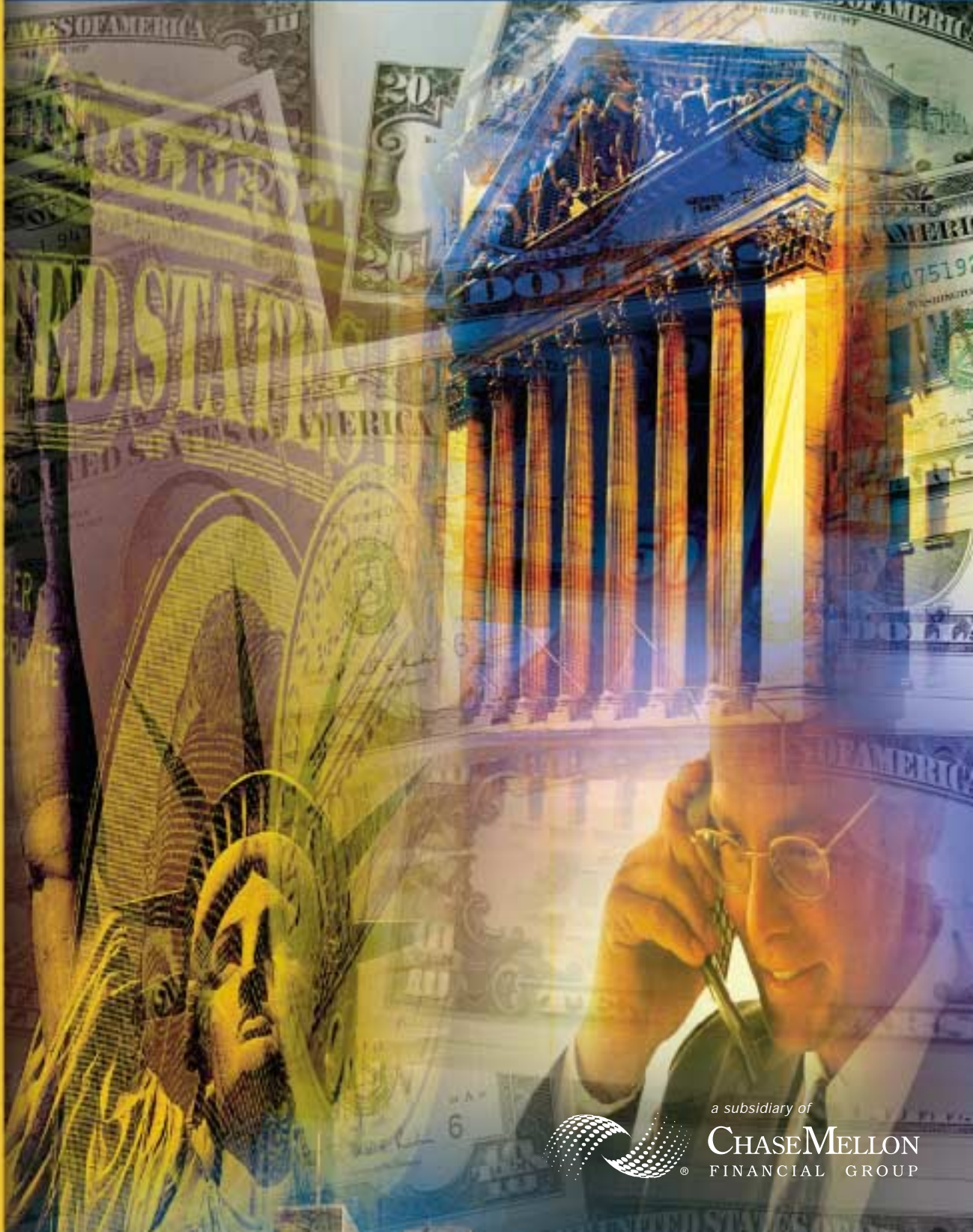


CHASE MELLON

# Consulting Services

*Expertise, Technology, and Resources  
for Your Business Initiatives*



a subsidiary of

**CHASE MELLON**  
FINANCIAL GROUP

**T**oday's business-savvy executives know that redesigning business processes and systems to support changing needs can be complex and time-consuming. You've studied your options and know the advantages of outsourcing. Now it's time for you to choose an outsourcing partner. One who has the resources to guide you through the entire due diligence process, or analyze the impact of systems modifications on your organization. One who can deliver proven methodologies for your growing E-business initiatives, or implement management techniques that get the most from your resources. That partner is ChaseMellon Consulting Services.

*ChaseMellon Consulting Services delivers world-class management and technology solutions.*

Founded in 1995 as a joint venture between The Chase Manhattan Corporation and Mellon Financial Corporation, ChaseMellon was the first company of its size and scope dedicated exclusively to shareholder services. Today, under the umbrella of the ChaseMellon Financial Group, ChaseMellon Consulting Services joins its affiliates, ChaseMellon Shareholder Services, a registered transfer agent, and ChaseMellon Financial Services, a registered broker-dealer, in serving more than 1,800 corporate clients and more than 23 million shareholders worldwide.

Utilizing the synergies and strengths of its parent companies and affiliates, ChaseMellon Consulting Services is a single-source solution provider, offering a comprehensive portfolio of management and technology consulting services through several integrated core businesses, including shareholder services, institutional trading, employee products, emerging technologies, and more. Our goal is to perform, with professionalism and diligence, the business-critical functions and processes to help you achieve success – even as your business and information technology needs change.





## *Leverage ChaseMellon's Knowledge and Experience...*

### **Mergers and Acquisitions**

**Mergers and Acquisitions** are increasing in today's competitive business environment. Typically, M&As result in system consolidations that achieve efficiencies and cost savings. ChaseMellon Consulting Services has significant experience performing these complex system consolidations. For example, ChaseMellon successfully executed the conversion of the former Chemical Bank's Stock Transfer System into the ChaseMellon Stock Transfer System. This effort required the integration of 1,500 issues, 7.5 million shareholder records, and 25 major systems onto the ChaseMellon platform.

By outsourcing your project to ChaseMellon Consulting Services, you can leverage our knowledge and experience to overcome implementation problems and plot a strategic direction for your new business. We can guide you through the entire due diligence process to determine the most efficient and cost-effective systems and technology platforms to retain and/or develop in your newly consolidated organization. We can help you engage your existing and new employees in an effort to mold perceptions and create a corporate culture that breeds success. From legal, financial, and technical issues, to compliance with an ever-increasing list of regulatory requirements, ChaseMellon Consulting employs "best practices" to the satisfactory completion of your merger or acquisition.

### **Decimalization**

ChaseMellon Consulting brings an equally high level of competence to **Decimalization**. We understand its impact on specific areas of business operations and are well versed in the procedures and requirements for conversion. If you have a system that currently displays, stores, prints, or compiles fractional prices, you will be affected. Outsourcing your decimalization project to ChaseMellon Consulting can help ensure that your company's technology systems, administrative back office, and trading operations will continue to perform at maximum efficiency.

*ChaseMellon Consulting Services can help you bridge the gap between emerging and established information technologies. Choose ChaseMellon Consulting Services—expertise, technology, and resources for your business initiatives.*





## Demutualizations

More and more frequently, companies have been using **Demutualizations** as a way to access capital and retain quality employees through non-cash compensation. ChaseMellon Consulting Services has handled some of the largest and most complex corporate reorganizations. In what was one of the world's largest conversions of a company to public ownership, our innovative technology platforms combined numerous source systems into one master file, consolidated millions of policies, and saved approximately \$30 million in printing and mailing costs.

ChaseMellon Consulting Services can help relieve you of the enormous logistical requirements of data consolidation, mass mailings, proxy tabulation, and the issuance of securities that arise in a demutualization. Meanwhile, you can concentrate on your core business while generating capital to perform increasingly complex business processes, introduce new products, and attract valuable human resources.

## Systems Development & Migration

**Systems Development & Migration** is one of the most complex issues facing today's technology-dependent companies. From pre-project evaluation to configuration management and change control, we have the resources to make your transition to next-generation technology as easy as possible.

## Maximize Your E-Sources

**Maximize Your E-Sources...**The transition from traditional financial services to the E-commerce platform has become an essential component of growing companies throughout the world. Our **E-Business** services provide the technological prowess to address your initiative. We can help you assess the value of making the transition to E-commerce. We can custom build your applications, deploy your web site, even teach you how to manage a scalable, flexible infrastructure. In short, we can manage your E-commerce transition so you can maximize your E-business exposure, while reaping all the financial benefits.

## Managing Your Projects ... To Save You Time and Money

You know all too well how important projects compete for your time, money, and human resources. Outsourcing these time-consuming projects to ChaseMellon Consulting Services allows you to regain control of your resources and can help improve the overall quality of your finished product. Our **Project Management Methodology** provides a spectrum of proven management techniques designed to get results, so you can dedicate your efforts to your core business... and your customers.

## Government Record Keeping and Disbursement Services

Advances in technology have created opportunities for more accurate recordkeeping and more effective service delivery. In providing **Government Record Keeping and Disbursement Services**, ChaseMellon currently administers the payment of \$5.5 billion dollars to tobacco growers and quota owners in 14 different states over a twelve-year period. Our years of experience in converting data files, validating check recipients, and storing payment information have helped build our customers' confidence in us. Our work is always performed in conjunction with our clients and often with external parties, such as government regulatory agencies, to ensure that critical deadlines are met. Our experience with the above solutions enables us to deliver quality services for governments and private projects.

## Relationships Make the Difference

The **Strategic Alliances** we have formed with industry-leading providers of advanced technologies and business services allow us to offer value-added services and the perfect complement of expert resources to satisfy your unique business needs. Drawing on the strength of our alliances, ChaseMellon Consulting strives to establish and maintain a long-term relationship and working partnership with you. Combining new and ever-evolving technologies with our creative problem-solving abilities allows us to help you meet your business goals.

## Our Commitment to You

By recruiting, hiring, and developing industry specialists, we are able to offer world-class management and technology consulting services. Our history of "lessons learned" enables *us* to help *you* anticipate and plan the changes critical to your company's future.

We can tailor our flexible solutions to meet your unique needs. And through each phase of your project, we share the responsibility of implementing them. This is our commitment to you.

*ChaseMellon Consulting has strong relationships with industry-leading providers of advanced technologies and business solutions. Each business partnership provides added value to our clients.*



If you're seeking expertise in...	Then choose ChaseMellon Consulting Services because ...	Our Consulting Services can help you . . .
<b>Mergers &amp; Acquisitions</b>	We have the resources to guide you through the entire due diligence process.	<ul style="list-style-type: none"> <li>• Assess markets, organizational practices, and IT infrastructures</li> <li>• Determine required or desired degree of integration</li> <li>• Review legal, accounting, and human resource functions</li> <li>• Define and implement technology integration strategies</li> <li>• Select capable team leaders and assemble a dedicated staff</li> <li>• Provide continuous communication and feedback</li> <li>• Ensure that critical project milestones are completed on time and on budget</li> </ul>
<b>Decimalization</b>	We understand the importance of decimal pricing to your organization.	<ul style="list-style-type: none"> <li>• Analyze the impact of decimalization on business operations</li> <li>• Determine the level of effort and costs of conversion</li> <li>• Develop a decimalization action plan and timeline</li> <li>• Design a robust network infrastructure connecting servers and mainframes</li> <li>• Remediate, update, or enhance systems and applications to process trading data</li> <li>• Develop strategies for overcoming problems and obstacles to conversion</li> <li>• Develop new applications and/or systems to accommodate decimalization</li> <li>• Implement and test new systems</li> </ul>
<b>Demutualizations</b>	We simplify the process that allows your company greater access to capital.	<ul style="list-style-type: none"> <li>• Design a structured timetable of events for the execution of conversion</li> <li>• Implement account consolidation for initial mailings</li> <li>• Tabulate proxies and issue stock certificates</li> <li>• Monitor progress at each stage of the process</li> <li>• Facilitate communications with regulatory agencies</li> <li>• Provide support afterwards as your stock transfer agent</li> <li>• Develop and staff a computerized information call center</li> <li>• Establish communication program for policyholders, employees, and investors</li> </ul>
<b>Systems Development and Migration</b>	We can fine-tune your systems and help reduce computing costs.	<ul style="list-style-type: none"> <li>• Perform pre-project evaluation and transition analysis</li> <li>• Design, construct, and test a prototype</li> <li>• Upgrade processing facilities</li> <li>• Perform post-design modifications</li> <li>• Develop and conduct training programs</li> <li>• Maintain and support the new or modified system</li> </ul>
<b>E-Business</b>	We can deliver proven methodologies to your growing E-business initiatives.	<ul style="list-style-type: none"> <li>• Analyze target markets and prioritize objectives</li> <li>• Develop web site and application hosting services</li> <li>• Design, develop, and deploy customized web applications</li> <li>• Install, manage, and maintain voice, data, and multimedia networks</li> <li>• Provide database, desktop, and server support services</li> <li>• Develop comprehensive security and contingency planning procedures</li> <li>• Design, develop, and conduct training programs</li> </ul>
<b>Project Management Methodology</b>	We deliver management techniques that get the most from your resources.	<ul style="list-style-type: none"> <li>• Coordinate, develop, and execute project plans</li> <li>• Define activity scheduling, sequencing, duration, and control parameters</li> <li>• Estimate costs and resources</li> <li>• Ensure quality planning, quality assurance, and quality control</li> <li>• Manage staff, team, and organizational development</li> <li>• Generate and distribute project information</li> <li>• Identify and analyze project risk and response control</li> <li>• Procure goods and services from outside vendors</li> </ul>
<b>Government Record Keeping &amp; Disbursement Services</b>	We can administer volume disbursement services in accordance with a barrage of regulatory requirements.	<ul style="list-style-type: none"> <li>• Collect, prepare, and normalize data</li> <li>• Tabulate data accurately, timely, and cost-effectively</li> <li>• Process and distribute checks</li> <li>• Maintain a database of recipients</li> <li>• Handle tax reporting for payout</li> <li>• Coordinate file segmentation and collateral printing of mass mailings</li> <li>• Define requirements to support return of undeliverable mail</li> </ul>







### Contact Information

To learn more about ChaseMellon Consulting Services, contact Vincent Scilla, President, ChaseMellon Consulting Services, at 201-373-5300, or e-mail [vscilla@chasmellon.com](mailto:vscilla@chasmellon.com).

If you are already a ChaseMellon client, please contact your Relationship Manager.