



Nick's Corner

Innovation is Becoming Everybody's Business

Until only recently, innovation was the province of the R&D department, new product

development and the marketing team - no longer. With this in mind, more and more progressive companies are training their high potential managers and individual contributors in the skills of innovation. Topics include: How to pounce on opportunities; How to recognize the unarticulated needs of consumers; How to collaborate cross functionally to remove barriers to successful innovation; How to sell new ideas up, down and laterally; and How to set expectations in the case of a high-risk new ventures or business models.

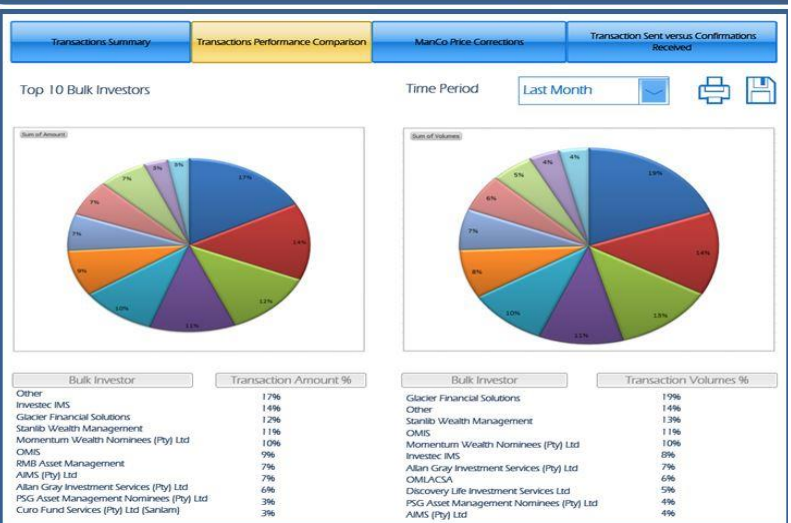
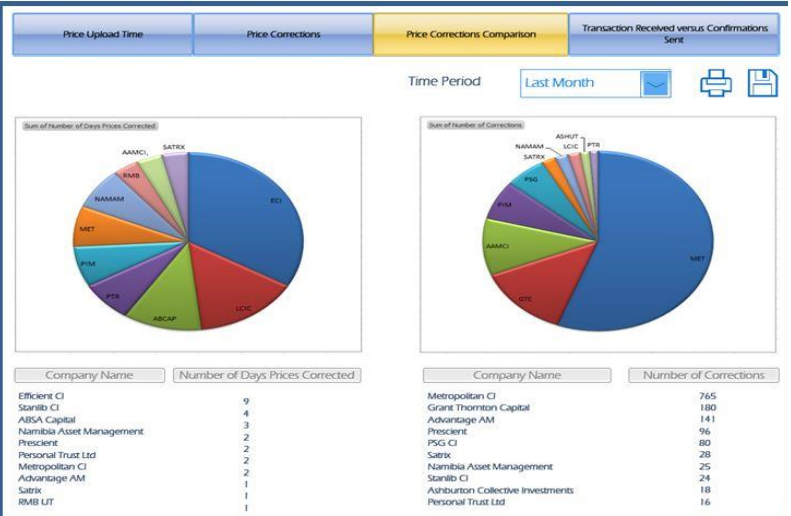
In summary: mastering the mind-set, skillset and toolset of innovation is sure to become a requirement for advancement to the top.

The "Sharing Economy" is Unstoppable

The hotelier that will soon overtake Hilton and InterContinental to become the world's largest lodging chain doesn't own a single room. Airbnb, based in San Francisco, is a website which enables homeowners in 192 countries to rent out their spare rooms or vacant homes or apartments to travellers. A growing number of innovative start-ups are part of the burgeoning "sharing economy" movement, which allows regular people to make money on assets they already own. Result: more and more traditional industries are being upended by competitors from outside their industry such as Uber, a ride sharing app that's already spread to 70 cities, Airbnb is busy disrupting the hotel industry and TaskRabbit is a threat to the temporary staffing industry.

According to Forbes, the trend is already generating \$3.5 billion a year, with growth exceeding 25%. The peer-to-peer sharing trend is becoming a major disruptive force that will, in the years ahead, create winners and losers in its wake.

Comparisons



Crowdsourcing will Continue to Gain Clout in Large Organizations

Thanks to the internet and social media, crowdsourcing is one of the hottest new methods of tapping customers (and the wider public's) knowledge, creativity and insight to further your company's goals. Organizations are crowdsourcing for solutions to vexing technical problems or to discover winning algorithms for example, Lay's, asks the crowd to suggest new chip flavours or even whole snack categories via its crowdsourcing website.

Fact is, we've been crowdsourcing since the time of the Romans. What's different today is the scale and scope of this new method of interacting with the wider world.

Ref:

<http://www.innovationexcellence.com/blog/2014/05/08/six-hot-innovation-trends/#sthash.LMUGMjrA.dpuf>

Best wishes!
Nick Baikoff
Managing Director

News from the Application Desk

Progress on development is heating up this winter and will reach its conclusion soon. However, our expected release will be delayed to early August. We will communicate the expected new date once the development is completed.

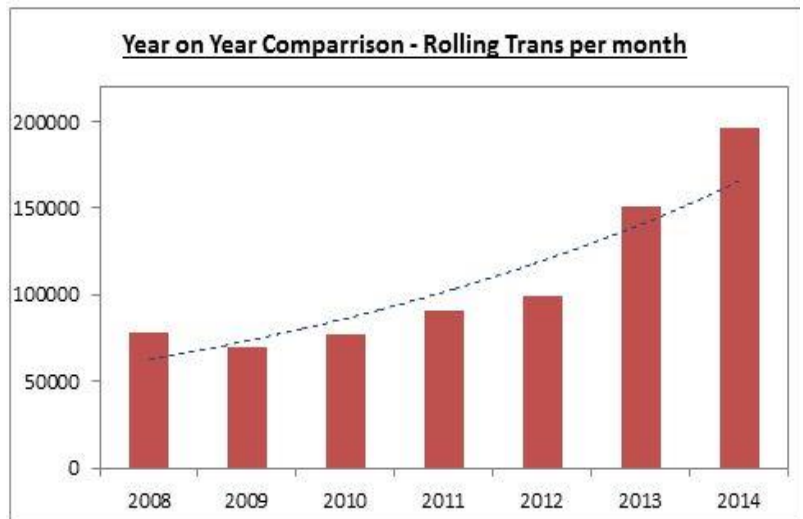
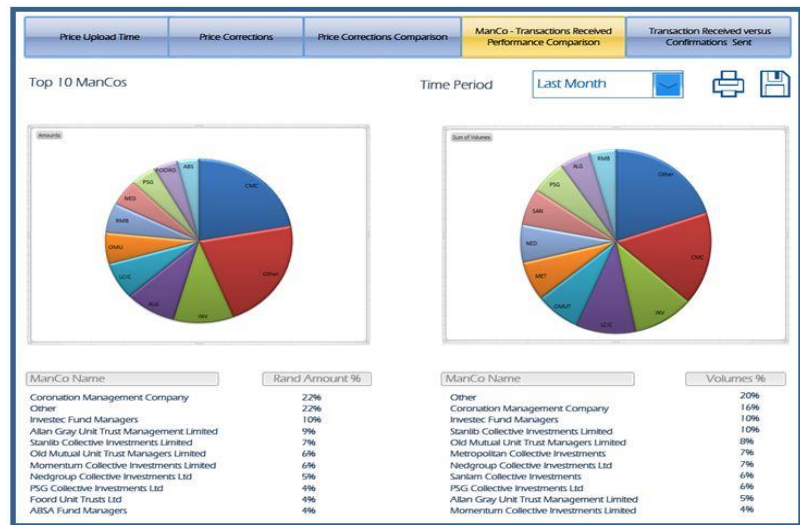
Some Reminders:

- Ensure you have updated to the latest browser versions (Internet Explorer 9, 10 & 11)
- Act on testing notices from FinSwitch or forward the communication to the appropriate designate, which includes WebServices, for those using an automated service
- Please do not 'TEST' at the point when FinSwitch advises our roll out to LIVE
- Be vigilant and keep yourself informed of the new changes on FinSwitch
- We anticipate Reg 28 data will make a huge stride in providing consolidated data for the industry. This is by no means the final solution and we require a joint industry discussion to take this forward. Ultimately, this functionality is for your benefit.

New Release: Aug 2014

A recap from our previous news article, highlighting aspects of the release:

- Reporting Distribution Engine
 - Facility to upload Reg 28 Compliant Fund Certificates
 - SARB reporting



Client Services

Did you know?

Transfers

FinSwitch accommodates Transfers (from and to) in the Transaction Request (TR) file.

Warnings

A file that is uploaded and contains warnings may be authorised, however the warnings **must** be read and rectified if required.

Pooled and Segregated Fund Prices

These can be loaded via FinSwitch and if market restricted, they can be delivered to selected recipient

- Asset Allocation Reporting
- Facility to accommodate Reg 28 reporting (summary and detail)
- Online take-on registration of a new entity (company)
- Single login for 3rd Party Administrators
 - Company may be added to 3rd party profile based on approval
 - Facilitate both upload and downloads
- Introduction of Dashboards items
 - Industry related stats (*e.g. prices, corrections, etc.*)
 - Company specific related stats (*e.g. transaction volume & value*)
- Wish List Items
 - Launch date for funds will be made a mandatory field
 - Sorting facility for online documentation
 - ISIN numbers will be added as an option to the customised price download
 - Online facility to add and vote for Wish List requests
 - Drill down automated price file delivery to fund level and fund type

FinSwitch is only a conduit to allow the industry to own, manage and control the distribution of various outputs to specified recipients.

Best wishes!

Ismail

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