



Saving Time and Resources with Hub Data's SMF Conversion Service

Swiss Re Investors, with over 85 years of experience, maintains more than 70 offices in 30 countries. The company is backed by more than \$40 billion in assets and works diligently to fulfill its mission: To be the authority on managing capital and risk. Swiss Re Investors provides tailored investment services to a full range of clients—from major national and global companies to smaller regional operations.

Assistant Treasurer at Swiss Re Investors Douglas Davis first began working with Hub Data—using Origins, Hub's original product for market data—while employed at Life Reassurance. As Davis recalls, "We needed accurate factor information on time to complete our daily processing." In looking for a vendor to provide this service Davis had clear priorities. "I needed something that was easy and streamlined and I also needed a solution that had an interface with CAMRA.™ Hub Data provided that through Origins."

Trusted Data Providers

In 1998 Swiss Re purchased Life Reassurance and Davis became a Swiss Re employee. Swiss Re continued using Hub Data and Origins for market data.

Davis previously worked with some of the data providers Hub partners with for Origins and Hub Market Data (HMD). "We were very confident that Hub's sources were good," says Davis. His experience with the data providers, as well the extensive list of data providers Hub works with, helped to build confidence in the service that Hub would provide to Swiss Re. As Davis says, "Rather than sticking with one particular pricing vendor as some companies do, Hub has a nice selection of vendors they work with for pricing."

"Each data vendor may have expertise in a different section of the market," comment Davis. "One vendor may have better pricing, for example. For Swiss Re, that's a benefit in terms of diversification of price sources."

Automating Data Conversions with Hub Data

Swiss Re expanded the offerings they received from Hub to include the SMF Conversion Service. Swiss Re now uses the service to add portfolios to CAMRA, their portfolio accounting system, when purchasing companies or new business blocks. Hub conversion specialists work closely to map the data fields and to deliver reliable, rapid service, alleviating the strain that companies can experience when performing data conversions.

Swiss Re realized a need to speed up critical data conversions for company purchases, and Hub had the service they were looking for. "We

started using Hub for conversions in August 1999. Prior to that, data conversions were manual and time-consuming," says Davis. Their experience with Hub put the SMF Conversion Service at the top of their list for automation options. "Our established relationship with Hub Data led us to work with them on data conversions. We were confident in their ability due to their familiarity with the work and because of the service they had already provided us," says Davis. He adds, "Being familiar with their processes, we were confident that they could provide what we needed on an accurate and timely basis."

Davis is quick to point out that Swiss Re expectations are high. "We're always looking for 100 percent accuracy," he comments. Hub realizes the importance of providing not only a speedy service but also precise data conversions. "Accuracy is a very important factor for us and Hub's overall accuracy is great," adds Davis.

Hub Delivers On Schedule

Swiss Re has utilized Hub's SMF Conversion Service six times in the past two years—with four of those occasions occurring since January 2000. The data conversions allow for data import to CAMRA. The conversions are necessary due to Swiss Re Investor's rapidly expanding business—Swiss Re has recently purchased a number of companies and blocks of business and shows no signs of slowing down. "Responsiveness is key," points out Davis. "Our business comes on fast and furious. Quick turnaround is critical for us and Hub has been able to

do that for us every time."

As Davis explains, "For our last data conversion I called Hub on a Friday and told them what we needed. They said ok, send it over Monday and they started working on it right away." Hub's commitment to fast delivery and excellent customer service has come through every time Swiss Re works with Hub Data. "For each project we've worked on Hub has done very well," remarks Davis. "They have met our deadlines every time. If it wasn't for that critical turnaround, we would look into doing it ourselves," says Davis. "It's really the biggest key for us, that and accuracy."

Significant Return on Investment

Swiss Re's most immediate return on investment comes from the immense time saved using Hub. "Hub saves us man hours. We have 350 screen maps and if we didn't work with Hub we would have to create each one ourselves—either through a spreadsheet, by creating the file import ourselves, or by just manually inputting it." While Swiss Re hasn't

"I needed something that was easy and streamlined and I also needed a solution that had an interface with CAMRA. Hub Data provided that through Origins."

**DOUGLAS DAVIS, ASSISTANT TREASURER
SWISS RE INVESTORS**

tracked the specific number of hours gained as a result of using Hub's Conversion Service, Davis is confident that the numbers would come out well in Hub's favor.

Continuing a Successful Relationship

Swiss Re's use of Hub promises to keep pace with the company's high level of productivity. As Davis explains, "We have a lot of planned purchases coming up that will require using Hub. Our work with Hub Data is an ongoing process." Davis adds, "We've also looked at Hub's Corporate Action Service and may go with them on that too. That's where we put our hours now."

Additionally, Swiss Re's positive experience with Origins has encouraged them to upgrade to Hub's newest offering for market data—Hub Market Data (HMD). Swiss Re is excited to start realizing the added benefits that HMD offers. "We are very interested in using a dial-up account to download factor and pricing information over the Internet," says Davis. HMD customers have the choice of either an Internet connection or an FTP connection.

The multiple time-saving benefits Swiss Re Investors receives from Hub Data services, coupled with the accuracy and timeliness Hub provides, come together to provide Swiss Re with outstanding service on a deadline—a critical need for a company that whose goal is to maintain a high-speed growth rate.



50 Church Street
Cambridge, MA 02138
P. 617.864.3700
F. 617.864.9170
www.hubdata.com
info@hubdata.com