

ERM Scorecard: T.Rowe Price								As Of Date:	3/4/2020
		Client Name	T.Rowe Price	Total Score:		58.5/100			
		Enterprise Pipeline	50K data						
		Desktop Pipeline	100 terminals						
		Client Market Cycle	Neutral						
		Key Task (Select Cell for More Information)		Details		Current State	Comments (In-Progress Only)	Firm Score	Potential Score
ACCESS	Senior Engagement 15 / 15	Held C-suite meeting in last 6 months		Date: 11/26/19 Who: Peter Grauer / Sebastien Page {PROS N 87596 500538<GO>}		Yes		5	5
		Held c-suite to Senior Mgmt. meeting in last 12 months		Date: 12/9/2019 Who: Steve, Jeff , Lee, Ian Peckett Outcome: {PROS N 87596 500677<GO>}		Yes		5	5
		Have executives been participated in engagements for Bloomberg-sponsored events in the last year?		Date 4/4/2019 Who: Scott David {PROS N 87596 27168<GO>}		Yes		5	5
	User Engagement 3 / 10	Have we managed at risk and low usage terminals?		Date: 2/28/20 # of terminals: 45		No		0	4
		Are we ahead of target for users visited YTD? (Prorata number)		Date:2/28/20 Percentage: 22		Yes		3	3
		Percentage change of Power/ Good / Fair / Low users		Date:2/28/2020 Prior snap vs current: 26/83/97/174 , 109/380 aka 28.6		No		0	3
								18 Out of a Potential 25	
SENTIMENT	Momentum 6 / 10	Is the client currently trialing defined enterprise strategic initiatives? (As Agreed by ERM/RM/Management) for Bloomberg?		What: PORT / VCV / MARS		Yes	{PROS N 87596 501099<GO>}	3	3
		Adopted Key Desktop Products (As Agreed by ERM/RM/Management) for Bloomberg and this specific client(1/1/20: CDE, BQL/BQUANT, RMS)		Example:		No		0	4
		Do we have a strong reputation and proven track record with this client?		Example: Point to Port Transition - positively received		Yes		3	3
	Sponsorship 5 / 10	Has a senior client sponsor served as a reference?		Date Who:		No		0	5
		Do we have change agent(s) within the organization?		Who:Ben Yaegle - {PROS C 87596 837<GO>}		Yes		3	3
		Have we co-sponsored an industry event with this client over the past 12 months?		Date:4/4/2019 {PROS N 87596 27168<GO>}		Yes		2	2
								11 Out of a Potential 20	
COORDINATED	Alignment 14 / 20	Do we have a regular internal recurring governance call across our peers (AIM,PORT, ETS, Enterprise, MARS, Workflow Specialists, etc.)?		What: Monthly When: next 3/6/20		Yes		3	3
		Linking Company Strategy with our strategy. Have we delivered a product roadmap session in last 12 months?		Date: 12/9/2019 Who: Steve , Lee, Ian Peckett Outcome: {PROS N 87596 500677<GO>}		Yes		3	3
		Do we know details around the clients competing products?		Documented in PROS2 Y/N: Last Update:		No		0	3
		Do we understand the clients key direction? And goals?		What: Partnership with key decision makers ie Ben Yagel and continue to stay connected to earnings calls/ announcements to know strategy		Yes		3	3
		Do we know the budget and budget cycle?		Submit budget by end of Q3 and approval in Q4		Yes		2	2
		Have we built a workflow schematic within last year and presented it to senior stakeholders?		Date		No		0	3
		Have we held an innovation day?		Date: 12/9/2019 Who: Steve , Lee, Ian Peckett Outcome: {PROS N 87596 500677<GO>}		Yes		3	3
								14 Out of a Potential 20	

INCUMBENT	Trusted Provider 15.5 / 35	Primary internal RMS? Back by usage statistics	No		0	2
		Primary Execution Management System (EMS)?	In Progress	On FI Side we have strong / groing pene	1.5	3
		Primary PMS (PORT, MARS, BRM)	In Progress	Strong on FI Side, not on Equity side	2	4
		Are we the firm wide primary OMS (full Equity & FI Penetration)	No		0	5
		Are we the a PARTIAL OMS	No		0	3
		Primary pricing provider?	In Progress	GDSF 1133682	1.5	3
		Real-time data provider?	Yes		3	3
		Primary Bulk Data Provider?	Yes		3	3
		Full Terminal Penetration Across Equity desk?	No		0	3
		Full Terminal Penetration Across Fixed Income desk?	In Progress	Muni Division - (PROS N 87596 501099	1.5	3
		Vault/Message compliance?	Yes		1	1
		Uses our Enterprise Data Management Tool, PolarLake?	Yes		2	2
		15.5 Out of a Potential 35				