ERM Scorecard: Teacher Retirement System of Texas

As Of Date:	2/24/2020

Client Name	Teacher Retirement System of Texas
Enterprise Pipeline	65K Product (BTCA), $69K Data (SAPI)
Desktop Pipeline	0 terminals
Client Market Cycle	Neutral

Total Score: 51.5/100

51.50

	Key Task (Select Cell for More Information)	Details	Current State	Comments (In-Progress Only)	Firm Score	Potential Score
ACCESS — Senior Engagement 5 / 15	Held C-suite meeting in last 6 months	Date: 10/2/2019 Who: Heather Traeger (CCO)	Yes		5	5
	Held c-suite to Senior Mgmt. meeting in last 12 months	Date: Who: Outcome:	No		0	5
	Have executives been participated in engagements for Bloomberg-sponsored events in the last year?	Date Who:	No		0	5
User Engagement 3 / 10	Have we managed low usage terminals?	Date: 2/24/2020 # of terminals: 24	No		0	4
	Are we ahead of target for users visited YTD? (Prorata number)	Date: 2/24/2020 Percentage: 20% (vs 11% pro-rata)	Yes		3	3
	Percentage change of Power/ Good / Fair / Low users	Date: 2/24/2020 Prior snap vs current: 21% (23 P+G/109 total)	No		0	3
					8 Out of a Potential 25	

	Key Task	Details	Current State	Comments (In-Progress Only)	Firm Score	Potential Score
SENTIMENT — Momentum 5 / 10	Is the client currently trialing defined enterprise strategic initatives? (As Agreed by ERM/RM/Management) for Bloomberg - **Enterprise PORT, MARS FO, FO data, Index**?	What:	No		0	3
	Adopted Key Desktop Products (As Agreed by ERM/RM/Management) for Bloomberg and this speicfic client(2/24/2020: CDE, BQL/BQUANT, RMS)	Example: Adopted Broker vote	In Progress	Working on firmw	2	4
	Do we have a strong reputation and proven track record with this client?	Example: Strong	Yes		3	3
Sponsorship 0 / 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:	No		0	3
	Have we co-sponsored an industry event with this client over the past 12 months?	Date:	No		0	2
					5 Out of a Potential 20	

	Key Task	Details	Current State	Comments (In-Progress Only)	Firm Score	Potential Score
COORDINATED — Alignment 15 / 20	Do we have a regular internal recurring governance call across our peers (AIM,PORT, ETS, Enterprise, MARS, Workflow Specialists, etc.)?	What: Governance call When: Bi-weekly	Yes		3	3
	Linking Company Strategy with our strategy. Have we delivered a product roadmap session in last 12 months?	Date: 1/16/2020	Yes		3	3
	Do we know details around the clients competing products?	Documented in PROS2 Y/N: Y Last Update: 2/6/2020	Yes		3	3
	Do we understand the clients key direction? And goals?	What: Moving infrastructure to the cloud, data management, expanding international presence	Yes		3	3
	Do we know the budget and budget cycle?		No		0	2
	Have we built a workflow schematic within last year and presented it to senior stakeholders?	Date: 1/16/2020	Yes		3	3
	Have we held an innovation day?	Date:	No		0	3
					15 Out of a Potential 20	

INCUMBENT	Trusted Provider 23.5 / 35	Primary internal RMS? Back by usage statistics		In Progress	Broker vote adop	1	2
		Primary Execution Management System (EMS)?		Yes		3	3
		Primary PMS (PORT, MARS, BRM)		No		0	4
		Are we the firm wide primary OMS (full Equity & FI Penetration)		Yes		5	5
		Are we the a PARTIAL OMS		Yes		3	3
		Primary pricing provider?		Yes		3	3
		Real-time data provider?		In Progress	GDSF ID 1139355	1.5	3
		Primary Bulk Data Provider?		No		0	3
		Full Terminal Penetration Across Equity desk?		Yes		3	3
		Full Terminal Penetration Across Fixed Income desk?		Yes		3	3
		Vault/Message compliance?		Yes		1	1
		Uses our Enterprise Data Management Tool, PolarLake?		No		0	2
						23.5 Out of a Potential 35	