

ERM Scorecard: T.Rowe Price - Dummy						As Of Date:	3/30/2020
	Client Name	T.Rowe Price - Dummy	Region	AMER	Total Score:	58.5/100	
	Enterprise Pipeline	50K data	Team Code	BEW			
	Desktop Pipeline	100 terminals	Relationship Manager	Will Myer			
	Client Market Cycle	Neutral	Account Manager	Lene Samuelsen			
		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 4 / 10	Have we managed at risk and low usage terminals?	Date: 2/28/20 # of terminals: 45	Yes		4	4
		Are we ahead of target for users visited YTD? (Prorata number)	Date:2/28/20 Percentage: 22	No		0	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
						19 Out of a Potential 25	
SENTIMENT	Momentum 7 / 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 speific client(1/1/20: CDE, BQL/BQUANT, RMS)	Example:	Yes		4	4
		Do we have a strong reputation and proven track record with this client?	Example: Point to Port Transition - positively received	No		0	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
						12 Out of a Potential 20	
COORDINATED	Alignment 12 / 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	No		0	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
						12 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 pen	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