

# Mellon walks away with an armload of Best in Class honors.

Mellon Transition Management Services (MTMS)									TOTAL NUMBER OF RESPONSES 42
	CORP DB	PUBLIC DB	TAFT-HARTLEY	ENDOW/FDTN	DEF CONTRIB	MUTUALFDS	OTHER	FIRM PROFILE	
Number of transitions	171	90	33	37	10	4	10	Transition staff (excl traders)	39
Number as fiduciary	171	90	33	37	10	4	10	Number of staff added in 2006	12
								Number of staff left in 2006	2
								Transition trades crossed internally	15%
								Execute on a Principal basis	X
								Execute on an Agency/ Principal hybrid basis	X
								Above figures audited?	X
								Code of Conduct: <input checked="" type="checkbox"/> Internal <input type="checkbox"/> CFA Institute	
								Minority or Woman owned?	X
								Fiduciary: <input checked="" type="checkbox"/> Same org <input type="checkbox"/> Affiliated <input type="checkbox"/> Unaffiliated	
								Risk system(s): Internal/Proprietary	

*With enough responses to qualify in five client categories – corporate and public plans, endowments, consultants, and small U.S. transitions – Mellon walks away with an armload of Best in Class honors.*

*Most notable are the firm’s 28 awards from corporate and public plans, several of which comment on being “overwhelmingly satisfied” and “very happy with the process.” Many respondents note that Mellon is also their custodian, an important reason for selecting them as transition manager.*

*Clearly, this is not something Mellon takes for granted, however – transition management is much too competitive a market, where excellence is demanded. As one client sums up, “[Mellon’s] entire process was handled in a most excellent manner, no problems whatsoever, and very little effort on our part.”*

*Please feel free to contact us should you have any questions or desire additional information.*

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EXTRACTS FROM

**PLANSPONSOR®**



**Mellon**

*The difference is measurable.®*

48

*Best in Class  
honors from the following categories:*

**PRE-TRADE**

Clarity of pre-transition analysis, *5 best in class awards*

Comparability of pre-transition analysis, *3 best in class awards*

Discussion of operations, mgt., and trading details, *1 best in class award*

Degree of customization, *2 best in class awards*

Explanation of fiduciary role implications, *3 best in class awards*

**EXECUTION**

Communication of progress, *3 best in class awards*

Identification of outliers, *2 best in class awards*

Adaptability to emergent problems, *2 best in class awards*

**POST-TRADE**

Clarity of post-transition analysis, *3 best in class awards*

Achieved expected total transition cost, *2 best in class awards*

Variation of forecasted vs. achieved total cost, *5 best in class awards*

Timeliness of post-transition report, *3 best in class awards*

**ORGANIZATION & SUPPORT**

Number and expertise of personnel, *3 best in class awards*

Interaction with transition stakeholders, *3 best in class awards*

Timeliness of responses to inquiries, *3 best in class awards*

Confidentiality/lack of information leakage, *5 best in class awards*