



PI - AXIOM

# Why a Taxonomy solution?

## 01. Regulatory Costs

A lack of transparency increases regulatory costs; accentuated by multiple versions of the product offering. A taxonomy is essential for consistency and seen as critical in the light of stringent regulations. Conformity comes from identifying products targeted by a regulation based on their unique characteristics, treating 'like' products consistently.

## 02. Taxonomy Not A Hierarchy

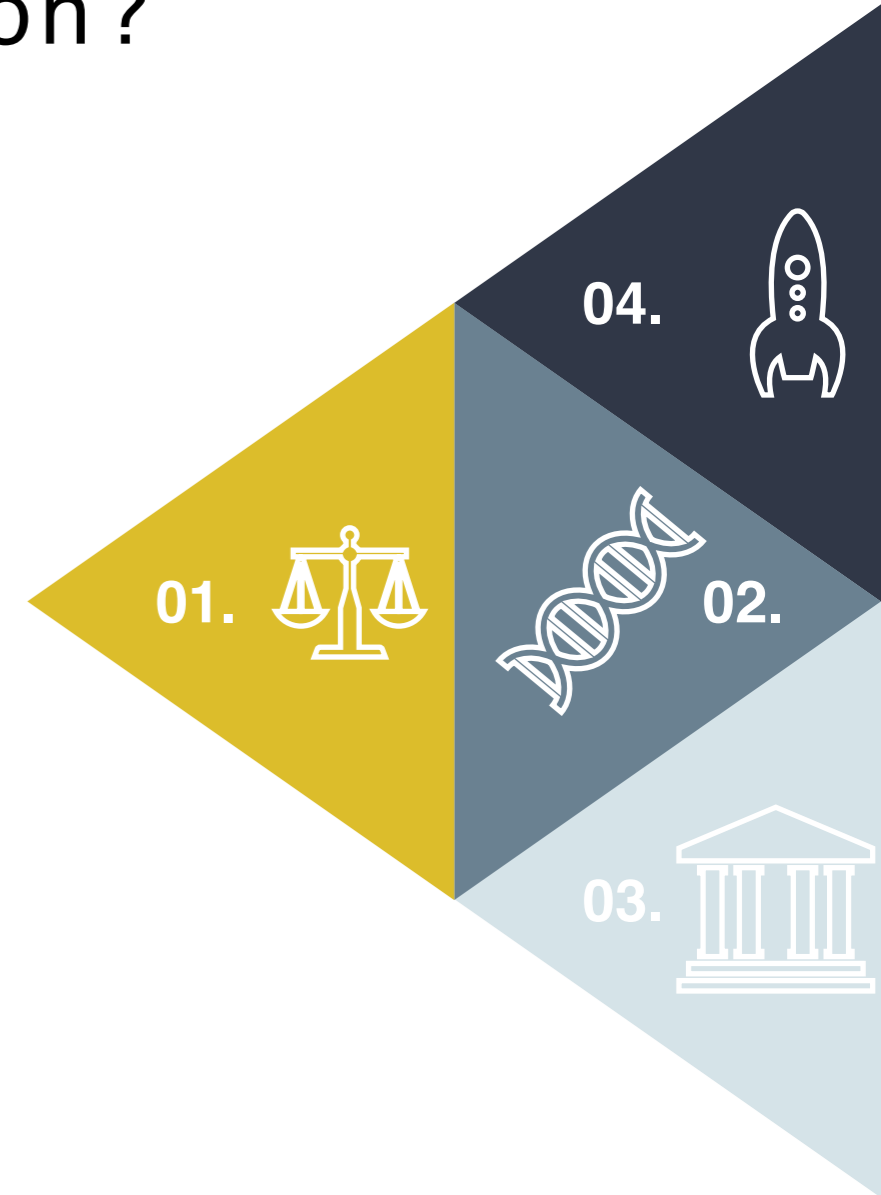
Taxonomy is more than a hierarchy, its a classification system. PI-AXIOM is unique in the taxonomy used reveals the DNA of a product; the components that make it unique. Facilitates product comparison using a unified classification approach and appraisal to make well-informed business decisions.

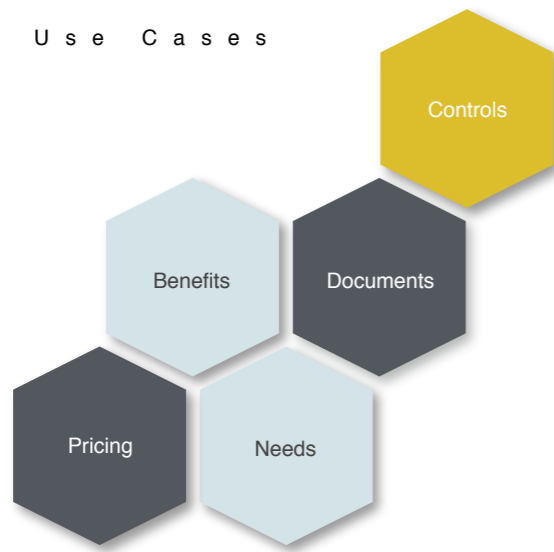
## 03. Reconciliation Across Silos

There is a clear requirement to overcome the burdensome reconciliation process that exists between business functions and pillars resulting from inconsistencies in the product information used. With no standardised convention for products, gaining a holistic understanding of the product landscape across business functions is unachievable.

## 04. Revenue Generating

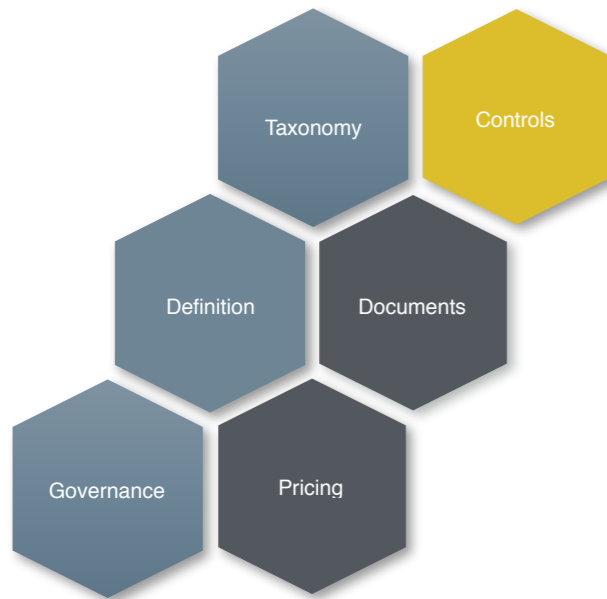
Full product transparency opens up new opportunities across franchises, cross-selling and numerous benefits to the business, by understanding how specific product characteristics meet particular client needs. Disclosure of eligibility criteria, restrictions and designated target market enhance the accuracy of finding suitable products.





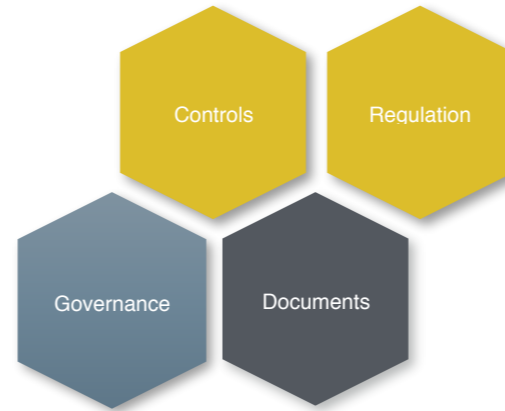
## SALES / RELATIONSHIP MGR

- ◆ Identify products that match a client's specific needs and objectives.
- ◆ Identify products with specific features or offer particular benefits. E.g. Capital protection.
- ◆ Review the restrictions including geographical, client segmentation, eligibility criteria, distribution channels.
- ◆ Short-list products of interest
  - ◆ Review selected product fact-sheets
  - ◆ Check associated materials: T&Cs, KID
  - ◆ Compile into pitch-books with chosen products.



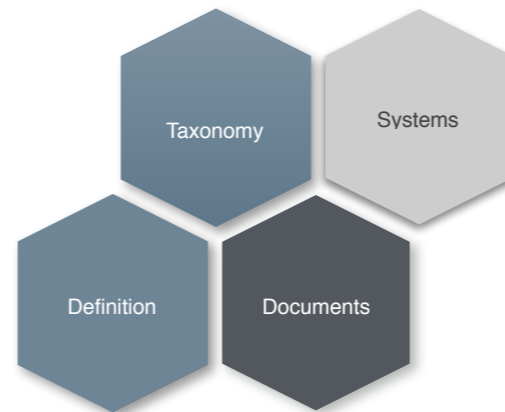
## PRODUCT OWNER / MGR

- ◆ Model a new product based on an existing product and augment with unique features.
- ◆ Review and augment inherited target market parameters based product's taxonomy
- ◆ Review inherited controls/restrictions based on the product's features
- ◆ Upload relevant documents and associate to the product
- ◆ Submit for approval, approve/decline draft product proposals.
- ◆ Review notification of products up-for-review and previous actions



## REGULATORY

- ◆ Search for 'active' regulation by name, regulator, jurisdiction
- ◆ Select a regulation of interest and review known impacted products
- ◆ Review existing controls introduced for the regulation (for compliance)
- ◆ Proposed new controls and notify product owners/product managers
- ◆ Review 'new' products that 'may' be impacted based on jurisdiction
- ◆ Search for product by name, geography or with specific features
- ◆ Interpret new regulation, identify a pattern search for impacted products.
- ◆ Notify product owners/product managers of new regulation with details.



## ARCHITECTURAL

- ◆ Single source of product definitions, a definitive list of products
- ◆ Product data governance tools: workflow, publication, version history
- ◆ Detail systems employed in the transaction of the product (landscape)
- ◆ Unique Intelligent pattern search for products using the taxonomy
- ◆ Flexible infrastructure, scalable, off-premises or on-premises
- ◆ Accessible on desktop, tablet, phone, API
- ◆ Security: Device mobility, identity and access management

