



hosted solutions for financial firms

FREQUENTLY ASKED QUESTIONS

Who is Lansare

As a pioneer in on-demand software for financial firms, Lansare has been delivering technology solutions to our customers since 1997. We provide a suite of hosted applications for Broker-Dealers, Insurance, and other financial firms. The solutions help customers manage cybersecurity risk, perform monitoring and surveillance on brokerage accounts, and improve sales, service, compliance and back-office operations. Over \$180 billion in assets are serviced and supported with our hosted applications.

What are the Lansare solutions?

VERIFY RISK ASSESSMENT PORTAL— *enables our clients to better manage cybersecurity and information security risk by providing a comprehensive, cloud-based platform for conducting risk assessments on internal IT assets and vendor provided services; offers collaboration tools that streamline the information gathering, review and remediation processes necessary to perform effective cybersecurity due diligence.*

SURVEILLANCE PORTAL – *enables compliance staff to conduct monitoring and surveillance on your entire book of business; provides custom dashboards for identifying trends, patterns and outliers that may indicate compliance risk at the client, advisor, branch or firm level; generates alerts based on custom rules and parameters under your control; provides case management tools and processes for mitigation and documentation of potential compliance issues; offers detailed history and electronic paper trail for books and records purposes; supports FINRA and SEC exam requests.*

CLIENT AND ADVISOR PORTALS - *one-stop access to detailed client account information and on-demand statements; submit new applications; respond to internal requests for information; receive account notifications; or view account history. Supports single sign-on for seamless integration with existing technology.*

INSIGHT.FORMS – *enables clients and advisors to submit forms and applications electronically; streamlines the data capture process and ensures in good order processing; integrates with custom workflow for application approval including compliance review; supports electronic signature.*

INSIGHT.DOCS – *a document management and retention solution; integrates with Client and Advisor Portals, ensuring the latest versions of marketing literature, product documentation and other corporate documents are available to your users.*

Are your solutions “canned”?

No. We provide the ability to tailor your deployment of our solutions to fit your business need, yet remain cost-effective. Users realize a very tailored, relevant experience, including meaningful reports, alerts, dashboards and analytics. Lansare offers technical and business consulting services designed to maximize the value of your solution, such as integrated workflow, unique data processing rules or data extracts. Secure, rights-based access is built to fit any user role.



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Can Lansare help us reduce costs associated with our data?

Lansare's proprietary data loading and validation technology supports the aggregation of disparate data types, making it cost effective to introduce multiple data sources into your solution. Secure, rights-based access to data ensures data privacy is maintained and users only see relevant information. Because our solutions are cloud-based, all the behind-the-scenes heavy lifting associated with databases, security, hardware, redundancy, and – you get the picture – is already done. This means you're up and running quickly at low cost. Furthermore, our team of experts can quickly integrate unique data into your solution from other systems or third-party sources, giving you comprehensive access to valuable customer and business information. We are a DTCC solutions provider with expertise in PVF, FAR, COM and other file formats, and can help you get the most out of existing data sources.

Are your solutions secure?

Our solutions are hosted in a world-class SSAE 16 and PCI compliant data center with electronic and physical security, and redundancy built into each part of the infrastructure. All applications are subject to testing procedures and ongoing audits to ensure data security and integrity. Data transmissions into and from the data center are secured using financial industry standard practices and methods including SSL, PGP and Secure FTP.

Can we afford your solutions?

Our solutions are very affordable, offering a quick return on investment. Pricing is proportional to the number of modules you've implemented; the size of your business, how often your data is updated, and how we support you daily. No hardware, software, or staffing procurement is required. Up-front setup costs are very reasonable, and minor tailoring is provided at little or no cost. Custom business needs requiring significant development are billed on a time and materials basis.

More questions?

Please contact Paul Nowak at 414-727-0906