

pfs continuing education

2008
course catalog

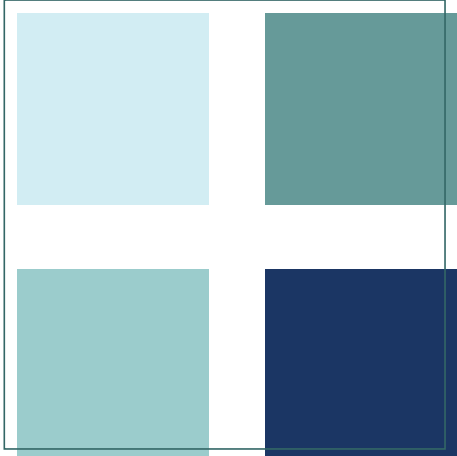
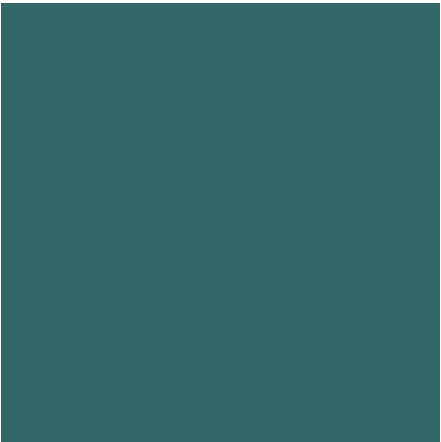


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General Information

It is Princeton Financial® Systems' goal to provide training classes to meet the changing business needs of our PAM® users. We encourage you to take advantage of the opportunity to advance your skills and network with other PAM users.

Registration: You can register online through the PFSSupportCenter, Business Development Department at 609.750.7226, or via email at pfsedu@pfs.com.

Confirmations/Invoices: Confirmations and invoices will be sent to the person designated on the registration form.

Cancellations/Refunds/Complaints: A full refund may be requested up to five days before the class begins. Refunds, minus a \$100 administrative fee, will be given for cancellations requested less than five days before a class begins. You also have the option to apply the fee paid for a cancelled class toward a different class.

Full refunds will be given for any class cancelled by Princeton Financial Systems due to lack of enrollment.

For more information regarding the administrative policies of the Continuing Education Program, please contact our offices at 609.987.2400.

Travel/Hotel: You are responsible for your own travel arrangements. We will include a list of hotels in the Princeton area with your confirmation.

Dress: Casual business attire.

Class Times: All classes begin at 9 am and end at 4 pm.
Lunch will be provided for the attendees.

Classes will be held at:

Princeton Financial Systems

600 College Road East
Suite 2400, 2nd Floor
Princeton, NJ 08540

On-Site Training: Training at your site is available. Our Professional Services Consulting Unit can deliver existing classes or tailored programs to meet a client's specific requirements. For more information on the Professional Services Consulting Unit, please contact **Cindy Pennell** at **609. 514.4614**.

CPE Credits: Classes that qualify for CPE Credits are marked with this symbol: **CPE**

Princeton Financial® Systems is registered with the National Association of State Boards of Accountancy (NASBA) as a sponsor of continuing professional education on the National Registry of CPE Sponsors.

State boards of accountancy have final authority on the acceptance of individual courses for CPE credit. Complaints regarding registered sponsors may be addressed to the National Registry of CPE Sponsors, 150 Fourth Avenue North, Nashville, TN 37219-2417.

Web site www.nasba.org.

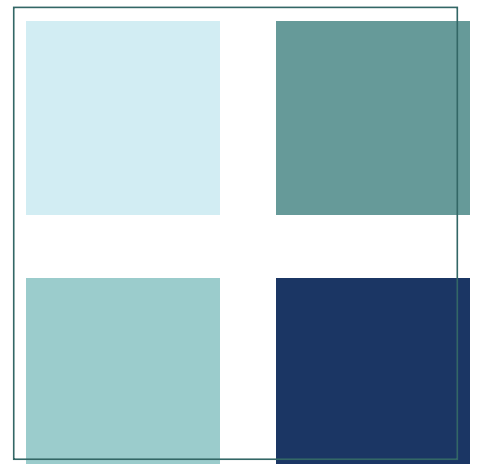


NASBA

150 Fourth Avenue North, Suite 700
Nashville, TN 37219-2417

pfs continuing education

training
schedule



2008 Training Schedule

april 2008

Track	Date	Class	CPE Credits	Price
Data Management	April 7	Introduction to Data Tables	CPE	\$595
Data Management	April 8	Introduction to Impromptu	CPE	\$595
Data Management	April 9	Introduction to Data Services		\$595
Data Management	April 10-11	Software Development Kit		\$850
Technical	April 14-15	PAM® Technical Training		\$990

may 2008

Track	Date	Class	CPE Credits	Price
New User	May 5-6	Intro to PAM for Securities	CPE	\$850
New User	May 7-8	SMF Setup & Daily PAM Processing	CPE	\$850
New User	May 9	PAM for UVT		\$595
Experienced User	May 13	STAT Accounting/Schedule D	CPE	\$595
Experienced User	May 14	Multi-basis Accounting	CPE	\$595
Experienced User	May 15	Mutual Fund Diagnostics		\$595
Experienced User	May 16	Performance Measurement/ Manager Cash	CPE	\$595

june 2008

Track	Date	Class	CPE Credits	Price
Experienced User	June 2	Advanced PAM User Diagnostics	CPE	\$595
Experienced User	June 3	Advanced Fixed Income Setup & Processing	CPE	\$595
Experienced User	June 4-5	Derivative, Hedge, and FX Processing	CPE	\$850
Data Management	June 9	Introduction to Data Tables	CPE	\$595
Data Management	June 10	Introduction to Impromptu	CPE	\$595
Data Management	June 11	Introduction to Data Services		\$595
Technical	June 12-13	PAM Technical Training		\$990
Data Management	June 17	Data Modeling		\$595
Data Management	June 18-19	Cognos8		\$850

2008 Training Schedule

July 2008

Track	Date	Class	CPE Credits	Price
New User	July 7-8	Intro to PAM® for Securities	CPE	\$850
New User	July 9-10	SMF Setup & Daily PAM Processing	CPE	\$850
New User	July 11	PAM for UVT		\$595
Experienced User	July 14	Advanced PAM User Diagnostics	CPE	\$595
Experienced User	July 15	Advanced Fixed Income Setup & Processing	CPE	\$595
Experienced User	July 16-17	Derivative, Hedge, and FX Processing	CPE	\$850
Experienced User	July 18	Mutual Fund Diagnostics		\$595
Experienced User	July 21	Performance Measurement/ Manager Cash	CPE	\$595
Experienced User	July 22	STAT Accounting/Schedule D	CPE	\$595
Experienced User	July 23	Multi-basis Accounting	CPE	\$595

October 2008

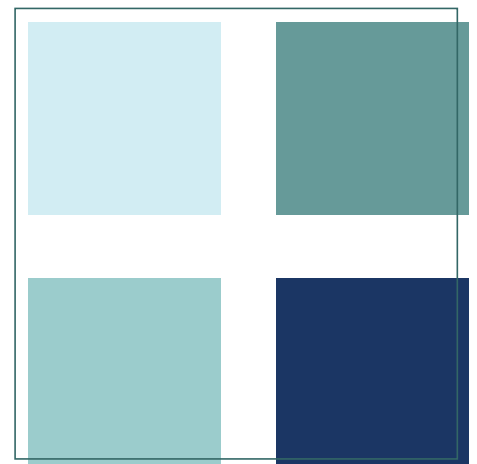
Track	Date	Class	CPE Credits	Price
Data Management	October 15	Introduction to Data Tables	CPE	\$595
Data Management	October 16	Introduction to Impromptu	CPE	\$595
New User	October 20-21	Intro to PAM for Securities	CPE	\$850
New User	October 22-23	SMF Setup & Daily PAM Processing	CPE	\$850
Experienced User	October 27	Advanced PAM User Diagnostics	CPE	\$595
Experienced User	October 28	Advanced Fixed Income Setup & Processing	CPE	\$595
Experienced User	October 29-30	Derivative, Hedge, and FX Processing	CPE	\$850

November 2008

Track	Date	Class	CPE Credits	Price
Experienced User	November 3	Performance Measurement/ Manager Cash	CPE	\$595
Experienced User	November 4	STAT Accounting/Schedule D	CPE	\$595
Experienced User	November 5	Multi-basis Accounting	CPE	\$595
Experienced User	November 6	Mutual Fund Diagnostics		\$595

pfs continuing education

course
descriptions



Introduction to PAM® for Securities (2 day class)

Overview

This two-day, hands-on class provides an introduction to the key features and processes of PAM® for Securities. You will be trained on the most current version of PAM. Participants learn how to navigate through PAM, process transactions, request information through online displays, and schedule reports.

Class Content

Day One

- General Overview (System Setup/Structure)
- System Navigation
- HELP Aides (Available online Assistance)
- Administrative Setup (COA, Rates, etc.)
- Positions and Other Primary Grids
- Security Master File (Issue Templates and Issuers)
- Market Data
- Manager Initiated Trade Capture (Entering and Viewing Transactions)

Day Two

- Non-manager Trades (Corporate Actions, Income, etc.)
- Cash Application (Entering Cash Transactions and Using Cash Match)
- Closing Processes (Accounting Period Concept, Types of Closes and Reopening)
- Reporting (Report Parameters, Selection and Running)
- Miscellaneous (Calculators/Projectors, etc.)

Who Should Attend

This class is designed for new, less experienced PAM users, or those who need a PAM refresher. This class will benefit those who are responsible for data input, as well as less frequent users who need an overview of PAM.

PAM® for UVT Training Class

This full day class provides comprehensive training on all features and processes of the PAM for Unit Value Trade System. You will be trained on the most recent version of PAM for UVT. Participants learn how to navigate through the PAM for UVT system, process nightly pricing and trading, request financial information through online displays and dynamically created extracts, and schedule reports.

There will also be a complete overview of variable product and separate account processing with respect to annuity and insurance products.

Class Content

Morning Session

- Application Architecture and Variable Product Overview
- System Overview
- Setup Facility (Product and Fund Establishment)
- NAVs Facility (Pricing Process)
- Trades Facility (Trading Process)
- Performance Facility (Performance Analysis)
- Extracts Facility (Data Extraction and Processing)
- Reports Facility (Daily and Compliance Report)
- Utilities Facility
(Security, Corrections, and Substitution Processing)
- Corrections Facility and Processing
- Batch Reporting
- Product Setup and Processing
- Daily Net Asset Value Entry Process
- Unit Value Calculations
- Trade Entry and Processing
- Taxlot Processing and Calculations

Afternoon Session

- Technical Overview
- Technical Architecture
- Modules and Naming Conventions
- Automated NAV Processing
- Automated Trade Processing
- System Installation and Processing

Who Should Attend

This class is designed for all users of the PAM for UVT system both business and technical. It is appropriate for new users as well as users who feel they need a refresher with respect to the PAM for UVT system and its processes. Individuals involved in pricing, trading, reporting, and analyzing information for variable products.

Security Master File Setup and Daily PAM® Processing (2-day class)

Overview

This two-day, hands-on class provides an introduction to the different security type setups and processes of PAM® for Securities. You will be trained on the current version of PAM. Participants learn how to set up securities in PAM, process and generate transactions, and schedule reports. An example of securities that will be covered are TBAs, Repos, Money Markets, Mortgage-backed securities, equities, and derivatives.

Class Content

Day One

- Security Master File Overview
- Security Master File Setups
- Portfolio Header and Cash Setup
- Market Data

Day Two

- Importing Data
- Generating and Processing Transactions
- Scheduling Jobs and Reports

Who Should Attend

This class is designed for new, inexperienced PAM users, or those who need a PAM refresher. This class will benefit those who are responsible for data input, as well as less frequent users who need a detailed overview of setup and processing.



Performance Measurement / Manager Cash



Overview

This one-day class provides a detailed demonstration of the Performance Measurement capabilities and Manager Cash functionality of PAM® for Securities. Participants will learn how to use this functionality to satisfy their business requirements.



Class Content

- 
- Methodologies
 - Portfolio Elections
 - Cash Contributions/Withdrawals
 - Benchmarks
 - Manager Groups
 - Indexes (Indices)
 - Manager Cash
 - Performance Calculations
 - Market Values
 - Viewing Performance Data
 - Reporting
 - Troubleshooting



Who Should Attend

This class is designed for PAM users interested in using the Performance Measurement capability and those with a general desire to be exposed to Manager Cash functionality.



Multi-basis Accounting



Overview

This one-day class covers the fundamentals of PAM® for Securities' multi-basis accounting features, with emphasis on how to properly set PAM's options to obtain the desired results. The class will have a focus on the specific tax accounting elections and how they affect tax reporting. There will also be header election overview for STAT, GAAP, 4th, Management and IFRS bases.



Class Content

- Portfolio header elections for all bases
- Tax basis calculations and rules
- Security Master File considerations
- Reports
- Data conversion issues



Who Should Attend

This class is designed for new PAM users or those who have not yet used PAM's tax or IFRS functionality.



Advanced PAM® User Diagnostics



Overview

This one-day class will address some of the more common problems and issues encountered when securities have been improperly set up in PAM, with discussions of the many elections that must be made during setup, and the end result of these elections. This one-day class will also provide insight into the verification of book values and yields.



Class Content

- Portfolio header elections that drive PAM processing
- Security Master File setup and elections that drive PAM processing
- Methodologies for troubleshooting common errors
- Book value and yield models



Who Should Attend

This class is designed for experienced PAM users who are responsible for the accuracy of the information in the PAM reports, as well as system administrators responsible for investigating transaction entry problems.



Advanced Fixed Income Setup and Processing

Overview

During this one-day hands-on class, participants will learn all aspects of creating, maintaining, and processing advanced fixed income securities such as MBS, CMO, ABS, and External Cash Flows in PAM® for Securities.

Class Content

- Nature of mortgage-backed securities
- FAS 91 implementation
- Security Master File setups
- Tiered rate securities
- Fixed/floating/step/adjustable rate securities
- Scheduled payments
- Transaction processing
- External Cash Flow setup and processing

Who Should Attend

This class is designed for experienced PAM users who want to complete their understanding of PAM's treatment of fixed-income securities.



Derivative, Hedge, & FX Processing (2 day class)

Overview

This two-day class will bring together the fundamentals of PAM® for Securities' multicurrency processing features with that of derivative processing and hedge accounting. This class focuses on how to make the proper elections in PAM to account for, report, set up, and process foreign currency securities, derivative instruments such as options, futures, forwards, and swaps as well as hedged instruments. With a hands-on approach, users will get the familiarity they need to enhance their knowledge of these advanced features in PAM.

Class Content

Day 1

- Foreign exchange terminology
- Portfolio header & cash setup
- SMF and derivative setup
- Market data

Day 2

Transaction & cash processing

- Reporting
- Hedge accounting demo
- Hedge accounting overview
- Link transaction processing
- Reporting

Who Should Attend

This class is designed for the advanced PAM user who has a basic understanding of the foreign exchange markets and derivative instruments. The class will benefit those who are responsible for maintaining these instruments on the PAM system.




Introduction to Data Services - Data Integration and Data Extraction



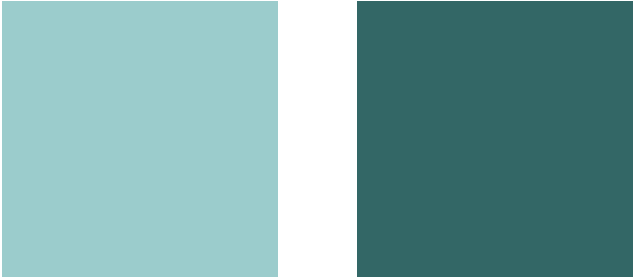
Overview

This one day introductory class will show PAM users how to import and export data from PAM using the Import Module, Export Module and ODBC Driver.

The Import Module is an add-on software utility that facilitates importing data into PAM. The benefits of this software are:

- 
- Provides an automated, error-free process for importing data into PAM
 - Eliminates the need to reprogram custom data import routines when new versions of PAM are released
 - Reduces the workload of in-house programming staff
 - Enables you to view, edit, and reprocess invalid data easily through GUI screens before it is imported into PAM
 - Ensures the validity of data from external systems

The Export Module /ODBC Driver is an add-on software utility that facilitated the extraction of data from PAM. The benefits of this software are:

- 
- Provides the ability to extract multi-currency and multi cost basis data in a single job
 - Provides the ability to retrieve data without running PAM convert jobs
 - Provides object orientation to reduce the complexity of PAM
 - Allows access to PAM reporting objects
 - Enables ODBC driver to be used with third party reporting tools and uses a standard ODBC interface

(continued on next page)

Class Content

- Import
- Assigning User Permissions
- Importing Modes and Data Flow Process
- Types of Data Loaded
- Function of GUI Editor
- Validation & Error Processing
- Review Components of PAM and Paminter.ini (RDF, MRF, Debugging Tools, and Exprocs)
- Export / ODBC
- Set Up of Export Module Templates and Jobs
- Extract Data to an ODBC- Compliant Database
- Use of MS Query and MS Access to Access the ODBC Driver
- Review of Basic SQL Statements
- Review of ODBC / Export Module Reference Manual
- Hands-on Training Using the Export Module and the ODBC Driver

Who Should Attend

This class is an essential introduction for any client who has recently purchased, or is considering purchasing, Data Integration/Data Extraction add-ons.

PAM® Technical Training (2 day class)

Overview

This two-day, hands-on class is devoted to installing and configuring PAM® for Securities/Mutual Funds in a network environment. This class provides participants with the knowledge necessary to support PAM.

Class Content

- Technical Requirements
- Network components
- File Server requirements
- Workstation requirements
- Printing
- Report Server
- Installation (PAM & Cognos)
- Server install (production & testing environments)
- PAM directory structure & file attributes
- Workstation Installation (PAM & Cognos)
- Pervasive 2000 Record Manager installation & configuration
- Using the Pervasive 2000 Monitor
- Pervasive 2000 maintenance
- Configuring the Pervasive 2000 microkernel
- Understanding & diagnosing
- Pervasive 2000 Record Manager Optimization
- Setting Up a Report Server
- PAM System maintenance
- Disk space maintenance
- Purging temporary system files
- Backup & restore strategies
- Applying system patches
- Troubleshooting
- Common Pervasive 2000 error codes
- Common error causes

Who Should Attend

This class is recommended for technical staff who will be installing and supporting PAM.



Mutual Fund Diagnostics



Overview

This one-day, hands-on class provides an introduction to the key features and processes of PAM® for Mutual Funds. Participants learn how to navigate through the system, manage workflow processes and schedule reports. Additional discussion focuses on some of the problems users may encounter during the daily process.



Class Content

- Mutual Fund overview
- Workflow process in PAM
- Mutual Fund reports
- Trouble shooting



Who Should Attend

This course is designed for experienced users, or those needing a PAM refresher. This session is for users in your organization who are responsible for data input, generating reports, analyzing problems and for those less frequent users who need a detailed overview of PAM.



Introduction to Data Tables

Overview

This one-day class provides an overview of the key database tables in PAM® for Securities/Mutual Funds, and how these tables are updated during standard processing. This class includes a review of the Data Dictionary, and how to use it as a guide to determining where, and in what form, data is maintained.

Class Content

- Review of PAM's data structure
- Review of the Data Dictionary
- Dataset discussion

Who Should Attend

This class is designed for experienced PAM users who want to complete their understanding of PAM's table and data structures. This class is a prerequisite for the Impromptu class.



Introduction to Impromptu

Overview

This one-day, hands-on class shows how to create new reports using Impromptu". This class focuses on the basics of requesting data from the PAM" for Securities/Mutual Funds standard data views, with emphasis on writing custom reports for ad hoc and business needs.

Class Content

- Review PAM reporting environment and creating datasets
- Saving reports
- Impromptu features and terminology
- Transferring data in other formats
- Creating reports
- General reporting techniques

Who Should Attend

This class is designed for PAM users who want to augment the existing PAM standard reports. A prerequisite for this class is the Data Tables class. No programming experience is required.

Data Modeling

Overview

This one-day class will introduce you to Cognos8® Framework Manager and its purpose by describing Framework Manager Environment and examine its user interface. Its focus will be on modifying a Package created from PAM® database to fulfill your business reporting requirement.

Class Content

- Naming conventions in Framework Manager
- Introduction to basic modeling concept
- Relationship and Cardinality
- Verification of Query Subjects
- Identifying and verifying Query Item Properties
- Updating Objects
- Examining SQL of a Query Item
- Publishing a Package

Who Should Attend

This class is designed for person who is going to be Cognos8® administrator within an organization. It is very important for attendee to have knowledge of your business requirements, experience using basic windows functionality and knowledge of SQL. Please check for # of Framework Manager license(s) you have before signing up for the class.

Cognos8® Reporting

Overview

This two days class will give you introduction to a Web-Based reporting solution. We will cover Cognos8® Connection and report management through Cognos8® Connection. Attendees will learn the report building process and participate in hands-on demos and workshops that illustrate key concepts while learning how to use the product.

Class Content

- Accessing Query Studio and Report Studio
- Examining user interface of Query Studio
- Simple queries in Query Studio
- Examining user interface of Report Studio
- Examining and modifying simple SQL statement
- Building List and Chart reports in Report Studio
- Formatting and enhancing report

Who Should Attend

You should have some knowledge of SQL statements, knowledge of your business and report requirements and experience using Web browser.



Software Development Kit™ (SDK) (2 day class)

Overview

This two-day class introduces programmers to the PAM® Software Development Kit™ (SDK). SDK concepts and several of the key business information objects will be covered. The focus will be on extracting information from PAM using the objects. Code examples in Visual Basic will be presented.

Class Content

- PAM software architecture
- SDK overview
- Using objects in Visual Basic
- Using the business information objects
- Review of object-oriented programming concepts

Who Should Attend

This class is for programmers who must create applications that interface with PAM via the SDK. A programming background is required.



Statutory Accounting/Schedule D



Overview

This one-day class provides an introduction to insurance statutory accounting and accounting procedures, with detailed discussions and demonstrations on how PAM® for Securities is utilized to meet the regulatory requirements.



Class Content

Portfolio elections

- IMR/AVR
- Security Master File setup
- Risk-based capital
- Schedule D

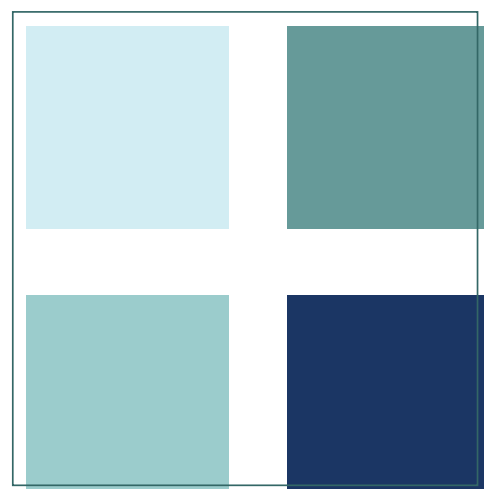


Who Should Attend

This class is designed for insurance clients who are new to PAM or insurance regulatory accounting.

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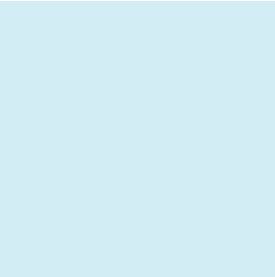
trainer
biographies





Michael Herling

Managing Director Consulting Services





Mike joined Princeton Financial® Systems (PFS) in 1991 in various roles including Director of Implementation and Director of Accounting Services before joining the Consulting Services unit in 1999. As a Consultant he has visited a large number of our clients and prospects around the world conducting training sessions, leading operational reviews as well as trouble shooting problems and issues. Prior to joining PFS he worked for ten years at several insurance companies as an Operations Controller and Assistant Treasurer responsible for securities accounting, systems conversions as well as insurance regulatory reporting. Mike has a MBA in Finance and a BBA in Accounting.



Ken Douglas

Director, Implementations and Conversions


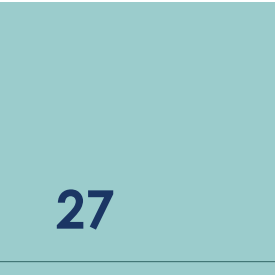


Ken joined Princeton Financial Systems in December 1998. The majority of his tenure at Princeton Financial Systems has been in various management roles in professional services team supporting implementation and conversion projects. Initially Ken's role focused on interface implementation projects and more recently on the core product, PAM implementations. He has also held positions in as a sales support analyst, implementation manager and business analyst for the development of various straight through processing initiatives. Prior to joining Princeton Financial Systems, Ken worked as a Product Analyst for Sungard's Phase3 System in Boston, MA. During his experience at this sell side software vendor, Ken supported sales and trading functionality. Prior to working at SunGard, Ken spent five years in various operational and management roles at State Street Corporation. He holds a BA in English with a minor in Business from University of Notre Dame.



Bill Braun

Implementation Manager



Bill joined Princeton Financial Systems in August 1997. He has helped insurance companies, mutual funds, asset managers, pension plans, a university endowment, and a bank, to implement PAM. Prior to joining Princeton Financial Systems, Bill was a vice president, investments, of United Services Life Insurance Company in Virginia. He holds a BA in Economics from the State University of New York College at Oneonta, an MBA in Finance and Accounting from Loyola College, Baltimore, and the designation, Chartered Financial Analyst (CFA).



Steve Hanna

Implementation Manager

Steve has worked at Princeton Financial Systems since September 2000. He has worked on successful implementations of the PAM suite of products for clients' in the insurance and asset manager industries. These projects ranged from small start up companies to large full-scale asset managers with \$90B under administration. Prior to joining Princeton Financial Systems, Steve worked as a project manager for Merrill Lynch Canada Inc. Steve holds an honor BA in Business Commerce from the University of Windsor, and a BA in Economics from the University of Western Ontario.



Kevin Frey

Implementation Manager

Kevin has worked at Princeton Financial for 5 years. Kevin's experience at Princeton Financial has ranged from Implementation Manager to Account Manager in the Accounting Services Department, where with a staff of 10, he was responsible for maintaining PAM databases for five clients whose assets totaled over 30 billion dollars. Kevin has also managed multiple accounting groups in the Derivative Accounting Department for DPM, a subsidiary of Bank of New York/Mellon. Mr. Frey holds a Bachelor of Arts degree in Business Management from Muhlenberg College and a Masters degree in Finance from Monmouth University.



Asim Azfar


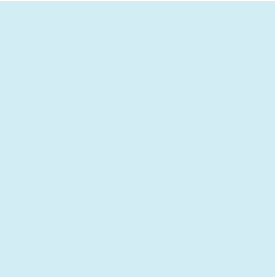
Implementation Manager

Asim joined Princeton Financial Systems in October 2006 as an implementation manager. He has successfully managed several implementation projects. The projects were involving medium sized insurance companies, banking institution and an international asset manager. Prior to joining Princeton Financial Systems, Asim worked at State Street for 12 years. He managed operations and client relationship management for the public fund client's asset totaling \$24 billion under custody. In his role, he managed multiple client conversions onto State Street's MCH system, monitor risk & compliance, design and implement operations policies and procedures. Asim holds a BS degree in Biological Science and an MBA in International Business from the University of Karachi.



Amy Pincus

Implementation Manager



Amy began her career at Princeton Financial Systems in 1997 as a Senior Accountant in the Accounting Services area. She was responsible for processing daily activity into PAM®, performing reconciliations and producing quarterly and annual Schedule Ds. In 1998, Amy moved into the Client Services department as a Senior Support Analyst. She was the primary contact for several of the company's largest Insurance clients. Her primary functions included resolving client inquiries and assisting clients on PAM functionality. With her insurance accounting background, in 1999 she was promoted to Tier II Analyst working primarily on statutory accounting issues. In 2001, Amy was promoted to Client Services Manager and strategically directed the group to improve service given to over 100 clients. In 2003, Amy moved to the Applications Development department to become the Global Release Coordinator. She managed release planning for both the US and International versions of the PAM for Securities software. In 2005, Amy transitioned to the role of the Business Analyst Manager. She managed a team of five Business Analysts responsible for defining business requirements to be enhanced to the PAM for Securities software. With over 10 years of PAM experience, in 2007 Amy joined the Implementation Services group.



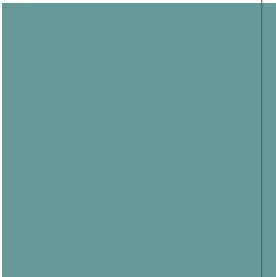
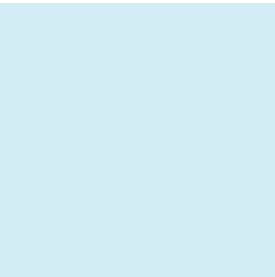
Prior to working with Princeton Financial Systems, Amy held the position of Corporate Accountant with Great Lakes American Reinsurance Company.




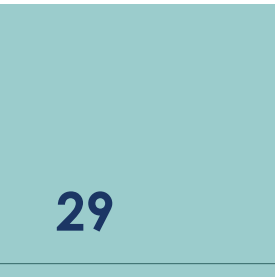
Amy graduated from Monmouth University, Long Branch, New Jersey with a Bachelor of Science degree in Accounting.

Michael English

Senior Analyst



Michael has close to 15 years experience with PAM or PAM related products. He joined Princeton Financial Systems in 1993 as a Senior Business Analyst. Over 10 years, Michael worked with PAM in various roles, from Senior Analyst to Designer, to Tester, to Manager of Hot Fixes and Service Pack Releases. Michael worked at PFS during the period when PAM went from a DOS application to a GUI Windows Environment. Michael's expertise is in Derivative Securities, including knowledge of Futures, Options, Swaps and Forwards. He is also an expert in TBA Securities and Repurchase Agreements. He recently returned to PFS in the capacity of Senior Analyst/Consultant in the Client Services Group after 3 years with IMS Enterprise Solutions. Prior to joining Princeton, Michael worked as an Accountant in the Treasurer's Division for 2 Large Savings Institutions in New Jersey. Michael has a BS degree in Accounting with a Minor in Economics.





Robbyn Goodman

Senior Analyst

Robbyn has been with Princeton Financial Systems since December 2001. Robbyn has a thorough knowledge of the PAM system, which she obtained through working in client support with Mutual Fund, Investment Advisors, ePAM & overseas clients. In this role she assisted and trained Tier I Support Analysts on the working of the PAM system. She has conducted training sessions for clients on Cash Applications and also has consulted on site to assist with specific client problems. Prior to joining Princeton Financial Systems, Robbyn worked at OMR Systems in client support and accounting services.



Valerie Whittaker

Senior Analyst

Valerie has over 15 years of experience in the securities industry, specifically performance measurement and attribution. She joined Princeton Financial Systems in May of 2007. Prior to joining Princeton, Valerie worked as a Senior Analyst / Consultant for JPMorgan Chase and most recently Concord Advisory Group. She also worked for U.S. Trust and Neuberger Berman as a Performance Analyst. Valerie has a BA degree in Mathematics from Binghamton University and an MBA in Banking and Finance from Hofstra University.



Don Herbst

Senior Analyst

Don joined Princeton Financial Systems in 2004 having had 30+ years experience in Banking, Finance and Technology. In the early 80's he was on the founding staff of an International Wholesale Banking System software development company. In the early 90's, he became the primary Business Analyst and Technologist at the New York Agency Office of a large Foreign International Bank where he spent another 10 years. Just prior to joining PFS he was an independent consultant working with some publicly held companies which included working on their various requirements and readiness for SOX (Sarbanes-Oxley) regulations. His time at PFS has been in Client Services, where he has been involved primarily with the Asset Management group of clients and has been a PAM instructor. He has earned a BS in Economics, Accounting and Business Administration.



Craig Harris

Senior Analyst

Craig has been with Princeton Financial Systems since August 2002. In his role as Lead Support Analyst, Craig, supports clients, primarily via phone, on PAM for Securities functionality and maintenance. Craig also does consulting for our US and International client base. Prior to joining Princeton Financial Systems, Craig worked at Standard & Poor's in Vendor Relations Support. Craig holds a Bachelors in Mathematics from the American International College.



Bill Cogan


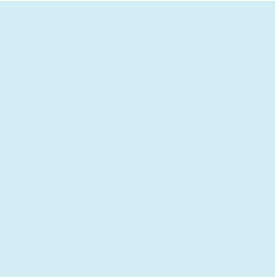
Senior Analyst

Bill has been with Princeton Financial Systems since June 1998. In his role as Lead Support Analyst, Bill, supports clients, primarily via phone, on PAM for Securities functionality and maintenance. Bill also does consulting for our US and International client base. Prior to joining Princeton Financial Systems, Bill worked for our parent company State Street Bank for 10 years. Bill holds a Masters in Business Administration from Framingham State College, a Bachelors in Accounting from Bridgewater State College and an Associates in Accounting from Massasoit Community College.



Nanjun He

Senior Business Analyst





Nanjun joined Princeton Financial Systems in August 1998. She has written SDK demo programs, developed COM object model diagrams for major PAM business objects and worked with PFS development staff in the design of SDK objects. She has done global SDK support for over 7 years. Prior to joining Princeton Financial Systems, she completed finance and computer programming courses at the University of Washington. She is also a licensed professional engineer at Harding Lawson Associates in Seattle, Washington. She holds a master degree in Civil Engineering from University of Idaho.



Bharati Shah

Business Analyst


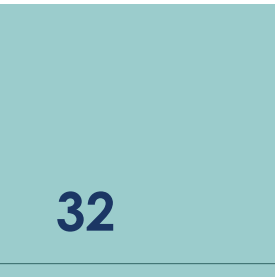


Bharati has been with Princeton Financial Systems since May 2001, starting out as a client support analyst for Impromptu and Data Tables before moving on to Professional Services group in 2003. She has conducted numerous training classes for Impromptu, Data Tables and Advanced Impromptu, and the Export Module training. Bharati has worked on consulting projects including implementation of the reporting tools and converting reports for platform change (Pervasive to Oracle). She regularly works with implementation managers during PAM to PAM conversion. Bharati has B.S. in Microbiology from University of Gujarat, India, B.S. in Biomedical Engineering from Rutgers School of Engineering and technical training from CompULearn in Edison, NJ.



Nisha Puthur

Business Analyst

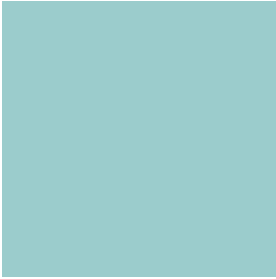
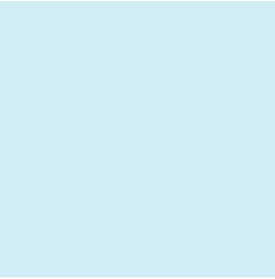


Nisha has been with Princeton Financial Systems since April 2005. As a Business Analyst her responsibilities include training, analyzing and implementing solutions primarily focusing on data extraction using SDK tools. Prior to joining Princeton Financial Systems, Nisha worked as a Software Developer for Interlink Network Systems, Inc, NJ. Nisha holds a Bachelor of Science in Statistics from University of Mumbai (India), Masters in Computer Software applications from University of Mumbai (India) and a Masters Degree in Computer Science from Wright State University, Ohio.



Eric Kelsey

Data Extract Specialist

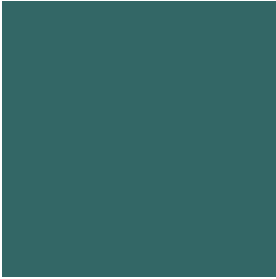



Eric joined Princeton Financial Systems in July of 1998. He has been a Systems Analyst and Manager for the Data Extract Solutions Group, and has experience training, analyzing, and implementing solutions with a broad range of clients of every size and type. His expertise covers all aspects of PAM Data Extraction, including the SDK, Export Module, InfoStream, Impromptu, PAM Data Objects, Data Tables, Data Warehousing, and Data Mining. Prior to joining Princeton Financial Systems, Eric was a Systems Analyst for American Family Insurance in Wisconsin. He holds a BA in Computer Science and Business Administration from Lakeland College in Wisconsin, and an AA in Management Information Systems. Eric has programmed in more than ten computer languages and five different machine assembly languages.



Emilio Vastola

Senior Analyst


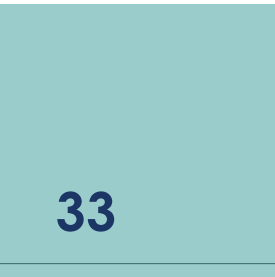


Emilio has been with Princeton Financial Systems since December 2005. Emilio has a thorough knowledge of the PAM system, especially with add-on interfaces such as the Import Module, ACTioN, Bloomberg Trading Interface, etc. In this role as a Tier I Analyst, Mr. Vastola has trained internal and external clients, completed implementations of add-on interfaces and is a Support Analyst for Data Services. Prior to joining Princeton Financial Systems, Mr. Vastola worked for First Investors in their Portfolio Management department. Emilio holds a Bachelors of Science in Information Technology from DeVry University.



David Coluccio

Senior Analyst


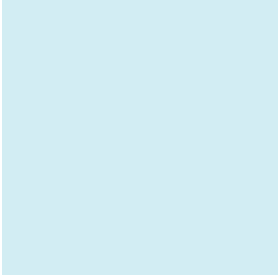


Dave has been with Princeton Financial Systems since September 2002. Dave has a thorough knowledge of the PAM system, especially with add-on interfaces such as the Import Module, Bloomberg Trading Interface, ACTioN, etc. In this role as a Tier II Analyst, Mr. Coluccio has trained internal and external clients, completed implementations of add-on interfaces and is the lead Support Analyst for Data Services. Prior to joining Princeton Financial Systems, Mr. Coluccio worked for The Bank of New York as a manager in the Mutual Fund Pricing Department. Dave holds a Bachelors of Science in Finance from William Paterson University.



Phillip Rohrer

Senior Analyst





Phil has been with Princeton Financial Systems since June 2005. In his time at Princeton Financial Systems he has been a Support Analyst for Investor Advisor Services, ePAM and Data Integration Services. Throughout the different positions that Phil has held he has developed knowledge of the core PAM system as well as the interworkings of PAM as an application service provider. In his current role as a Data Services Analyst, Phil works primarily with the add-on interfaces such as the Import and Export Modules. Phil has trained internal and external clients as well as consulted on implementation projects. Phil holds a Bachelors of Science in Finance from Rider University.



Tracey Chipego

Product Manager


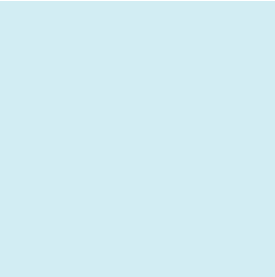


Tracey began her career at Princeton Financial Systems in 2000 in the client support area. With her insurance accounting background, she became a senior analyst working primarily on statutory accounting issues in 2001. In 2003, Tracey moved to the Applications Development department to become a Business Analyst, focusing mainly on statutory accounting. In her current position, she must integrate the changes initiated by the NAIC into the PAM[®] accounting software. Prior to working with Princeton Financial Systems, Tracey held the position of Senior Investment Accountant with both The Bank of New York and Merrill Lynch Insurance Group. Tracey graduated from Fairfield University, Fairfield, Connecticut with a Bachelor of Science degree in Accounting and a minor in Economics. She received her M.B.A. in Accounting in 2001 from Georgian Court University, Lakewood, New Jersey.



Josh McCoy

Business Analyst





Josh has been with Princeton Financial Systems since November 2005. Josh is a Business Analyst within the Applications Development department. He works closely with members of the Business Strategy group to define requirements on functional projects that are enhanced to PAM. In his role, he provides internal training on his projects prior to a PAM release. With a background in Performance Measurement, Josh assists Client Services on questions and/or issues related to this functionality. Prior to working with Princeton Financial Systems Josh held the position of Senior Product Development Manager at Harrisdirect LLC. Josh graduated from Cornell University, Ithaca, NY with a Bachelor of Science in Business Management and Marketing.



William Bolton

Vice President Product Management



Bill joined Princeton Financial® Systems (PFS) in October of 2007 through the acquisition of Barton and Bolton Associates, Inc. Prior to that he was one of two founders of Barton and Bolton Associates, Inc. a company which provided a unit value pricing and trading product to the variable insurance market. The product, (UVT) Unit Value Trade System, which was originally offered in 1993, has now become the market leader in the variable product insurance market. Bill's responsibilities include marketing, implementation, consulting, and client support for the UVT product. As a result of the acquisition UVT has been relabeled as PAM for UVT and is now one of the many leading products that Princeton Financial Systems offers. Through implementation and client support Bill has spent several years visiting client sites, reviewing process flows, and streamlining the pricing and trading process utilizing the PAM for UVT product. Bill has a BS in Computer Science.

