

Partnerships & Joint Initiatives

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Overview

- **The Basis For Partnerships**
- **Some OSC Examples**
- **Cost Models**
- **Contracts & Legal Issues**
- **Lessons Learned**

The Basis For Partnerships

- **Nature of business:**
 - Securities industry crosses boundaries
- **Nature of regulatory model:**
 - Use of Self Regulatory Organizations
- **Client service models:**
 - Consistent, direct, facilitative
- **New IT business models:**
 - Joint initiatives as an IT strategy

Some OSC Examples

- **SEDAR**
- **Insider Trade Reporting System**
- **Registration Systems**
- **MICA & SELECTR**
- **Others ...**

Cost Models

- **Shared costs - fee for service**
- **Vendor investment against future user fees**
- **Revenue generation opportunities**
- **Combinations**
- **Shared risks vs. shared rewards**

Contracts & Legal Issues

- **Degrees of commitment**
- **Ownership (hardware, software, data, dissemination rights)**
- **Measurements**
- **Ongoing reporting & management**
- **Plan for things not working out**

Lessons Learned...

- **Timeframes ... always too long**
- **Time commitments... always too much**
- **Changing players... watch out**
- **Ongoing management... keep in touch**
- **Vendor alliances... know their
expectations**
- **Business vs IT directions... keep in sync**

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