

MUTUAL FUND TURNKEY SOLUTIONS

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A key challenge that many managers are faced with is the fact that they have the expertise to manage investments, to manage risk and drive distribution but often they don't have the capabilities around launching a fund, having the administrative functions embedded in their operation. BNY Mellon, through its turnkey solution, brings this all together in a one-stop shop and makes it available for these managers so they can focus on their core competency.

BNY Mellon, as a world-class service provider, we have very high standards with regards to checks, balances and compliance in everything that we do, whether it's from our custody all the way through to our capital markets; it's embedded in the services we provide. The turnkey solution is extremely affordable. We bring all the elements of this service together in a bundled way, in a pre-negotiated way, so it does not matter if you are a multi-billion dollar existing asset management complex or you're a boutique firm who is just looking to launch and get into the 40-Act space for the first time; we can be extremely competitive with our pricing and that's across the board, not just the BNY Mellon elements of services that we are providing.

We have aligned ourselves with a two-series trust, RBB and FundVantage, both of which have the expertise around their board of directors; their officers and all of the administrative and governing functions necessary to not only launch funds but to administer and sustain those funds within the 40-Act space. The series trust is also very flexible in the fact that it can offer to a manager the opportunity to expand the type of strategies that they're utilizing and it also offers an accelerated pace to market. Often, when you are creating a new mutual fund, you have to have the legal aspect as well as the reporting aspect with the regulators really set up – it's very complex and we have this down to a science – it's such a means of setting up that we know exactly what is necessary. It's done in a way that is fluid.

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