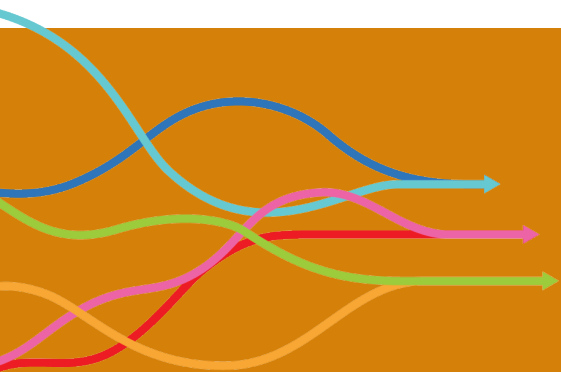


“It is said that to be a great leader, you need to know how to follow.

“Thank goodness I have so many great leaders to follow.”

AuditLink



What's up with **AuditLink**?

HIGHLIGHTS FROM THE PAST YEAR

- ➔ Sales never slowed, and we never missed a day of log management
 - ➔ 112 daily log management clients
 - ➔ 25 abnormal activity monitoring clients
- ➔ Released Vendor Monitor site and new Contract Management site
 - ➔ 85 vendor management clients
- ➔ Announced AuditLink Lite for FREE
 - ➔ 30+ takers so far

The screenshot shows the AuditLink Store page on the CUAnswers website. The page features a navigation bar with links for Shop, My Account, and Contact Us. Below the navigation bar, there are tabs for CUAnswers Store, SOLUTIONS, FREE SERVICES, MY ACCOUNT, and BACK TO CUAnswers. The main content area is titled "AuditLink Store" and includes a brief description of the service. Below the description, there are three buttons: "Check out AuditLink at CUAnswers", "Contact AuditLink", and "Meet The Team". The main content area displays a grid of products for sale, including:

- Auditing (3)
- Daily Monitoring (7)
- Employee Security Audit Booklet (Free!)
- Employee Termination Checklist (Free!)
- CU Employees to Request Tool Access PDF
- Abnormal Activity Monitoring - Full
- Employee Security Review
- AuditLink Lite (Sale!)

store.cuanswers.com/store/auditlink/

What's up with **AuditLink**?

HIGHLIGHTS FROM THE PAST YEAR

- ➔ New alliances with Lillie and Vizo
- ➔ Launched new monthly fraud group (50+ clients)
- ➔ Published advice on dealing with brute force attack; held 3 companion webinars
- ➔ NASCUS speaking engagement
- ➔ 6th annual Conversations on Compliance
- ➔ Published a new Employee Security Audit resource



The screenshot shows the "ondemand" website interface for CU*Answers. The navigation bar includes "Home", "About", "Contact Us", and "Help". A search bar is located at the top right. The main content area is titled "Compliance/Audit/Risk Management" and displays a grid of video thumbnails. A green callout bubble points to the grid with the text "Check out our channel on ondemand.cuanswers.com".

Visible video titles and view counts include:

- Employee Security Audit (112 views)
- Vendor Management: User Expectations and FAQs (40 views)
- Brute Force Bin Attack Checklist (59 views)
- NCUA Supervisory Priority Report 2020: CU*Answers Management Services Response (137 views)
- New Member Verification with MOP (176 views)
- Dealing with and Documenting Recent Unemployment Fraud (269 views)
- 8.02 Using CU*BASE Tools for BSA Compliance (61 views)

Racing towards the golden ring of Stop-Go-No for fraud management

ABNORMAL ACTIVITY MONITORING TRANSACTION PATTERNS IN THE 21.05 RELEASE

- ➔ AuditLink created the default configurations for all CUs
 - ➔ 10 velocity, 10 out-of-the-ordinary, and 10 idle activity patterns
- ➔ AuditLink reviewed activity for the 21.05 beta CUs
 - ➔ To build a validation and governance model
 - ➔ To give confidence to third party examiners and commentators

We're now compiling time studies on the work done for the betas, getting ready to roll out a new service...

Daily Abnormal Activity Pattern Monitoring

brought to you by

AuditLink

Activity Pattern Monitoring Services from **AuditLink**

Money Laundering

P2P Hack

Compromised Cards

Unemployment Fraud

RDC Fraud

Human Trafficking

Elder Abuse

ATM Fraud

PPP Fraud

Account Takeover

Online Banking Hack

Compromised ACH

Check Kiting

The screenshot shows the AuditLink Store website. At the top, there is a navigation bar with the CU*ANSWERS logo and links for Shop, My Account, and Contact Us. Below this is a secondary navigation bar with links for CU*ANSWERS STORE, SOLUTIONS, FREE SERVICES, MY ACCOUNT, and BACK TO CU*ANSWERS. The main content area features the AuditLink Store logo and a brief description of the service. Below the description are three buttons: Check out AuditLink at CU*Answers, Contact AuditLink, and Meet The Team. The products are displayed in a grid:

- Auditing (3) - Price: Free!
- Daily Monitoring (7) - Price: Free!
- Employee Security Audit Booklet - Price: Free!
- Employee Termination Checklist - Price: Free!
- CU Employees to Request Tool PDF - Price: Free!
- Abnormal Activity Monitoring - Full - Price: Free!
- Employee Security Review - Price: Free!
- AuditLink Lite - Price: Free!

store.cuanswers.com/store/auditlink/

	<u>April</u>	<u>Budget</u>	<u>Variance</u>	<u>YTD April</u>	<u>YTD Budget</u>	<u>YTD Variance</u>
Audit Link Revenue	96,121.60	90,895.00	5,226.60	629,058.60	623,832.00	5,226.60
Total CMS Revenue	\$ 96,121.60	\$ 90,895.00	\$ 5,226.60	\$ 629,058.60	\$ 623,832.00	\$ 5,226.60
Audit Link Revenue	4,566.00	4,300.00	266.00	39,334.00	39,068.00	266.00
Total External Revenue	\$ 4,566.00	\$ 4,300.00	\$ 266.00	\$ 39,334.00	\$ 39,068.00	\$ 266.00
Audit Link Revenue	31,413.20	27,891.00	3,522.20	197,156.20	193,634.00	3,522.20
Total Partner Revenue	\$ 31,413.20	\$ 27,891.00	\$ 3,522.20	\$ 197,156.20	\$ 193,634.00	\$ 3,522.20
Total Revenue	\$ 132,100.80	\$ 123,086.00	\$ 9,014.80	\$ 865,548.80	\$ 856,534.00	\$ 9,014.80
CGS - Audit Link Partner			0.00	5,551.00	5,551.00	0.00
Total Cost of Goods			0.00	5,551.00	5,551.00	0.00
Total Cost of Goods Sold	\$ -	\$ -	\$ -	\$ 5,551.00	\$ 5,551.00	\$ -
Gross Margin	\$ 132,100.80	\$ 123,086.00	\$ 9,014.80	\$ 859,997.80	\$ 850,983.00	\$ 9,014.80
Audit Link Overtime	1,312.78		1,312.78	12,367.06	11,054.28	1,312.78
Audit Link Salaries/Wages	46,026.50	46,695.01	(668.51)	304,975.33	305,643.84	(668.51)
Audit Link Bonus Expense	4,750.00	4,200.00	550.00	30,800.00	30,250.00	550.00
Employee Benefits	15,188.75	15,409.35	(220.61)	100,641.86	100,862.47	(220.61)
Total Employee Expenses	\$ 67,278.03	\$ 66,304.37	\$ 973.66	\$ 448,784.25	\$ 447,810.59	\$ 973.66
Contribution to Overhead	\$ 64,822.78	\$ 56,781.63	\$ 8,041.14	\$ 411,213.55	\$ 403,172.41	\$ 8,041.14

When a credit union asks,
“Can your tools do this?”
that starts a conversation

“Could you tweak it to do it a little better?”

...and we make money as a tool manufacturer

“How could we share the work needed to use the tool?”

...and we make money as a service provider

“How could we share the tool and the work with even more CUs?”

...and we struggle to go beyond our CU*BASE communities