



## What do the business leaders of AuditLink wish Randy to convey to our owners?

### AuditLink as a Division

- We assimilated all AuditLink related services into one cohesive team with a long-range plan of playing a larger role in the business plans of our customers and owners. We are moving from a CUSO envisioning stage to a building stage.
- We've grown to 7 ½ associates.
- New focus on business, service, and product design for both in and out of network clients to lower their cost of compliance, fraud loss, and internal audit functions.

### Services

#### Current Stats

Daily log management clients	57
Employee Security reviews completed	17
BSA & ACH Audits completed	16
AuditLink Lite engagements	2
Concentration Risk	6
Duration Analysis	4
SAFE Act	1

- **NEW!** Vendor Management with G2Link – In beta with two credit unions and changing the pricing to a tiered model. Crowd-sourcing vendors is bound to save time and money.
- **NEW!** Internal Controls Training – New service in development designed around training supervisors on what to pay attention to, and training staff on best practices and what red flags to look out for.
- Daily Log Management – 57 credit unions and continues to grow at a 15% rate.
  - NEW!** Expecting to roll out additional services including:
    - Expanded OFAC reviews and investigate account opening
    - Abnormal activity monitoring
    - Employee transaction reviews

- **NEW!** Risk Assessments – At least 5 different risk assessments must be completed by credit unions on an annual basis. AuditLink is going to begin assisting credit unions in their completion and then cooperatively share with all credit unions.
- **NEW!** BSA Training for Staff and Board of Directors – completed two of these in 2015 as an add-on to the BSA audits. Went over very well.
- **NEW!** A comprehensive one-day review of all system configurations relating to audit and compliance, including procedural review and best practices training. Completed two in early 2016 and will be rolling it out to the network in late summer of 2016.
- Employee Security Reviews – Completing at least one a month. **This is the most requested service and continues to gather steam** due to supervisory requests and the growing focus on internal controls, appropriate supervision, and segmentation of duty.

### AuditLink's Future

- Strategically running the division and mirroring how CU\*Answers plans and executes as a CUSO, with a 2-year goal of becoming its own CUSO.
- Will be known as a national player with sales and service strategies to acquire non-cuanswers.com clients.
- Will be a leading reason that CUs are attracted to the cuasterisk.com network for core processing solutions.

### Exam Innovation

- Initiative to drive down the burden and cost of regulatory supervision: "ExamLink."
- Held several meetings with the heads of credit union supervision in Wisconsin, Michigan, and Iowa.
- First goal: Create a business around consulting on exam innovation, with the first step of creating a portal that credit unions and regulators can use to exchange critical information reviewed during an on-site exams. End result...examiners can complete the work off site, lowering the amount of disruption in credit union daily operations. Early movers are Wisconsin as beta and then potentially Michigan and Iowa.
- Second goal: Innovate on critical information exchange to be more frequent using a system similar to My CU Today. Again, to make supervision more continuous with less on-site time required. Focus exams in only the areas that need attention similar to other regulatory agencies. Incorporate the Canary ratios.