Axiom Relationship Profitability and Pricing 2018.4

Release Notes

Last Updated: 12/27/2018

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Version: 2018.4

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Contents

Summary

Kaufman Hall is pleased to announce the 2018.4 release of Axiom RPPS. Each product release provides new features, enhancements, and configuration options to meet your needs. Many of these features and enhancements are a direct result of your feedback and suggestions.

Summary of the upgrade process:

1. **Review product release notes** – Review this document to familiarize yourself with the new features and functionality.
2. **Schedule an upgrade date** – Contact support@kaufmanhall.com or your implementation consultant, and they will confirm an upgrade period with you.
3. **Back up Axiom database** – Kaufman Hall will confirm that you have a current backup of your Axiom database before applying the upgrade.
4. **Complete manual updates** – After installing the upgrade, if needed, review any manual setup steps needed to enable features for this version.

Support

As always, we appreciate your support of Kaufman Hall and look forward to continuing to meet your financial management needs. If you have any questions about your upgrade, contact Kaufman Hall Software Support at 1-888-543-6833 or support@kaufmanhall.com.

Training

Kaufman Hall offers multiple training options for our customers. These courses are part of your maintenance agreement and are free of charge. We strongly urge you to take advantage of all training options, including:

- Self-help videos
- Recorded webinars
- Virtual training courses

For a complete listing of our courses, please visit www.kaufmanhall.com.

Product upgrade notes

When upgrading to Axiom Relationship Profitability and Pricing 2018.4, keep in mind the following:

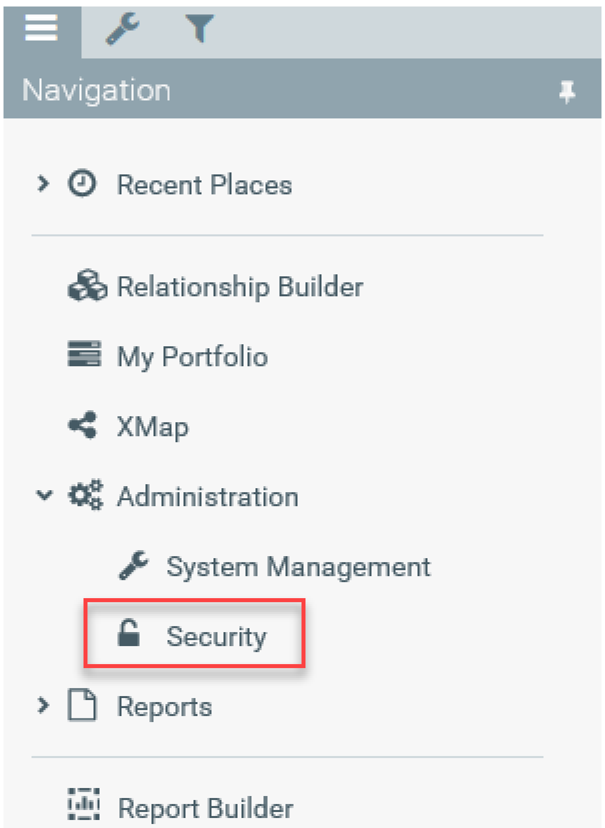
- This product upgrade contains updated user interface, data tables, calculation engines, and remediated defects.
- KHA delivered reports may be replaced. Any report that you saved under a different name or created new will remain untouched. Replaced reports are available in Document History, if needed.
- Any KHA delivered report that was moved to a new location will automatically move back to its original location.
- Security roles and sub-systems will be reset to their configured settings. All user security exceptions you may have made will remain intact.
- All prior product configuration settings will remain as is. Any required modifications to these areas are covered in the release notes, if required.

New features summary

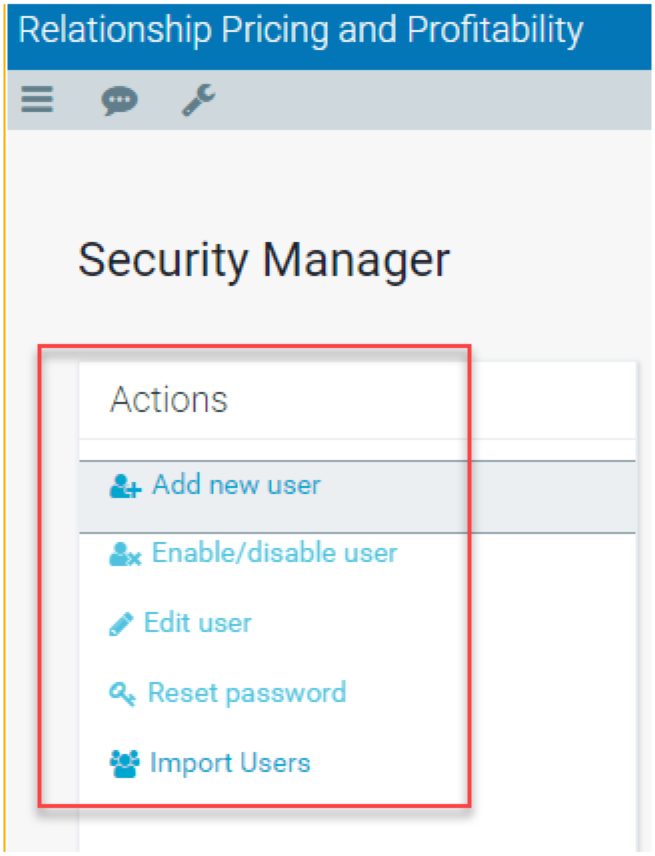
This section includes a description for each new feature included in this release.

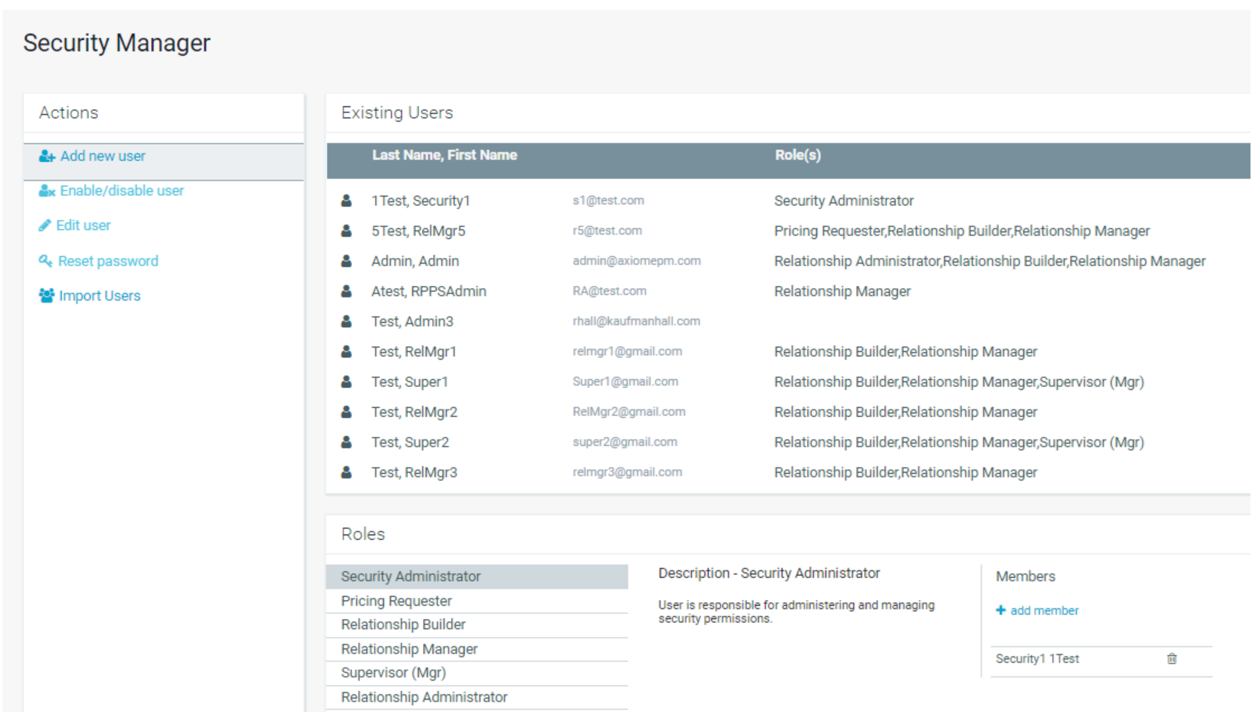
Security Manager utility

The Security Manager for your institution can now add or remove users and assign roles using the Security Manager utility in Axiom RPPS. Use the Navigation menu and click **Administration > Security** to access the **Security Manager**.



To add or modify users, as well as to reset passwords or bulk import user data, use the **Actions** panel.


Relationship Pricing and Profitability
Security Manager
Actions
Add new user
Enable/disable user
Edit user
Reset password
Import Users


Security Manager
Actions
Add new user
Enable/disable user
Edit user
Reset password
Import Users
Existing Users
Last Name, First Name
Role(s)
1Test, Security1 s1@test.com Security Administrator
5Test, RelMgr5 r5@test.com Pricing Requester,Relationship Builder,Relationship Manager
Admin, Admin admin@axiomepm.com Relationship Administrator,Relationship Builder,Relationship Manager
Atest, RPPSAdmin RA@test.com Relationship Manager
Test, Admin3 rhall@kaufmanhall.com
Test, RelMgr1 relmgr1@gmail.com Relationship Builder,Relationship Manager
Test, Super1 Super1@gmail.com Relationship Builder,Relationship Manager,Supervisor (Mgr)
Test, RelMgr2 RelMgr2@gmail.com Relationship Builder,Relationship Manager
Test, Super2 super2@gmail.com Relationship Builder,Relationship Manager,Supervisor (Mgr)
Test, RelMgr3 relmgr3@gmail.com Relationship Builder,Relationship Manager
Roles
Security Administrator
Pricing Requester
Relationship Builder
Relationship Manager
Supervisor (Mgr)
Relationship Administrator
Description - Security Administrator
User is responsible for administering and managing security permissions.
Members
add member
Security1 1Test

Security management roles

Your institution's security manager is now responsible for assigning roles to users in RPPS. These new roles are assigned in the new Security Manager utility and control what data, utility components, and reports users have access to.

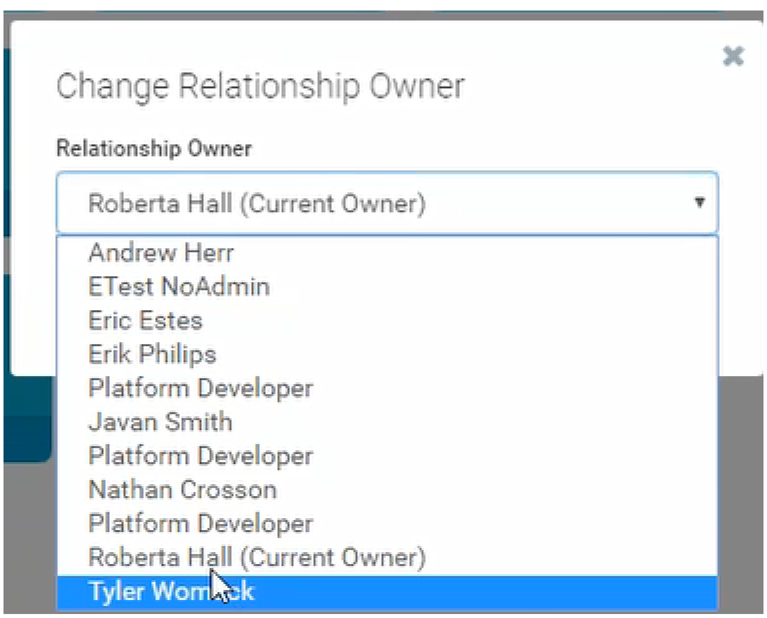
The table below defines each of the roles in Axiom RPPS:

Role	Description
Relationship Manager	1. This is the only role that is allowed to own Relationships. 2. This role provides View Only access to Relationship that are owned to the user. 3. This role does not give permission to build relationships or make changes to the relationships. The user must be also assigned to the Relationship Builder role to perform that function. 4. If a Supervisor also will own relationships then they should also be assigned this role.
Supervisor (Mgr)	1. This role recreates a hierarchy of Relationship Managers and Supervisors. 2. A user may only be assigned to one Supervisor. 3. User in this role may view Relationships that are owned by users that are assigned to them in a reporting hierarchy. 4. If this User additionally has the Relationship Builder role then they can build relationships and assign them to any Relationship Manager that is included in their hierarchy.
Relationship Administrator	1. Users that have this role can view all relationships that exist in the system regardless of ownership. 2. If this User additionally has the Relationship Builder role then they can build relationships and assign them to any Relationship Manager.
Relationship Builder	This role builds on the Relationship Manager, Supervisor and Relationship Administrator roles and allow those users to build relationship and make changes to all relationship to which they have permissions.
Pricing Requester	1. This builds on the Relationship Manager, Supervisor and Relationship Administrator roles and allows those users to initiate Pricing Requests. 2. The user may initiate Prospective Pricing Requests. Prospective Pricing Requests will be assigned to the current user. 3. The user may initiate Pricing Requests for an existing relationship if they have permission to view that relationship.
Security Administrator	1. This user has access to the Security function. 2. The user may set up Users in the system and assign roles.

Role	Description
Administrator	1. This user may update all the RPPS configurations available in System Management. 2. This user may load data and calculate profitability. 3. This user may only access Security if they are also assigned to the Security Administrator role.

Changing relationship owners

You can now change the owner of a relationship in the Relationship Builder. Hover your cursor over a relationship pod, and the relationship pod displays the new relationship owner icon. Click the icon to open the Change Relationship Owner dialog.



Changes to Expense Allocation tab in Profitability Configuration

We made a few changes to the **Expense Allocation** tab in the Profitability Configuration section of System Settings.

▶ Pricing Fees and Expenses

We removed the Future Pricing Transaction Rates Income and Expense columns and replaced them with Pricing Fees and Expense columns. In the **Allow Pricing Fee Entry** column, click the Yes/No toggle to enable or disable the user's ability to enter a fee rate for pricing. Use the **Standard Pricing Expense Rate** column to type an expense rate.

> **NOTE:** The instructions above only apply to deposits.

▶ Product Expense Rates

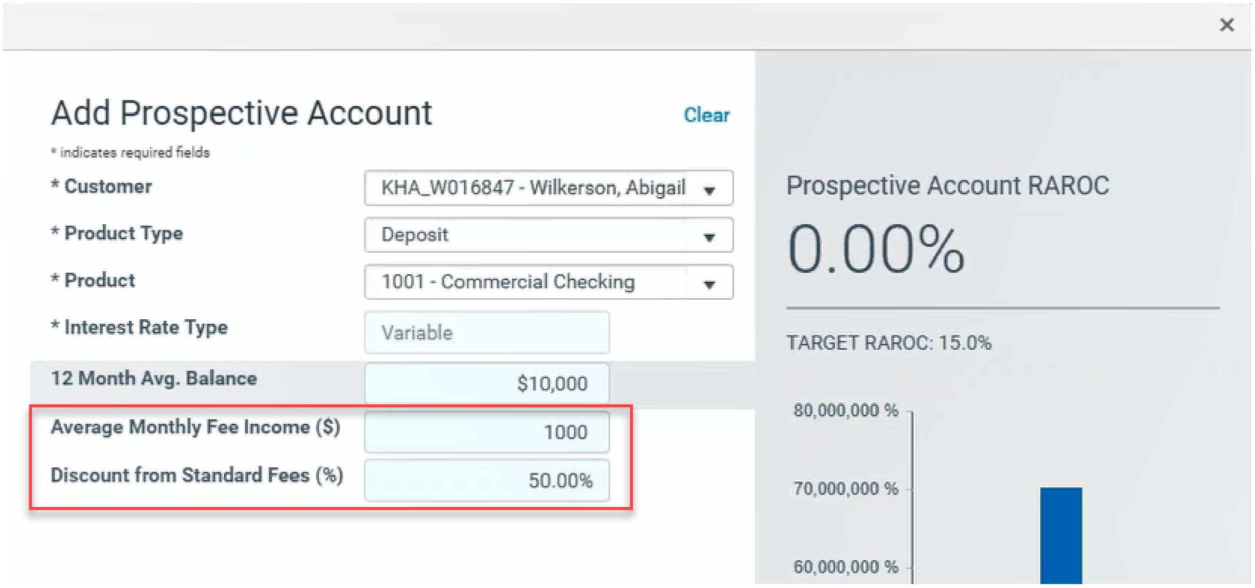
We added the **For Pricing Only** column to each of the Product Expense Rates sections: Origination, Closing, Maintenance (Fixed), and Maintenance (Variable). This allows you to import one or more expense types and have RPPS calculate the others. Set the Yes/No toggle in the For Pricing Only column to **Yes** when you import expenses for the cost section and are only using the amount in the associated Rates column for pricing.

> **NOTE:** If you click the Yes/No toggle in the **For Pricing Only** column to **Yes**, the system uses only the amount you enter in the corresponding Rates column for pricing and future profitability calculations. Axiom RPPS will not allocate the amount to current profitability. You need to import origination costs for expense groups where you have indicated **Yes**.

Fee Income and Discount fields in Pricing Scenario Report

The Relationship Manager can now enter a fee amount and the discount rate for prospective accounts (typically deposits). The fee amount is included in non-interest income and the transaction expense is calculated by grossing up the entered fee income by the discount rate. That amount is multiplied by the Standard Pricing Rate to determine the transaction expense.

Your Axiom System Administrator sets the expense rate in the Expense Allocation section under the Standard Pricing Expense Rate.

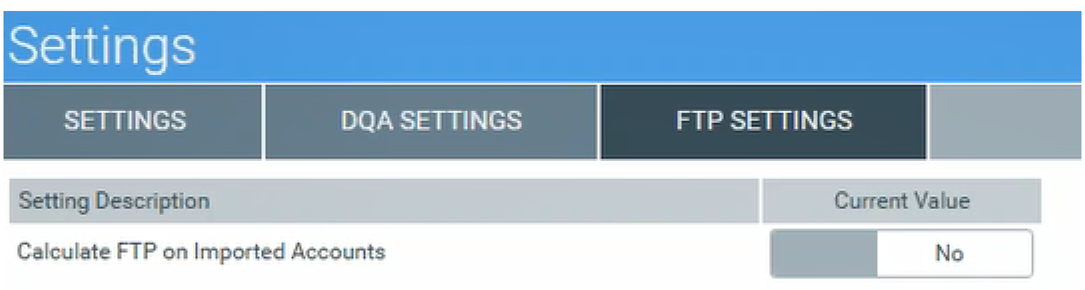


New FTP Settings tab in System Settings

Use the new FTP Settings tab in System Settings to indicate whether Axiom RPPS should calculate FTP results or if you are importing FTP results.

Click the Yes/No toggle to indicate one of the following:

- **Yes**, Axiom RPPS should calculate FTP.
- **No**, I am going to import FTP results from another system.

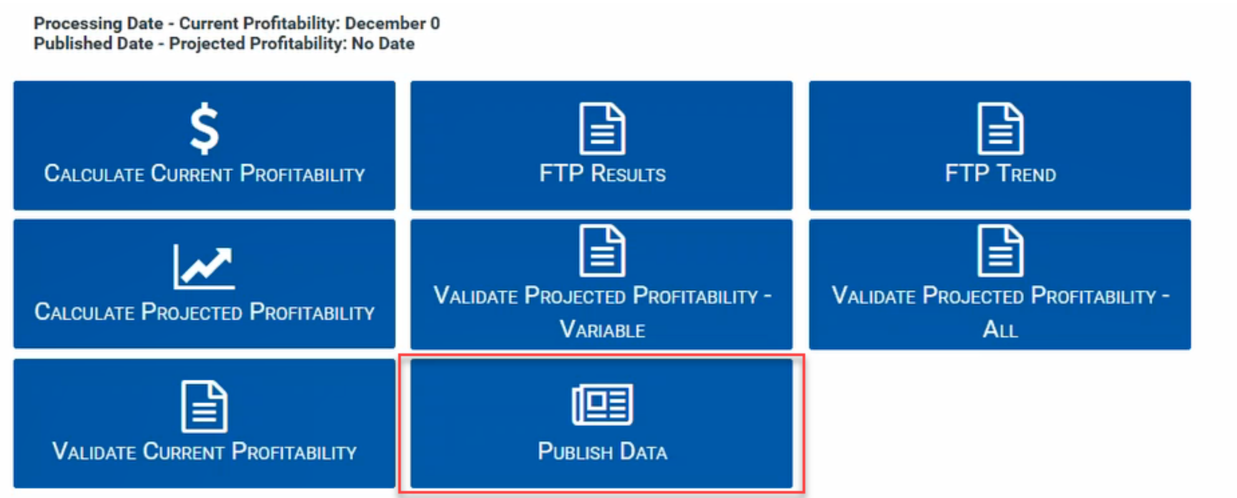


Publish data function in Profitability Calculations

When you import data to Axiom RPPS, the system performs calculations and validation of that data without releasing it to general end users. You can now "publish" this data once it is validated. This means that the data becomes part of all existing account and relationship data. All of your relationship metrics are recalculated to include the new published data.

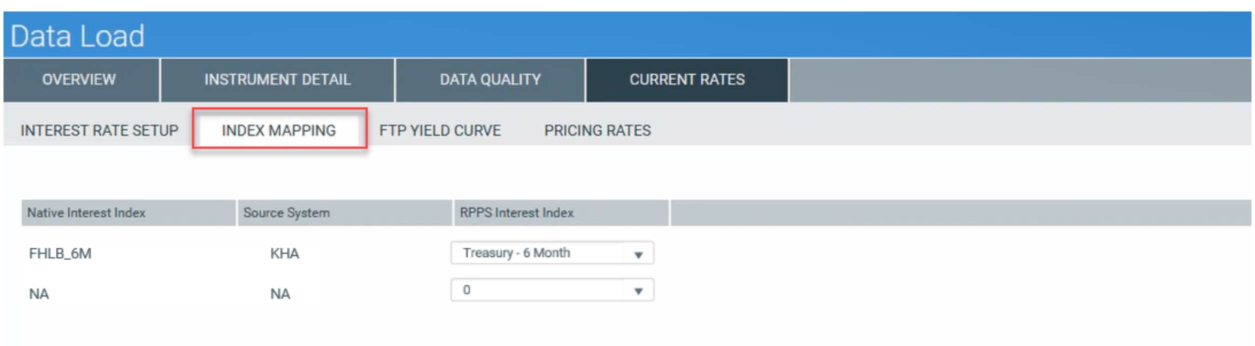
In the Profitability Calculations section of System Settings, click **Publish Data** to move data for a specific processing month into general release.

NOTE: Execute this step after Axiom RPPS processes the Data Quality Analysis (DQA) for the "processing date" and after you execute Calculate Current Profitability and Calculate Projected Profitability functions.



Index Mapping tab relocated to Data Load section

The **Index Mapping** tab is now located under the **Current Rates** tab in the **Data Load** section of **System Settings**. The tab was originally located under the FTP tab in the Profitability Configuration section. The functionality is the same.

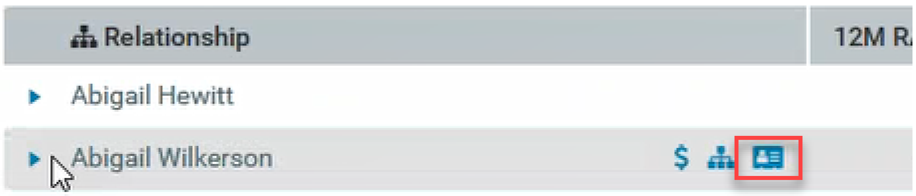


Report access from My Portfolio and XMap

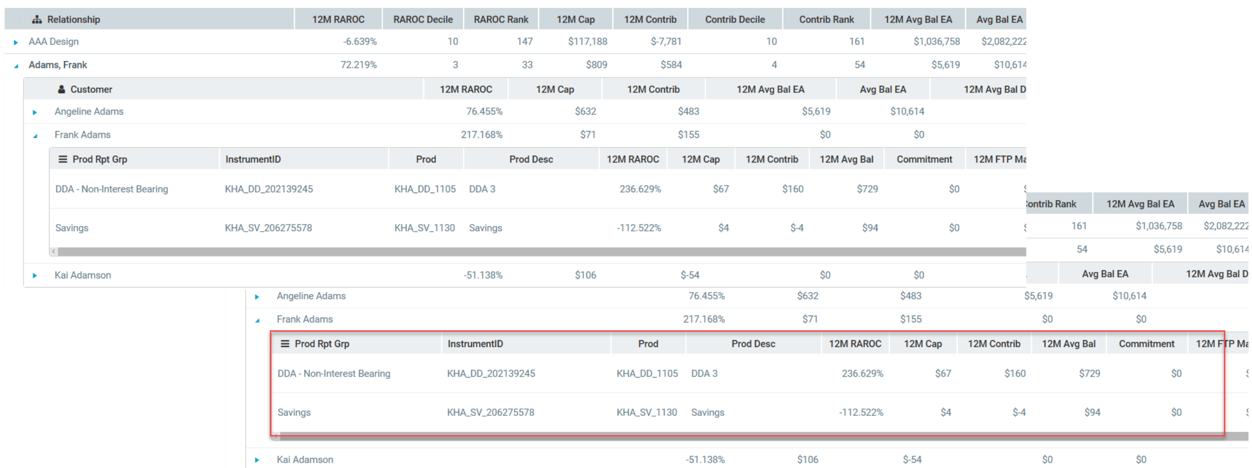
We added the ability to access some reports directly from My Portfolio and the XMap.

You can access the **Relationship Summary Report** from the Relationship column in My Portfolio. Axiom RPPS displays the report icon when you hover the cursor over a relationship. The report opens in a new browser tab.

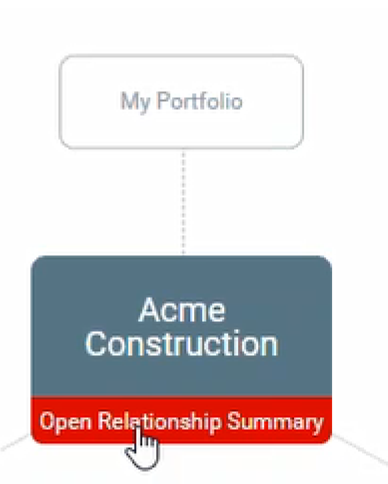
> **NOTE:** Your browser may block the tab from opening. If this happens, you may need to change your browser's security settings.



To access the **Account Detail Report** in My Portfolio, drill-down to the account level.



To access the **Relationship Summary Report** from the XMap, drill-down to the relationship level, and hover your cursor over the relationship pod. The relationship pod displays a link to the report. Click the link to open the report.



Known issues

The following table lists the known issues in this release:

Issue Description	Explanation
Closed Account must be included on Import [TFS 30827]	**Symptom:** If you do not include Closed Accounts in the imported source data, they are not included in Relationship metrics for the calculation of 12 month metrics. **Explanation:** You must include closed accounts in the source data import files for the twelve month metrics to be calculated correctly. Will be fixed in a future release.
Fixed Maintenance Costs allocated to closed accounts [TFS 30868]	**Symptom:** Allocated cost for fixed maintenance is being charged to closed accounts. **Explanation:** Will be fixed in a future release.
Proxy Functions are not available [TFS 30870]	**Symptom:** A Relationship Administrator or a Supervisor cannot directly build relationships for other users. **Explanation:** These users must first be assigned to both the Relationship Manager and Relationship Builder roles. Then, they must initially build the relationship in their own name and reassign the ownership to the correct user. Will be fixed in a future release.
Xmap not functioning for Relationship Administrator or Supervisor [TFS 30879]	**Symptom:** The Xmap does not display properly for the users with just the Relationship Administrator role or just the Supervisor role. **Explanation:** Users with the Relationship Administrator or Supervisor roles must also be assigned the Relationship Manager role for the XMap to display relationships owned by others. Will be fixed in a future release.

Issue Description	Explanation
My Portfolio only displays Relationships owned by the user [TFS 30866]	**Symptom:** My Portfolio will only display relationships directly owned by the user. If the user is a Relationship Administrator or a Supervisor then the user should be able to view either all relationships in the case of the Relationship Administrator or all relationship owned by the Relationship Managers assigned to the Supervisor. **Explanation:** The Relationship Builder and XMap display the permitted scope of relationships correctly. Both the Portfolio Ranking report and the Institutional Ranking report allow the Relationship Administrator and the Supervisor to view relationships owned by others. Will be fixed in a future release.
Editing New Account in Pricing concludes in incorrect results in the Scenario Comparison [TFS 30883]	**Symptom:** Exiting the Add Prospective Account display In the Pricing Request utility without clicking Save will result in errors in the Scenario Comparison results. **Explanation:** Always click **Save** when editing a new prospective account. Save will save any changes. Do not click **Close** or the "X" icon in the upper-right of the display to exit the display. To clear incorrect results on the Scenario Comparison page, edit the new account and save the existing settings again. Will be fixed in a future release.
Security Role not fully functional [TFS 30884]	**Symptom:** Some features in the Security Manager are not available to users who only possess the Security role. **Explanation:** You should assign the Administrator role to users working in the Security Manager. Will be fixed in a future release.
Account Detail Report – Cash Management Income and Expense detail not included [TFS 30869]	**Symptom:** In the Account Detail Report, in the Income and Expense Detail section, Cash Management Income and Expense are not included as detail line items so the totals on this page may not balance to the profit totals. This income and expense is being included in total non-interest income and expense for profitability calculations. **Explanation:** The amounts are included in total non-interest income and expense in the report overview tab. Will be fixed in a future release.

Issue Description	Explanation
Relationship Summary Report [TFS 30871]	**Symptom:** When you access the Relationship Summary Report from the XMap or My Portfolio, Axiom RPPS does not display the most current published data by default. Additionally, the relationships drop-down only displays relationships owned by the user. **Explanation:** You must select the correct date and relationship then apply it to the report in order to see the Published Data. Will be fixed in a future release.
Import Validation Report [TFS 30872]	**Symptom:** Axiom RPPS does not display the current processed data in the import validation report by default. **Explanation:** You must re-select the date from the filter drop-down and apply the filter to display the correct data. Will be fixed in a future release.
Comparison Summary report section removed from Pricing Scenario Report [TFS 30867]	**Symptom:** The Comparison Summary report section is no longer in the Pricing Scenario Report. **Explanation:** To prevent misleading results, we removed the Comparison Summary report until the results display is corrected. Will be fixed in a future release.