

Regulatory Intelligence

Compliance Solutions, Inc.

# BRANCH AUDIT PLATFORM FEATURES & CAPABILITIES







## **General Overview**

An Overhead Look at the RICS Audit Platform

2 S Tech 8

## RICS Tech & Flexibility

What Makes RICS

Different than the Rest

3

### DEEPER DIVE

A Detailed Look at RICS in action

4

## **Moving Forward**

Roadmap & Timelines Let's Build YOUR Solution



### RICS PLATFORM FEATURES



RICS tailors each audit to the business & practices conducted in each branch to assess risks specific to that branch.

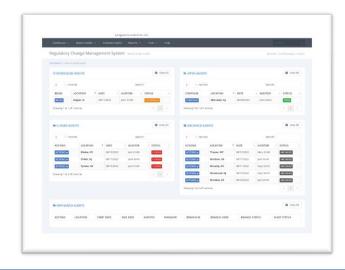
Content is updated to ensure compliance with new rules and regulations.

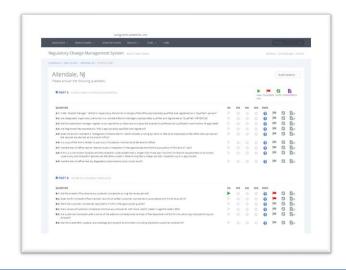
RICS contains a comprehensive library of audit steps cross referenced with FINRA and SEC regulations.

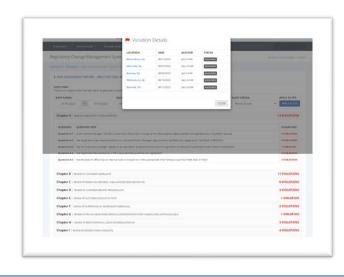
Our clients may elect to use their own content entirely.

### RICS PLATFORM OVERVIEW

The RICS Platform Offers Users an Intelligent System for Collecting & Analyzing Branch Data, Communication during the Audit Process, and Risk Analysis Based on the Audit Results







### **DASHBOARD**

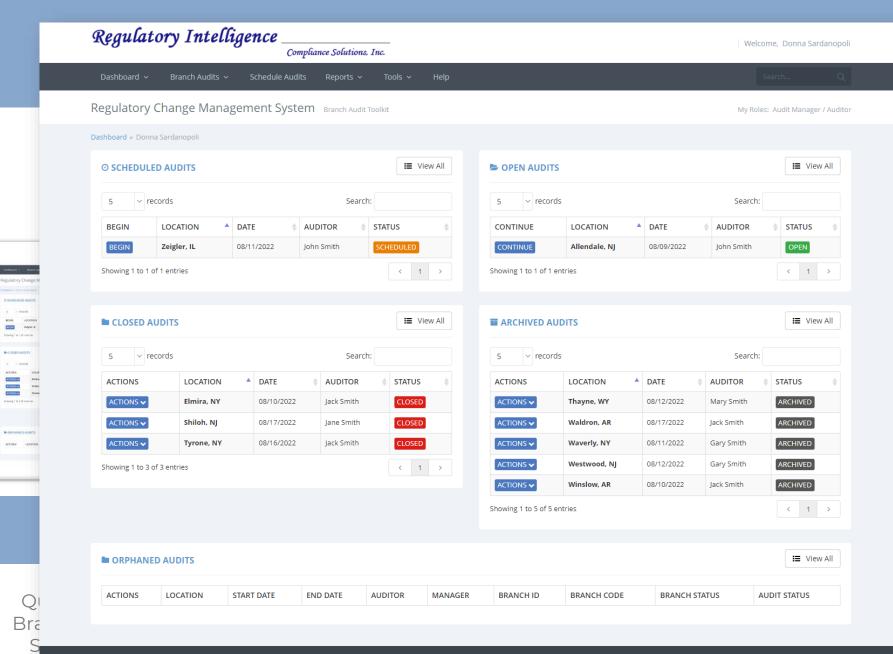
### Quick & Easy Access to Branch Audits in Various States of Completion

### **STREAMLINED**

## Intuitive User Interface Provides Users with Tools & Resources in a Click

### **RISK ANALYSIS**

Intelligent Deep Dive into Audit Results Measures Exposure to Risk & Violations



2022 Regulatory Intelligence Compliance Solutions Inc.

Application by: Regulatory Intelligence Compliance Solutions In

APPLY PLTER

PROLATIONS

11 VIOLATIONS
9 VIOLATIONS
3 VIOLATIONS
1 WOLATIONS
2 VIOLATIONS
1 WOLATIONS
3 VIOLATIONS
4 VIOLATIONS

res ations

Regulatory Intelligence Welcome, Donna Sardanopoli Compliance Solutions, Inc. Regulatory Change Management System Branch Audit Toolkit My Roles: Audit Manager / Auditor Dashboard • Schedule Schedule Audits 10 v records Search: ID 

CITY ♦ STATE ♦ CODE ♦ TYPE □ DUE DATE REGION ₱ PHONE FL **♦ LAST** SCHEDULE 210 Oakland NJ 105 OSJ North 1234567890 Kellie Wagner 08/14/2021 SCHEDULE Zwolle 465 LA 7148 Non Branch Location 2022-12-31 South 1234567890 Jordan House SCHEDULE Zanoni MO 6578 OSJ 2022-12-31 Midwest 1234567890 Brian Bennett SCHEDULE 463 ND 5885 1234567890 SCHEDULE Zahl Non Branch Location 2022-12-31 South Craig Wilson

West

North

Midwest

East

West

East

1234567890

1234567890

1234567890

1234567890

1234567890

1234567890

William Smith

Mark Yoder

Dr. Colon

Robert Wilson

Cody Luna

Victor Austin

Training 1 to 3 of 3 areas

ACTIONS LOCATION

462

461

460

458

457

Yucca

York

Yigo

Yap

Yalaha

Showing 1 to 10 of 465 items.

Yeoman

APPLE PACTOR

ANYOLATIONS

ANYOLATIONS

I WINELESSING

I WINELS

I WINELESSING

I WINELESSING

I WINELESSING

I WINELESSING

I

S

into res ations

Q Bra

© 2022 Regulatory Intelligence Compliance Solutions. Inc.

ΑZ

AL

GU

FM

FL

8643

3692

9692

4799

9694

3479

Non Branch Location

Non Branch Location

Non-OSJ

OSJ

OSJ

Non-OSJ

2022-12-31

2022-12-31

2022-12-31

2022-12-31

2022-12-31

2022-12-31

Application by: Regulatory Intelligence Compliance Solutions I

SCHEDULE

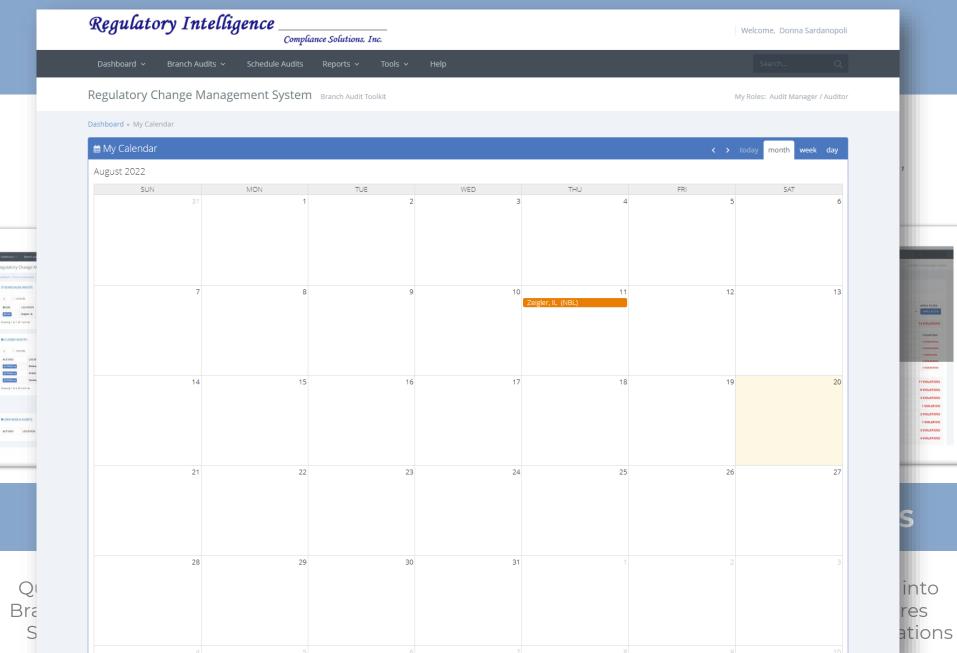
SCHEDULE

SCHEDULE

SCHEDULE

SCHEDULE

SCHEDULE



Branch Management

Field Leader: Alex Green
Email: donnas@regulatoryintelligence.com
Field Leader Qualifications:

| Series 9 & 10
| Series 24
| Series 23
| Other

If Other

Producing Field Leader:

| YES
| NO

Names of other "Qualified" Supervisors:

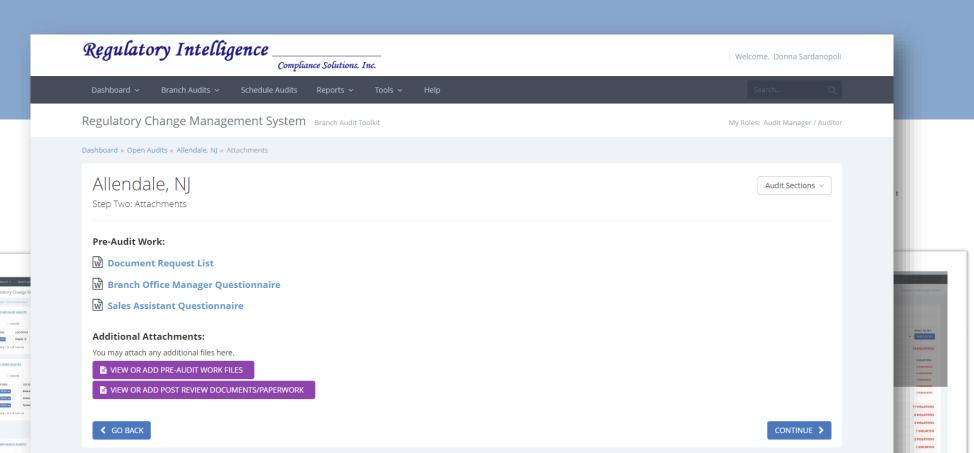
**Number of Registered Representatives:** 

Options Other Number of Transactions: Monthly Year to Date Number of Active Accounts: 1 Audit Details **Type** ○ Onsite ○ Virtual **Audit Date:** Announced or Unannounced:

5

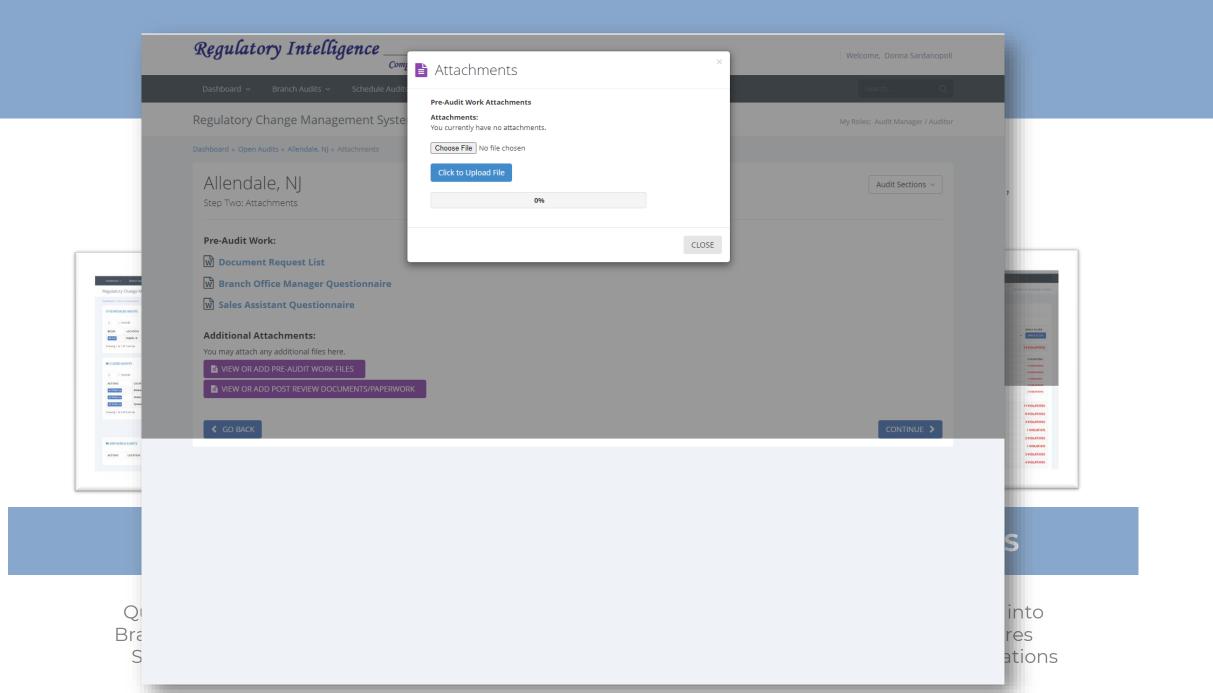
into res ations

Q Bra



Qı Bra

into res ations



Compliance Solutions, Inc.

Welcome, Donna Sardanopoli

Dashboard 🗸

Branch Audits

lits Repo

s v To

ools v

Help

Searcl

Regulatory Change Management System Branch Audit Toolkit

My Roles: Audit Manager / Auditor

Audit Sections \

Dashboard • Open Audits • Allendale, NJ • Choose Chapters

### Allendale, NJ

Select the applicable chapters to complete the audit

#### Chapters:

#### Select All / Deselect All

- ✓ A. BRANCH ADMINISTRATION/REGISTRATION
- ☑ B. REVIEW OF CUSTOMER COMPLAINTS
- ▼ C. REVIEW OF BOOKS AND RECORDS / NEW ACCOUNT DOCUMENTATION
- ✓ D. REVIEW OF CUSTOMER IDENTITY PROGRAM (CIP)
- ✓ E. REVIEW OF CUSTOMER ACCOUNT ACTIVITY
- ▼ F. REVIEW OF SUPERVISION OF SUPERVISORY PERSONNEL
- ✓ G. REVIEW OF RR'S ON HEIGHTENED/SPECIAL SUPERVISION/STATUTORY DISQUALIFIED INDIVIDUALS (SD'S)
- ✓ H. REVIEW OF REMOTE/PHYSICAL LOCATIONS/REGULATION SP
- ✓ I. REVIEW OF DISCRETIONARY ACCOUNTS
- ✓ J. REVIEW OF EMPLOYEE/EMPLOYEE RELATED ACCOUNTS
- ✓ K. REVIEW OF EMPLOYEE/EMPLOYEE RELATED OUTSIDE ACCOUNTS
- L. REVIEW OF OUTSIDE ACTIVITIES / PRIVATE SECURITIES TRANSACTIONS / SHARING IN PROFIT OR LOSSES, BORROWING OR LENDING MONEY AND/OR JOINT ACCOUNTS WITH CUSTOMERS
- ✓ M. REVIEW OF ELECTRONIC AND WRITTEN COMMUNICATIONS, PDA'S AND SOCIAL MEDIA WEB SITES
- ✓ N. REVIEW OF ADVERTISING / MARKETING / SEMINARS / SENIOR INVESTORS / SENIOR DESIGNATIONS
- ✓ 0. REVIEW OF ORDER TICKETS AND CONFIRMATIONS
- P. REVIEW OF ACCOUNT DESIGNATION CHANGES (Cancel/Rebills) and ORDER ERRORS
- ✓ Q. REVIEW OF REGULATION T EXTENSIONS AND RESTRICTED ACCOUNTS
- ✓ R. REVIEW OF BOUNCED CHECKS
- ✓ S. REVIEW OF "P.O. BOX"/"CARE OF"/"HOLD MAIL" ACCOUNTS
- ▼ T. REVIEW OF CUSTOMER CHANGE OF ADDRESS
- ☑ U. REVIEW OF TRANSMITTALS OF FUNDS AND SECURITIES /LETTERS OF AUTHORIZATION
- ✓ V. REVIEW OF SAFEGUARDING CUSTOMER FUNDS AND SECURITIES
- ✓ W. REVIEW OF CURRENCY (BANK SECRECY ACT)
- X. REVIEW OF TELEMARKETING



S

into res ations

Q Bra Compliance Solutions, Inc.

Welcome, Donna Sardanopoli

Dashboard V Branch Audits V

My Roles: Audit Manager / Auditor

#### Regulatory Change Management System Branch Audit Toolkit

Allendale, NJ

Please answer the following questions:

Dashboard • Open Audits • Allendale, NJ • Perform Audit

**■ PART A** BRANCH ADMINISTRATION/REGISTRATION

Audit Sections ~



Head VIOLATIONS NOTES ATTACHMENTS

#### QUESTION

- A-1 Is the "Branch Manager" (BOM) or Supervisory Personnel in charge of the office appropriately qualified and registered as a "Qualified" person?
- A-2 Are designated supervisory personnel (i.e. Assistant Branch Manager) appropriately qualified and registered as "Qualified" (PERSONS)?
- A-3 Did the operations manager register as an operations professional and pass the operations professional qualification examination (if applicable)
- A-4 Are Registered Representatives ("RRs") appropriately qualified and registered?
- A-5 Does the branch maintain a "Delegation of Duties Memo" which includes a listing by name or title of all employees at the office who can explain the records maintained at the branch office?
- A-6 Is a copy of the firm's Written Supervisory Procedures maintained at the branch office?
- A-7 Has the branch office had an Internal Audit or Inspection in the appropriate time frame pursuant to FINRA Rule 3110(c)?
- A-8 If this is a non-branch location and the inspection cycle established is longer than three year; has the firm/branch documented in its written supervisory and inspection procedures the factors used in determining that a longer periodic inspection cycle is appropriate
- A-9 Has the branch office had any Regulatory Examinations since its last Audit?

TWOLATIONS 9 VIOLATIONS
9 VIOLATIONS
1 VIOLATIONS
2 VIOLATIONS
1 VIOLATIONS
1 VIOLATIONS

**■ PART B** REVIEW OF CUSTOMER COMPLAINTS

#### QUESTION

- B-1 Did the branch office receive any customer complaints during the review period?
- B-2 Does the firm/branch office maintain records of written customer complaints in accordance with FINRA Rule 4513?
- B-3 Were the customer complaints reported to FINRA in the appropriate quarter?
- B-4 Did a review of customer complaints disclose any complaints with merit, and/or patterns against certain RRs?
- B-5 Are customers furnished with a notice of the address and telephone number of the department of the firm to which any complaints may be
- B-6 Did the branch/firm capture, acknowledge and respond to all written (including electronic) customer complaints?

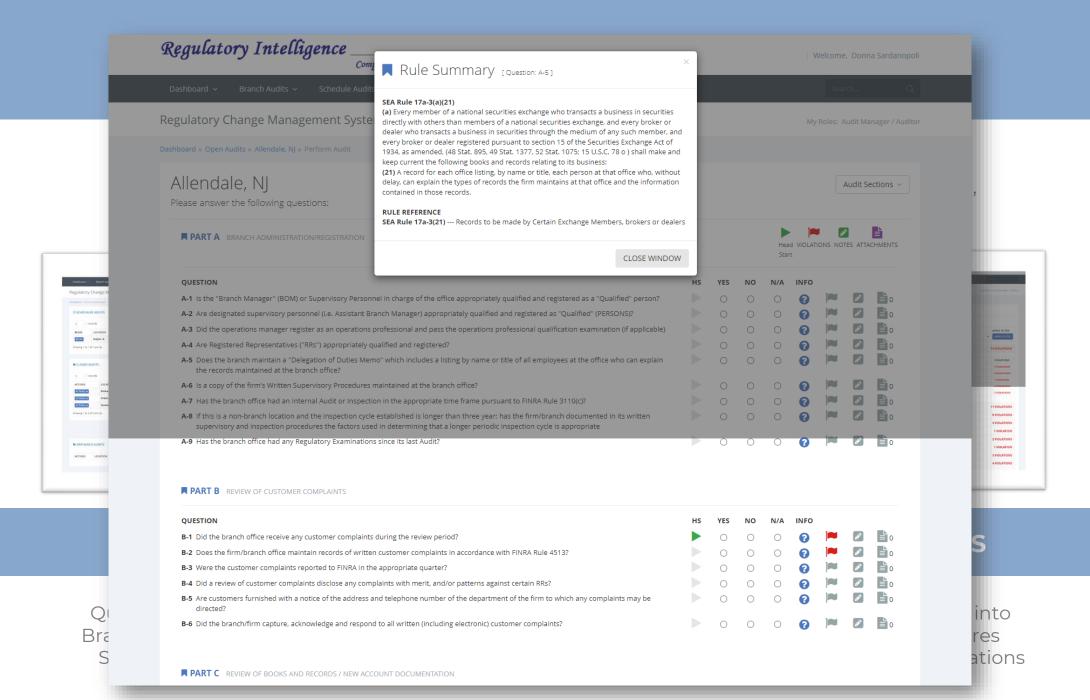
NO

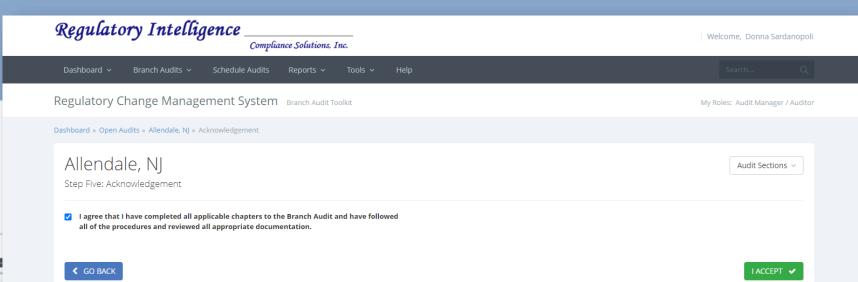
into ations

N CLOSED AUDIES

ACTION System

PART C REVIEW OF BOOKS AND RECORDS / NEW ACCOUNT DOCUMENTATION

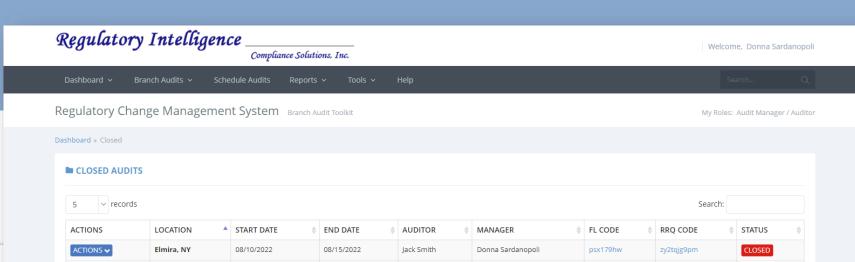






ANTO POSTAN ANTO POSTAN TANDERS TO THE POSTAN TO THE PO

into res ations



Jane Smith

Jack Smith

Donna Sardanopoli

Donna Sardanopoli





into res ations

ACTIONS **✓** 

ACTIONS 🗸

Showing 1 to 3 of 3 entries

Shiloh, NJ

Tyrone, NY

08/17/2022

08/16/2022

08/19/2022

08/19/2022

CLOSED

CLOSED

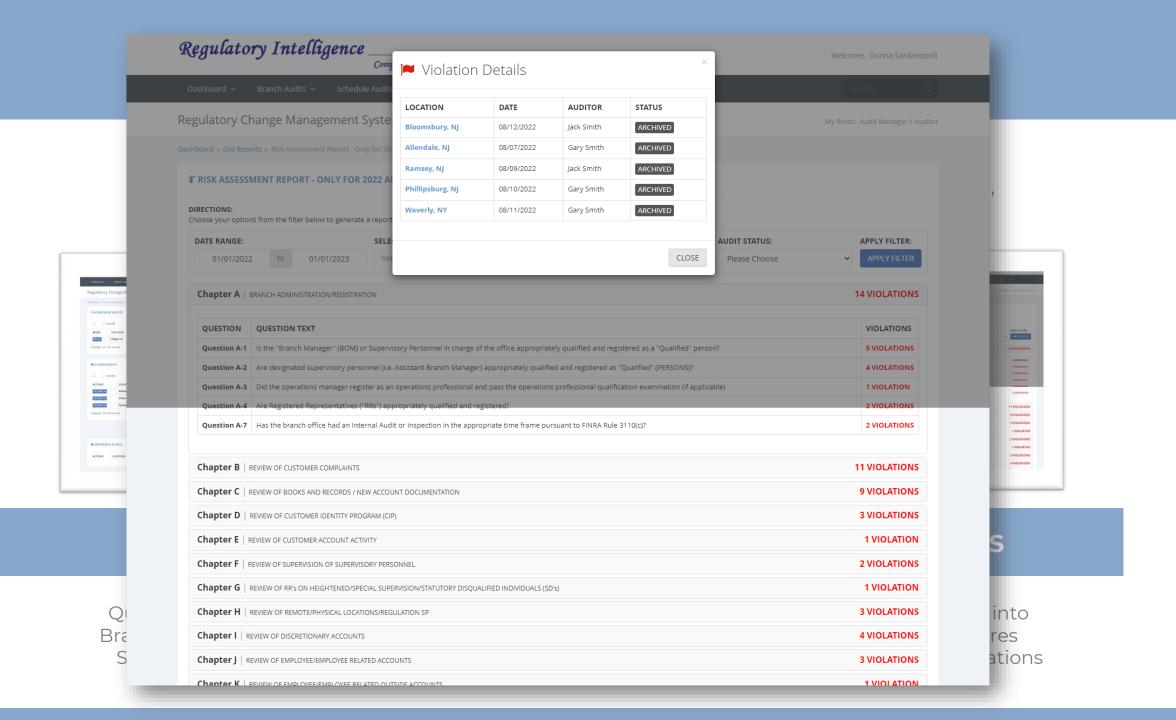
< 1 >

wqtfm8kpsg

sx9fjmhv68

2kwpdm6h

nzsgw9q6





### CUSTOM CONTENT & ENHANCEMENTS

### CONTENT

Supplement questions, checklists, questionnaires, attachments, modules, & other prerequisites.



### **REPORTS**

We can slice & dice the data that is collected before, during, and after each branch audit & build custom reports to your specifications.

The RICS Platform can be custom tailored to the needs of your firm. We can build custom features, reports, modules, integrations, & more.

### WORKFLOW

Customize the process and features that make up the branch audit. We can create enhancements to collect & report on the data that is most important to your firm.

### **API & Webhooks**

Your data your way. You can push & pull content, schedules, branch information, usage data & more. Trigger custom notifications & actions using webhooks.



### BRANCH ROSTER

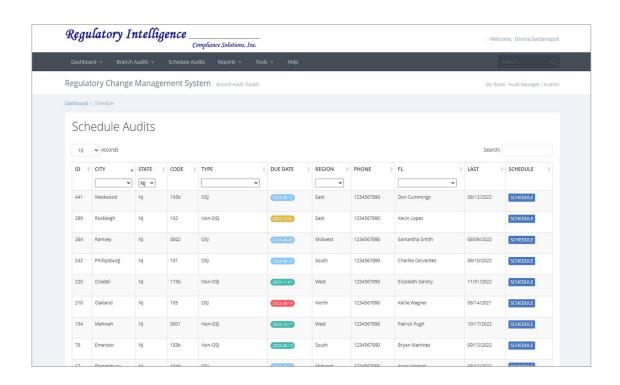
Pulling a Branch Roster to determine which offices require examination.

### **RICS Solution:**

Filters are provided in the scheduler. These filters not only segregate a specific list you may want to review whether it be by city, state, type of location, region, branch manager, it also provides the ability to DETERMINE WHICH OFFICES REQUIRE EXAMINATION through the color coding of the dates.

The color coding of the dates is divided into buckets of time. Time until the branch needs to be scheduled.

These time frames and colors can be selected by our clients and more importantly correlated to rule 3110 (c).



Welcome, Donna Sardanopoli

Dashboard V Branch Audits V Schedule Audits Reports V Tools V Help

Regulatory Change Management System Branch Audit Toolkit

Dashboard Schedule

Branch Audit Toolkit

Schedule Audits

Pullir deter

-----

exam

**RICS** 

Filters a only seç

whethe branch

DETERN

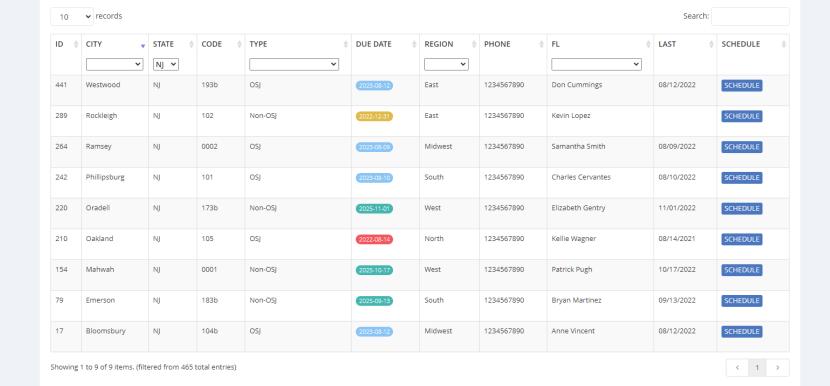
through

The cold

time. Ti

These ti

more in

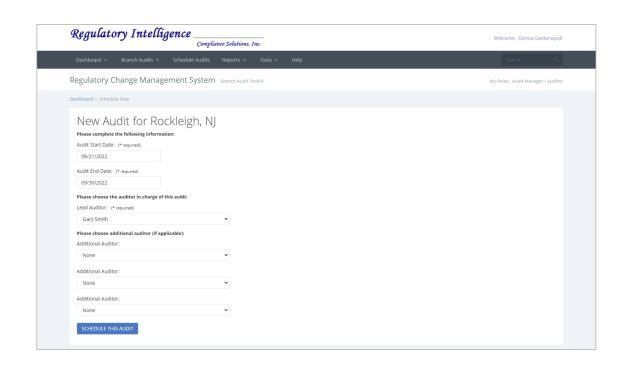


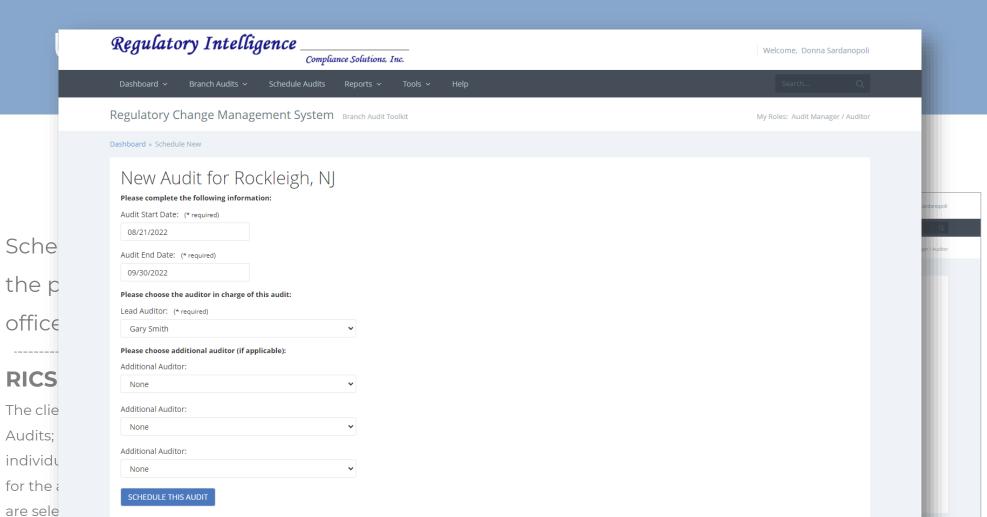
### SCHEDULING AN EXAM

Scheduling an examination via the platform (OSJ and Non-OSJ office)

**RICS Solution:** 

The client will select which roles can schedule Branch Audits; i.e., auditor and/or audit manager. The individual will select a beginning date and end date for the audit. The auditor and any additional auditors are selected. The scheduler will be given the opportunity to reschedule if there is a change in the audit date and/or auditor(s).





the p office RICS The clie Audits;

opportu audit da

### PRE-AUDIT QUESTIONNAIRES

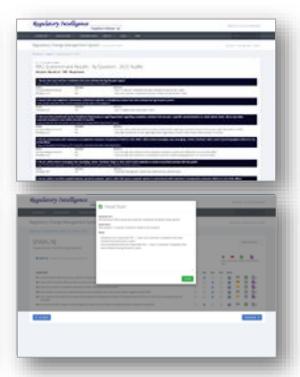
Delivering, receiving and analyzing preaudit questionnaires based on role / title. Auto populate the audit workbook with the answers received.

.....

#### **RICS Solution:**

RICS has the ability to create questionnaires for any type of roles (i.e. Brokers, Sales assistants, Person-incharge) and insert them into the workflow. Delivery is sent via a link. Once an individual submits a questionnaire the responses are immediately available within various reports that allow the auditor to analyze the results in a concise manner providing an understanding as to what further review needs to be performed with reporting capabilities to track trends / velocity of which questions are being flagged.





Compliance Solutions, Inc.

Welcome, Donna Sardanopoli

Schedule Audits Reports V Regulatory Change Management System Branch Audit Toolkit My Roles: Audit Manager / Auditor Dashboard • Reports • RRQ Questionnaire Results - By Person - 2022 RRQ Questionnaire Results - By Person - 2022 Audits Delive EMAIL: donnasard@optonline.net Answers Based on "YES" Responses: audit ( 1. Do you have any Customer Complaints that were initiated during the past 2 years? ( If yes, provide customer(s) name, account number(s), and description of the allegations) Auto p Answer: YES - Details: I have 2 Customer Complaints that were initiated during the past 2 years the an 3. Have you been questioned, by the Compliance Department or Legal Department regarding a complaint, activity in the account, a specific communication (i.e. email, phone, letter, fax) or any other customer/compliance issue within the past 12 months? ( If, yes, provide the name and number of each customer account(s) and the reason for the inquiry) Answer: YES - Details: I have you been questioned, by the Compliance Department regarding a complaint, activity in the account within the past 12 months. 4. Do you communicate with customers or prospective customers via personal E-Mail (i.e. AOL, MSN), utilize instant messaging, text messaging, twitter, facebook, (other social networking sights) while in or out ( If yes, provide details of the frequency, list of customers contacted and by which means/application) Answer: YES - Details: I communicate with customers and prospective customers via personal E-Mailwhile in or out of the office RICS 7. Do you communicate or conduct business with the public through a firm issued iPad or similar device? Answer: YES - Details: I communicate and conduct business with the public through a firm issued iPad RICS ha type of I 10. Do you conduct any business (including entering orders on behalf of clients) from any location outside your branch office? ( If yes, provide the location and what type of business is conducted) charge) Answer: YES - Details: At my home office sent via 15. Do you have any other duties or responsibilities with your firm? i.e. [principal supervisor] (If yes, Provide title, hours dedicated and description.) Answer: YES - Details: I am assistant BOM. questio availabl 16. Have you engaged in any outside business activities (i.e. director, officer, controlling stockholder, partner or sole proprietor of, or an associated person of any other company, entity or charitable to analy (Detail the activity, hours per week, if you have been compensated and if you perform the outside activity at the broker dealer's office.) Answer: YES - Details: I have my real estate license ad work on weekends an unde

19. Do you have any Employee and Employee Related (members of your household) Accounts at your firm?

Answer: YES - Details: I have an account with my spouse

(If yes, provide account titles, account numbers and include individual accounts, joint accounts, partnership accounts, custodial accounts, investment club accounts, etc.)

be perfo

trends /

ct

...

---

Compliance Solutions, Inc.

Welcome, Donna Sardanopoli

Dashboard

Branch Audits 🗸

Schedule Audit

Reports

Tools

Help

Search...

arch... (

Regulatory Change Management System Branch Audit Toolkit

My Roles: Audit Manager / Auditor

Dashboard • Reports • RRQ by Question - 2022

Click nere to return to repor

RRQ Questionnaire Results - By Question - 2022 Audits

#### Answers Based on "YES" Responses:

#### 1. Do you have any Customer Complaints that were initiated during the past 2 years?

( If yes, provide customer(s) name, account number(s), and description of the allegations)

EMAIL ANSWER DETA

donnasard@optonline.net YES I have 2 Customer Complaints that were initiated during the past 2 years
afi34@aol.com YES I have one Customer Complaints that were initiated during the past 2 years

#### 2. Do you have any Litigations, Arbitrations, settlement requests, or disciplinary actions that were initiated during the past 2 years?

( If yes, provide customer(s) name, account number(s), and description of the allegations)

 EMAIL
 ANSWER
 DETAILS

 afi34@aol.com
 YES
 I have 2 Litigationsduring the past 2 years

3. Have you been questioned, by the Compliance Department or Legal Department regarding a complaint, activity in the account, a specific communication (i.e. email, phone, letter, fax) or any other customer/compliance issue within the past 12 months?

( If, yes, provide the name and number of each customer account(s) and the reason for the inquiry)

AAIL ANSWER DETAIL

donnasard@optonline.net YES I have you been questioned, by the Compliance Department regarding a complaint, activity in the account within the past 12 months.

afi34@aol.com YES I have been questioned, by the Legal Department regarding an activity in the account within the past 12 months

### 4. Do you communicate with customers or prospective customers via personal E-Mail (i.e. AOL, MSN), utilize instant messaging, text messaging, twitter, facebook, (other social networking sights) while in or out of the office?

( If yes, provide details of the frequency, list of customers contacted and by which means/application)

EMAIL ANSWER DETAILS

donnasard@optonline.net YES I communicate with customers and prospective customers via personal E-MailWhile in or out of the office afi34@aol.com YES I communicate with customers or prospective customers via text messaging while in or out of the office

#### 5. Do you utilize instant messaging, text messaging, twitter, facebook, blogs or other social media websites to conduct securities business with the public?

( If yes, Provide details regarding the securities business conducted, the frequency and approximately how many customers.)

 EMAIL
 ANSWER
 DETAILS

 afi34@aol.com
 YES
 I utilize text messaging to conduct securities business with the public.

### 6. Do you utilize a non-firm supplied desktop, personal computer, Ipad or other third party computer system to communicate with customers or prospective customers while in or out of the office? (If yes, identify the device(s), wireless connection and provide all customers with whom you interact with in this manner)?

EMAIL ANSWED DETAILS

afi34@aol.com YES I utilize a non-firm supplied Ipad to communicate with customers or prospective customers while in or out of the office

#### 7. Do you communicate or conduct business with the public through a firm issued iPad or similar device? (If yes, provide details)

EMAIL ANSWER DETA

donnasard@optonline.net YES I communicate and conduct business with the public through a firm issued iPad
afi34@aol.com YES I communicate and conduct business with the public through a firm issued iPad or similar device

to analy an unde be perfe

trends/

Delive

audit (

Auto r

the an

RICS

RICS ha

type of

charge)

sent via

questio

availabl



### PRE-AUDIT QUESTIONNAIRES

Delivering, receiving and analyzing preaudit questionnaires based on role / title. Auto populate the audit workbook with the answers received.

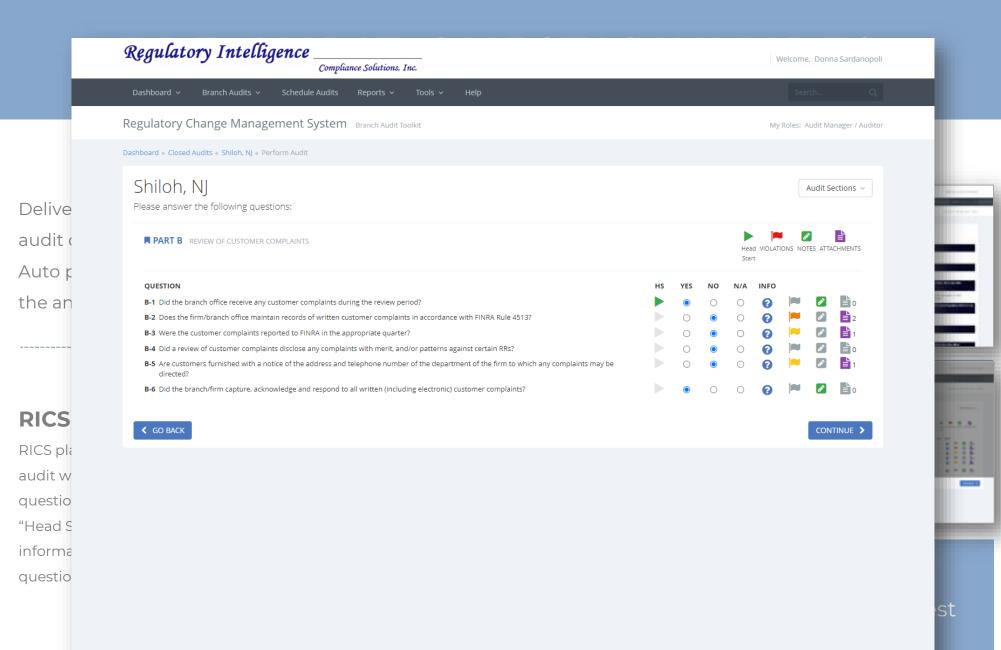
.....

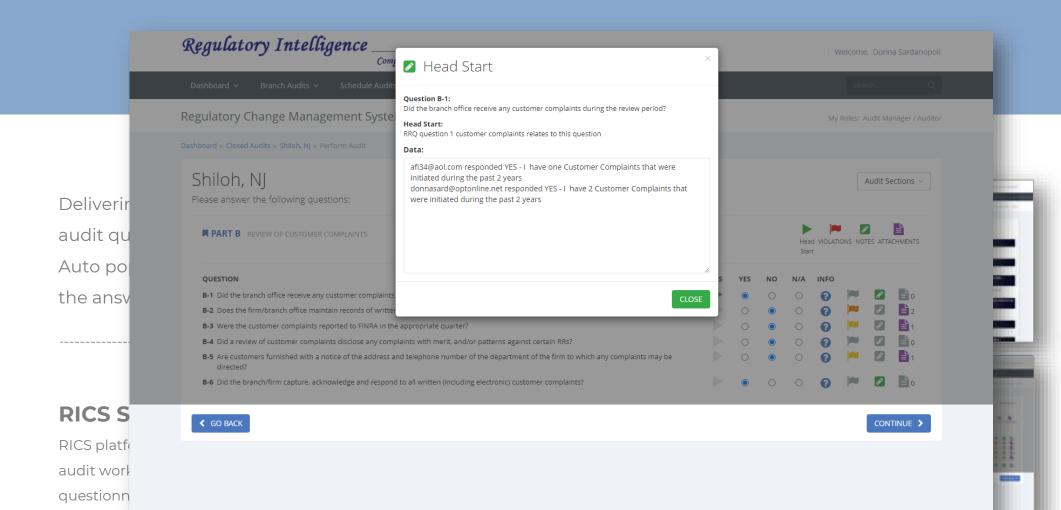
#### **RICS Solution:**

RICS platform offers the ability to auto populate the audit workbook with the answers received in the questionnaires. RICS facilitates this by providing a "Head Start" section where all the applicable information is auto populated for the corresponding question within the audit.









"Head Stalinformatic question v

### Examples of 3<sup>rd</sup> PARTY INTEGRATIONS



The RICS Platform Has the Ability to Integrate with 3<sup>rd</sup> Party Services to the Ability of their API or Method

**CUSTOM INTEGRATIONS** 

API/WEBHOOKS

Our API Supports Both Push & Pull Requests. You May Trigger Webhooks for Notifications or Other Capabilities

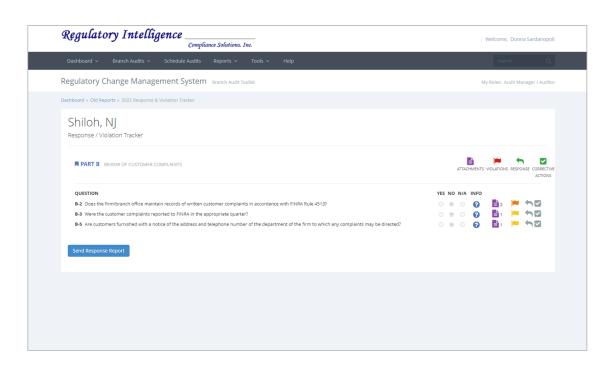
### FINDINGS & ATTACHMENTS

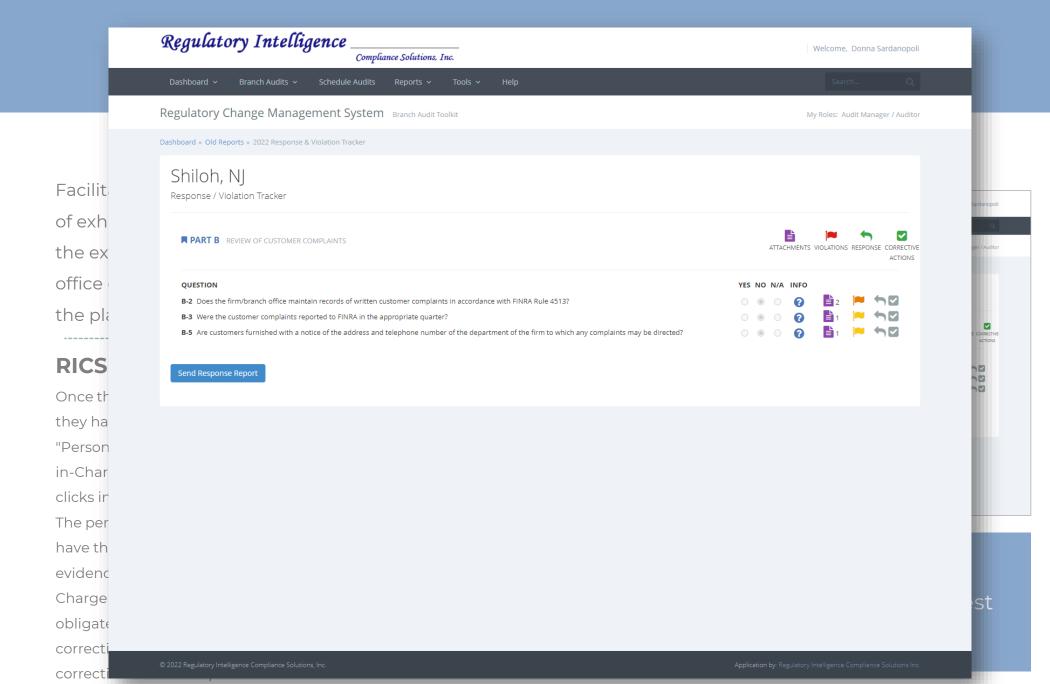
Facilitation of communication and display of exhibits/attachments (findings) during the exam process to which the branch office can respond during the exam via the platform

-----

#### **RICS Solution:**

Once the exam team is completed with the exam, they have the ability to send the findings report to the "Person-in-Charge" at the branch office. The Person-in-Charge will receive a personalized link that he/she clicks into that allows them to view the findings report. The person-in-charge will respond to each finding and have the ability to add attachments, which provides evidence of their response. Once the Person-in-Charge sends the responses back, they are then obligated to send another response as to what actual corrective action took place and as of what date the corrective action was completed.



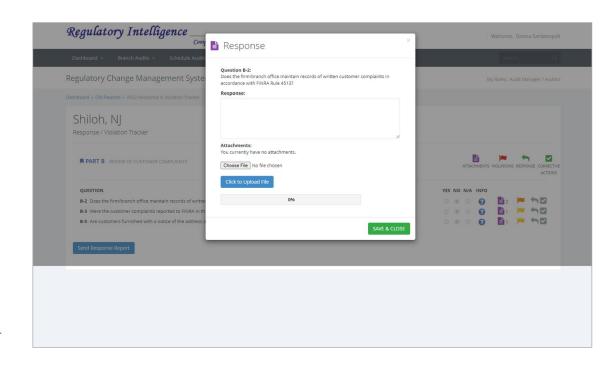


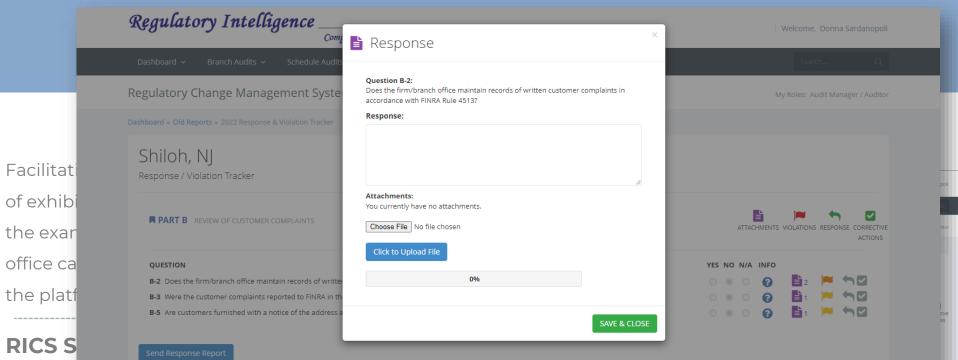
### FINDINGS & ATTACHMENTS

Facilitation of communication and display of exhibits/attachments (findings) during the exam process to which the branch office can respond during the exam via the platform

#### **RICS Solution:**

Once the exam team is completed with the exam, they have the ability to send the findings report to the "Person-in-Charge" at the branch office. The Person-in-Charge will receive a personalized link that he/she clicks into that allows them to view the findings report. The person-in-charge will respond to each finding and have the ability to add attachments, which provides evidence of their response. Once the Person-in-Charge sends the responses back, they are then obligated to send another response as to what actual corrective action took place and as of what date the corrective action completed.





RICS S

Once the they have "Person-ir in-Charge clicks into The persor have the a evidence ( Charge se obligated corrective.

corrective

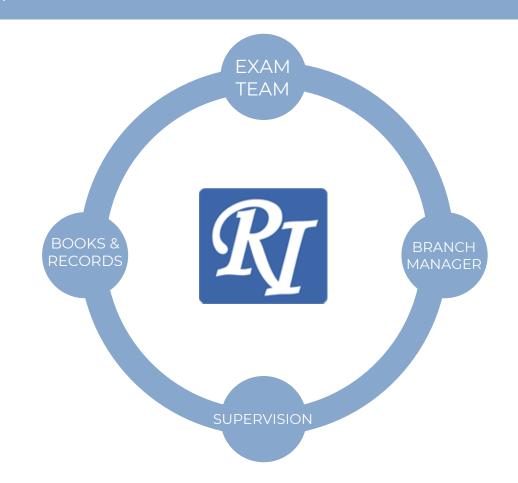
### CROSS DEPARTMENT WORKFLOWS

Facilitation of communication and workflows within the platform across multiple departments (e.g., Exam Team to Supervision)

#### **RICS Solution:**

Our clients have the option to include individuals at the home office supervision/compliance department as users. They can be given the same access as the exam team and be as involved as the audit team.

Once the Person-in-Charge sends their initial response, the home office supervision department or the audit team can communicate to the Person-in-Charge if each response was sufficient.

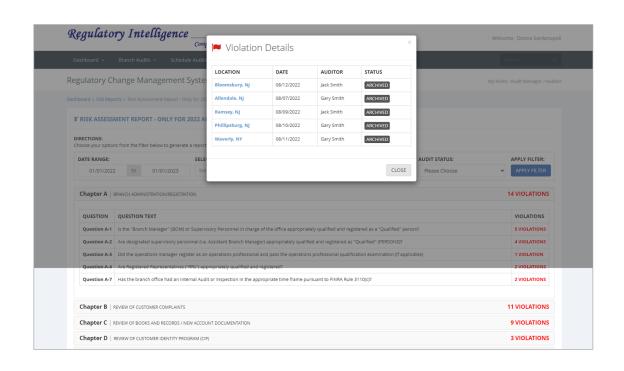


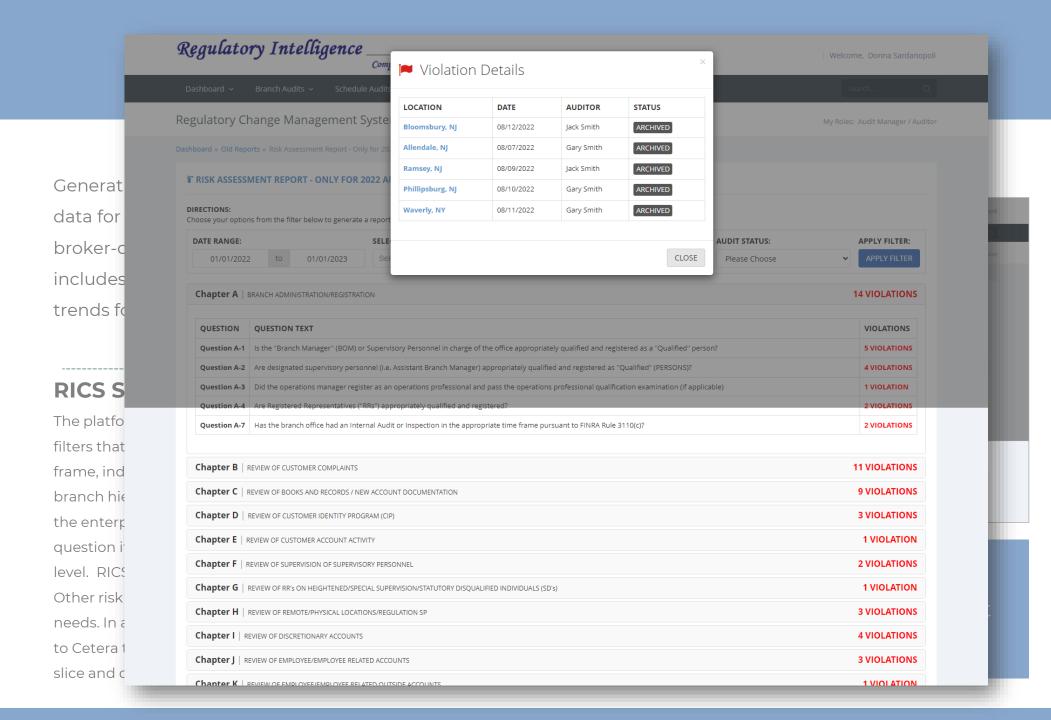
### REPORTING & RISK ANALYSIS

Generation of status reports and statistical data for completed exams at the branch, broker-dealer and enterprise level which includes the ability to identify and analyze trends for which an exception is identified.

#### **RICS Solution:**

The platform has a risk report that includes many filters that can provide statistical information by time frame, individual branches, city, states, regions, branch hierarchy, broker-dealers, and cumulatively at the enterprise level. As you click into each violation question it will take the user all the way to the branch level. RICS can add and/or delete any filters necessary. Other risk reports can be built to meet other specific needs. In addition, RICS can provide all this audit data to their clients through the API which will allow them to slice and dice the information as they need.





### ACCESS & AVAILABILITY







User management using the RICS IAM or your firm's SSO provider

SSO/IAM

PLATFORM INDEPENDENT The RICS Platform runs on Most modern OS + browser combinations



API + SSH **TUNNELS** 



OFFLINE SYNC

TRUSTED INTEGRATION

DATA LOCKING & **SYNCRONIZATION**  Your data is available beyond the user interface. We can set up secure tunnels to share data

Lock an Exam to protect data integrity while working offline



### RICS IS BUILT TO GROW



- Founded by Regulators

  RICS content is updated regularly as rules, procedures, & your firm's
- methodologies evolve

  Software & Enhancements

  The RICS Platform is
  - The RICS Platform is designed to be customized to the needs of your firm
- Additional Tools & Apps

  RICS can work with your firm to create tools that go beyond Branch Audits
- Overbuilt Infrastructure
  Our network & infrastructure
  are intentionally overbuilt for
  scalability and performance



Compliance Solutions, Inc.

## THANK YOU!

DO YOU HAVE ANY QUESTIONS?

