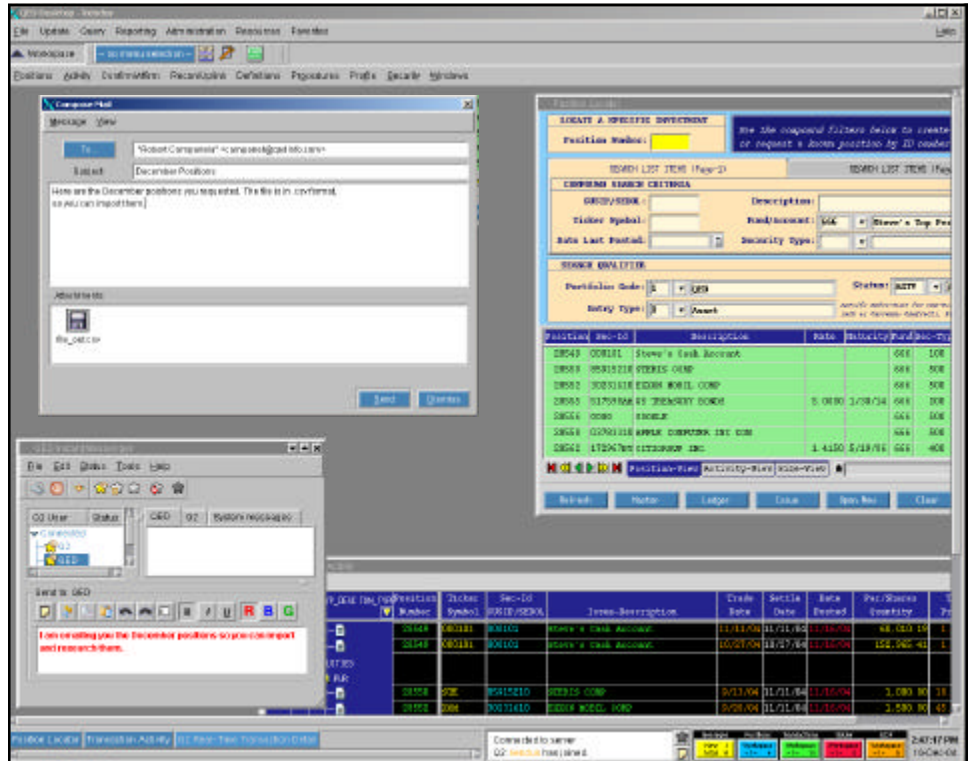# Q2 Version 2.9 Approved for Release in January 2005

Q2 Version 2.9, quality tested and approved for release in January 2005, features enhancements that improve usability, processing functionality, security, reporting, workflow collaboration, and user support.

The most noticeable usability enhancement included in Q2 Version 2.9 is the introduction of the virtual workspace. The enhanced workspace area incorporates window cascading and tiling, floating menus, dockable toolbars, and infinite desktop sizing via horizontal and vertical scrollbars. Additional usability enhancements that will debut in the Q2 workspace for Version 2.9 include redesigned main menus, automatic field and data justification during screen resizing, redesigned report run-time options and report viewer screens, and more intuitive icons throughout the system.

The HIGRaDE report layout editor has been streamlined for Q2 Version 2.9. The new layout editor will feature a wizard-driven graphical user interface that facilitates custom report design and creation. Q2 Version 2.9 customers will be able to create captivating reports that include such effects as custom colors, images, watermarks, Q2-generated graphs (including 3-D pie charts, histograms, bar charts and line-point graphs), pagination, and custom headers and footers. The built-in PDF layout editor will enable multiple reports and external documents to be merged into a single, professional, multi-page document that can be delivered in HTML and Adobe PDF formats.

Processing functionality enhance-

Approved for release in January 2005, Q2 Version 2.9 features enhancements and new functionality that improve usability, workflow collaboration, and user support. Cascading and tiling windows, floating and dockable toolbars, redesigned main menus, new icons, a custom report creation wizard, comprehensive online help, and an integrated instant messaging agent are some of Q2 Version 2.9's new features.

ments have also been implemented in Q2 Version 2.9. Q2 Version 2.9 now supports the ISITC 15022 SWIFT format and handles total return interest rate swaps. Additionally, support for processing futures and options has been added into the Q2 Version 2.9 interface.

Regarding security enhancements, Q2 Version 2.9 features an improved user interface for setting security options and provides password-protected access to the Q2 application.

Q2 reporting has also been stream-

lined for Q2 Version 2.9. Reporting functionality has been incorporated directly into the blotter screens, which enables operators to quickly and easily generate reports using the data that is currently displayed in the blotters.

Realizing the importance of real-time processing and data exchange in post-trade operations, QED has taken a proactive approach to workflow collaboration by incorporating instant messaging, email, and data sharing agents directly into Q2 Version 2.9.

Q2 Version 2.9 approved for release in January 2005

(Continued from page 1)

By deploying collaborative tools as embedded Q2 functions, QED is enabling its customers to achieve greater levels of efficiency. Q2 users can jointly and easily address issues related to trade clearing, reconciliation, and portfolio management by instantaneously interacting with each other and sharing detailed information—within the contextual footing of their respective Q2 desktops.

Enhancing workflow collaboration, Q2 Version 2.9's Qmail is an integrated email agent that allows users to exchange Q2 data and reports via email to or from other users, custodians, or clients directly from the Q2 desktop. Additionally, the integrated email capabilities enable third-party organizations to send data directly to Q2 for import and processing.

Q2 Version 2.9 also includes an embedded FTP agent that provides a simple point-and-click file transfer mechanism accessible from the desktop. The integrated FTP application facilitates universal data exchange with internal and external sources. Any organization of data, such as trades, positions, prices, and exceptions, as well as saved .txt, .html, and .pdf files, can be easily shared with other Q2 users, clients, custodians, brokers, trading systems, DTCC, etc. by simply transferring the data files via the built-in FTP agent.

As a means of further enhancing workflow collaboration and user support, Q2 Messenger, the messaging agent embedded within Q2 Version 2.9, enables users to interact and collaborate instantly with peers, counterparties, clients, and even QED support team members. With Q2 Messenger, an operator who needs assistance setting up a new security type, for example, can instantly contact a QED representative for support. The operator receives detailed instructions—without exiting Q2 to look up telephone numbers, make telephone calls, or send emails.

Additional features debuting in Q2 Version 2.9 include an integrated Issue Master with Corporate Actions Ledger and a browser-based, searchable, online help system that provides quick procedural information for Q2.

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QED opens West Coast office, appoints Richard Kursman Vice President of Institutional Sales

QED expanded it salesforce by opening a West Coast office, forming a strategic relationship with Metrics Partners, and by appointing Richard Kursman as vice president of institutional sales.

QED opened a California-based office in December 2004 to help service public and private financial institution prospects on the West Coast. West Coast Director Sujit Pal will oversee operations in the California office. Mr. Pal has more than 24 years of experience in the financial services industry, including serving as senior vice president and general manager of SunGard Treasury Systems from 1998 to 2003 and vice president of sales and marketing for SunGard Securities Systems from 1995 to 1998.

Also in December 2004, QED formed a strategic relationship with Metrics Partners, a public relations and lead generation firm based in Miami, Florida. Metrics Partners will work in conjunction with QED's sales team to find qualified sales leads, develop sales forecasts, and close transactions.

To further strengthen their sales team, QED appointed Richard Kursman as vice president of institutional sales on October 25, 2004.

With more than 25 years of domestic and international business development, sales, and management experience in the financial services and technology industries, Mr. Kursman brings to QED extensive knowledge and experience in selling software solutions to the finance and capital markets.

Prior to joining QED, Mr. Kursman was vice president of business development and sales with Heartbeat Software. His career accomplishments also include vice president of business development for eCal Corporation, where he closed deals with AT&T, ESPN, Reuters, Deutsche Bank, and ABN AMRO; vice president of fixed income high yield bond sales/trading with Merrill Lynch; and securities brokerage and investment banking positions with First Boston Corporation. Mr. Kursman also served as vice president of business development - international capital markets with Banesco Organizacion Financiera.

QED President and Chief Executive Officer Joseph Potesta expressed great confidence in Mr. Kursman and Mr. Pal. "Rich is the type of person who can take the reins and run the champion across the finish line," said Potesta. "His depth of industry experience, initiative, and high professional standard will add measurably to the continued growth and success of QED."

"Likewise, Sujit Pal is the perfect person to oversee our west coast efforts. His wealth of knowledge in securities operations and strategic selling to public and private sector organizations is second to none," adds Potesta.

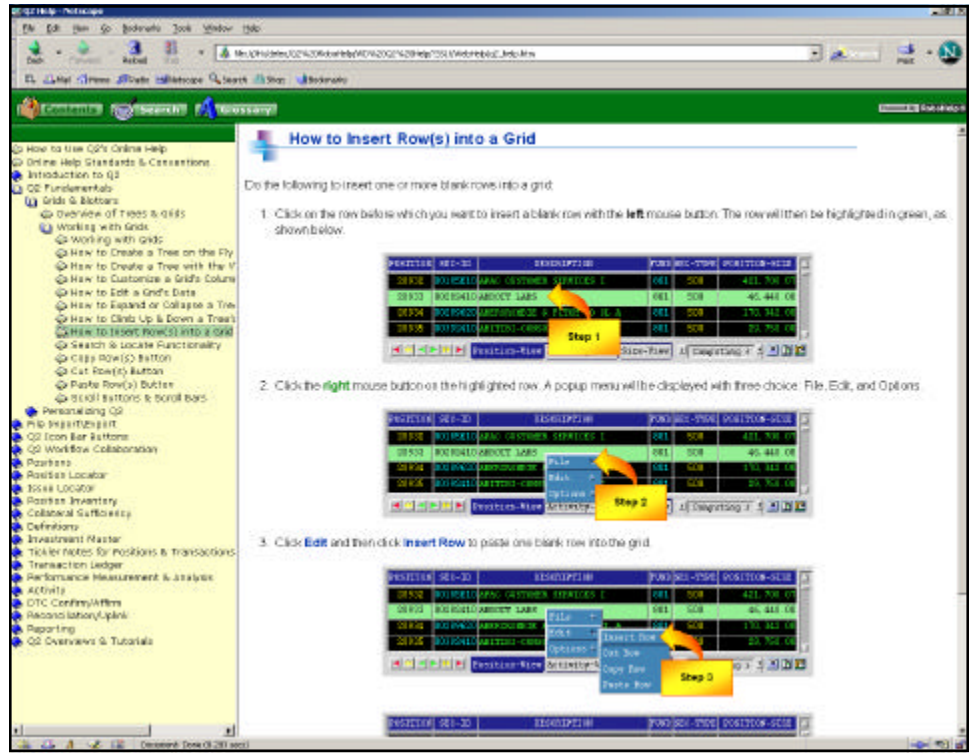# New, Comprehensive Help System to debut with Q2 Version 2.9

QED has implemented a new online help system to support the Q2 portfolio management product. Several hundred help topics have already been created. The help system continues to expand and will ultimately include more than 400 topics on virtually every aspect of Q2's operation and use.

A preliminary version of the Q2 Online Help System will be available in Q2 Version 2.9. Work is continuing on the help system, and each subsequent release of Q2 will include the latest information incorporated in the help system.

The help system is a major step forward in providing QED clients with the latest, most accurate information available on Q2's operation and use. Unlike hardcopy documentation, online documentation is quickly transmitted to clients as updates become available. This was a major consideration in QED's commitment to developing a world-class help system.

The help system is the latest indication of QED's commitment to providing its clients with the best information possible to perform their daily investment operations. The help system is a direct outgrowth of QED's hiring of two veteran business writers to expand and enhance the company's marketing and documentation materials. The writer directing the creation of the help system, Wayne Deleo, has more than 30 years experience as a writer, including some 20 years experience in the financial field with The Vanguard Group, ADP Brokerage Service, and OMR Systems. Mr. Deleo joined QED in 2003.

Accessed via the Help menu on the Q2 desktop, the online help system is being written and designed in such a manner that a veteran Q2 user or a user with extensive knowledge of finance can skim the material and find a specific item about which he or she re-

The web browser-based help system uses a two-paned window design that offers detailed help topics, which provide overviews of Q2 functions, step-by-step procedures, field descriptions of data entry fields, and descriptions of Q2 icons and buttons. Dynamic hyperlinking within topics ensures easy access to related information, and an integrated glossary allows users to look-up field definitions and terms.

quires information. At the same time, each topic will contain enough detailed information for a novice user to understand and use the Q2 system.

The web browser-based help system uses a two-paned window design that is similar to most common software applications. Users can easily access detailed content by navigating a comprehensive table of contents or by typing a word or phrase into the integrated search utility.

Detailed help topics provide overviews of Q2 functions, step-by-step procedures, field descriptions of data entry fields, and descriptions of Q2 icons and buttons. Moreover, dynamic hyperlinking within topics ensures easy access to related information.

An integrated glossary allows us-

ers to look-up field definitions and terms. The definitions within the glossary are short, generic definitions that apply throughout Q2. More detailed definitions are given within individual topics to describe how a specific field relates to a given topic.

Harbert Management and Stanford Financial license Q2

Harbert Management Corporation and Stanford Financial Group recently signed contracts to use Q2. Harbert Management Corporation, an investment management firm with over $5 billion in assets under management, serves pension trusts, endowments and foundations, fund of funds, pension funds, banks, insurance companies, family offices, and high net worth individuals. Harbert will use Q2 to manage their new hedge fund program that specializes in fixed income and various swap investments, including interest rate, credit default, and total return swaps.

Stanford Financial Group, a global network of affiliated companies providing private banking, investment banking, trust and brokerage services, investment advisory, and real estate development, maintains in excess of $17 billion in deposits and assets under management or advisement. They will use QED's hosted version of Q2. Stanford specifically selected Q2 for its powerful fixed income processing capabilities related to generating statistics, such as book and market yields, duration, average life, and convexity.

"Q2 offers Stanford and Harbert the best of all worlds in terms of advanced capabilities and efficiency of operations," states Richard Kursman, QED vice president of institutional sales. "Q2 provides Stanford Financial the type of advanced functionality they require with respect to advanced reporting and investment accounting capabilities in the form of an ASP offering. Harbert's on-site Q2 installation is being used by a new Hedge Fund specializing in Fixed Income Arbitrage, leveraging the powerful fixed income and derivative capabilities of the Q2 product."

"Additionally, Harbert's requirements call for Q2's advanced reconciliation and import/export facilities, due to Q2's integration with other best-of-breed applications, such as OMS and analytics. For leading-edge Investment Management organizations, such as Stanford Financial Group and Harbert Management, Q2 is the system of choice. We are very pleased to add both Stanford and Harbert to our fast growing list of Investment Management clients," adds Kursman.

Season's Greetings

*Greetings of the Season
and
Best Wishes for the New Year*