



# Quarterly

Fall 2004

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## QED Moves to a New Facility

QED Information Systems, Inc. moved its corporate offices to a new, state-of-the-art facility on June 25, 2004. The 15,000-square-foot facility, located in Sagemore corporate center in Marlton, New Jersey, is 20 minutes from Philadelphia International Airport and about one hour from lower Manhattan.

The move was needed to accommodate both immediate and long-term growth planned through 2007. The QED facility accommodates 75 employees and includes a state-of-the-art training room and substantial upgrades to the QED data center. A dedicated classroom is configured for client training and is fully outfitted with new workstations and multimedia presentation tools. The upgraded data center features a 20kW, N + 1 uninterruptible power supply backup system

that supports the entire data center and provides failover service continuity for all systems. All network infrastructures for the data center were upgraded to the 1-Gigabit Ethernet standard, which improves the processing speed of all bi-directional communication.

QED President and CEO Joseph Potesta welcomes the move. According to Mr. Potesta, "This move is all about our commitment to expand client services and accelerate product development. The additional staffing that is now possible ensures QED a quicker pace as the forerunner solutions provider in our



QED's new headquarters, located in Marlton, NJ, is substantially larger than its previous home. The new facility will accommodate immediate and long-term growth.

industry."

Of special interest, QED is now located adjacent to one of the regions most exclusive shopping malls. The Promenade, a collection of unique upscale stores, provides an attractive outlet for clients who visit QED's new facility.

## QED Signs New Public Funds

### NYC Comptroller's Office, Kentucky Teachers' Retirement System choose Q2

QED Information Systems, Inc. recently signed two new clients: the New York City Office of the Comptroller, Bureau of Asset Management, and the Kentucky Teachers' Retirement System.

The New York City Comptroller's Office will use QED's Q2 software to streamline their investment operations and manage more than \$80 billion in assets.

Similarly, the Kentucky Teachers' Retirement System selected Q2 to manage their portfolio and investment operations. The Frankfort, Kentucky-based organization will manage more than \$15 billion in assets with Q2.

With these two recent additions to the QED family, QED now provides portfolio management, investment accounting, and securities operations services to more than forty-five institu-

tional buy-side firms, including pension funds, investment advisors, endowments, and treasuries.

In the private sector, QED has received contract awards from five institutional money managers. Implementations are scheduled for later this year. Look for upcoming press releases or check [www.qedinfo.com](http://www.qedinfo.com) for announcements as disclosure agreements permit.

## Upgrade to Q2 Version 2.8 Released

QED recently released Q2 Release 2, Version 8.39, an upgraded version of QED's portfolio management, investment accounting, and securities operations software package.

This new release boasts over twenty new or upgraded features, including:

- Custom HTML and PDF report generation tools
- An enhanced View Editor tool for customizing personal user experiences
- Postscript standard report edit-

ing tools for modifying report data, layouts, and font attributes

- Import and export functions capable of handling SWIFT formatted trades, messages, and positions
- An updated QMARKET pricing viewer that includes additional security master and pricing information fields
- Improved user manuals and online help tools

Bob Campanella, QED's manager of software engineering and implementation, views this latest Q2 release as a great success. "We have worked diligently to ensure that the core functionality of Q2 works smoothly and reliably," states Campanella.

"From importing and exporting data, to reconciliation processing, to reporting using Visual QED and HIGRaDE, we have tested and re-tested all of our subsystems to ensure the dependability that our clients deserve."

## Sun Microsystems provides SunFire 6800 for Q2 Benchmarking

QED recently acquired a Sun Microsystems SunFire 6800 server to test Q2's processing capabilities and speed.

"Although we had some ideas, we never really knew the true processing power of Q2," said Dennis Case, director of business development at QED.

"Using this \$1.2 million SunFire 6800 server, we've proven that Q2 surpasses all of our expectations from a transactional and processing standpoint," Case commented.

The latest testing results have yielded amazing statistics. Q2 can process (post) 52,000 transactions in roughly eight minutes. This processing includes updating the cash key, creating an SMF master file, updating the TEC logs, creating the book yield that drives amortization calculation, calculating purchase/sold accrued interest, and calculating U.S. dollar values with foreign securities. An identical test on a SunFire v280 took about 25 minutes.

Using the SunFire 6800, Q2 can reconcile two data sets with 52,000 positions each in roughly 11 minutes, compared to about 42 minutes for a SunFire v280.

Further testing of Q2 is underway. QED expects to have complete study results posted to their website by mid-October.



## QED to Add Standard & Poor's as QMARKET Vendor

QED will add Standard & Poor's as an additional data provider option for Q2 users.

Standard & Poor's will provide scheduled daily updates and can report corporate action news events on all index constituents in the S&P 500, S&P MidCap 400, S&P Small-

Cap 600, S&P 1000, S&P 100, S&P SuperComposite 1500, and S&P REIT Composite Indices. Information will be provided for dividends, divisor adjustments, index composition and index values.

Standard & Poor's will also be a source for CUSIP-based, end-of-day

North American pricing and securities data. They will enable direct communication with fixed income price providers and will offer earlier availability of pricing.

Additional information will be distributed to QED clients in the coming months.

## QED Planning 2005 Users Conference

During 2003 and 2004, QED has been busy converting as many clients as possible from IMS-2000 to Q2, which enables QED to conduct more Q2-focused training sessions at upcoming users conferences.

According to QED Vice President of Marketing Steven Kendus, "We recognize the importance of the QED Us-

ers Group, as well as our annual users conference. We intend to have a blockbuster users conference in 2005 that will be fun and informative for all attendees."

Kendus also says that QED is considering changing the season in which user conferences are traditionally held. "After speaking with some of our cli-

ents, we feel that it may be beneficial to our users if we hold our conferences in the fall, rather than in the spring. Holding conference in the fall enables many client organizations to better budget for conference attendance, since the conferences coincide with the beginning of their fiscal years."

## QED Fills Key Positions to meet Increased Growth

To meet the demands of QED's growing client base, QED filled several key positions in their Marlton, New Jersey office.

QED created and filled a corporate communications manager position, as well as a senior documentation specialist position. These documentation-related positions are leading to the production of enhanced technical documentation (such as online help, user guides, and training manuals) and marketing collateral.

QED President and CEO Joseph Potesta recognizes the value of the communications team. "The profes-

sional documentation that our team produces further solidifies Q2 as a dominant system in the market. With Q2 featuring a totally new online help system and revamped user guides, Q2 is becoming the most user-friendly system on the market."

Due to increased market demand for Q2, QED also added an additional sales representative and an additional project manager.

According to QED Director of Business Development Dennis Case, "Our sales pipeline has grown to the point where we definitely need additional sales resources. Increased de-

mand for Q2 has led to increased travel and client demonstrations on the front end, and increased Q2 deal closings have led to more client implementation on the back end."

"Considering our sales projections and our new office facility, the time was right for us to hire the new sales and project management professionals," states Case.

Additional positions to be filled in 2004 include software engineers, software quality assurance testers, and software engineering interns.



## Upcoming QED Events

- **October 13-15, 2004**  
**Institutional Capital Investing Forum**  
**Washington, DC**
- **December 1-3, 2004**  
**IMN Fixed Income**  
**Palm Beach, FL**



# Preview: Q2 Version 2.9

## Q2 Enhancements include IM, Email, HIGRaDE Wizard

Q2 Version 2.9, scheduled for release in fall 2004, includes new and exciting features that add even more power and ease of use to the Q2 platform.

An enhanced communications package is among the new features slated for Q2 V. 2.9. Taking Q2's clipboard and messaging feature one step further, Q2 V. 2.9 provides a real-time messaging tool that enables users to interact and collaborate instantly with peers, clients, and QED team members.

Q2 Version 2.9 also features an integrated email tool that allows users to send and receive Q2 data and reports via normal email to/from other users, custodians, or customers. Additionally, the new email capabilities enable third-party organizations to send data directly to Q2 for automated import and/or processing.

Another part of the enhanced communications package is an improved FTP tool featuring a graphical user interface that provides a simple point-and-click file transfer mechanism accessible from the Open File dialog.

Q2 Version 2.9 also includes usability enhancements that make Q2 even easier to use. It is a breeze to design custom reports using HIGRaDE, Q2's new custom report layout editor. The new layout editor features a wizard-driven graphical user interface that facilitates and streamlines the custom report design and creation process.

The Q2 workspace features a new look and feel. The new workspace includes useful functionality, such as cascading and tiling windows, floating and dockable toolbars, and infinite

desktop sizing via horizontal and vertical scrollbars.

Selecting items from drop-down lists is also easier. New functionality enables Q2 users to quickly locate list items by typing the first letters of list entries. The first item in the list that matches the letters typed will auto-

atically be selected from the list.

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.

### Q2 Features Pending Release

Item	Description	Status
Fast List Searching	All drop-down lists allow users to quickly locate list items by typing the first letters of list entries	3rd Quarter 2004
Q2 Messenger	Real-time messaging tool that enables instant collaboration with peers, clients, and QED team members	4th Quarter 2004
QMail	Integrated email tool that allows users to send and receive Q2 data exports, reports, etc. via email to other users, custodians, or customers, and enables third-party organizations to send data directly to Q2 for automated import and/or processing	4th Quarter 2004
Q2 FTP	File transfer tool featuring a graphical user interface that provides simple file transfer via the Open File dialog	4th Quarter 2004
Workspace Enhancements	Enhanced workspace with window cascading and tiling, floating and dockable toolbars, and infinite horizontal and vertical scrolling	4th Quarter 2004
Instant Spreadsheet Reporting	Custom reports can be generated directly from each Q2 blotter, using specific data elements or all of the blotter data	4th Quarter 2004
HIGRaDE Layout Wizard	Wizard-driven graphical user interface to facilitate custom report creation	4th Quarter 2004
Integrated Issue Master with Corporate Actions Ledger	Corporate Actions Ledger is integrated with the Issue Master, allowing users to import or manually enter corporate actions directly into the database	1st Quarter 2005
New Online Help System	Browser-based, searchable, online help system that provides quick procedural information for Q2	Released incrementally in 2004 and 2005