Are You Using a 1990's Solution in a 2010 Office?

Do you remember the days when we carried PDAs for our calendar & contacts, a cell phone for calls, and had to return to our office to get email? For some of us more seasoned professionals, the thought of these "cutting edge" technologies may elicit fond memories while our younger peers, who grew up with IPhones & Blackberries, look at us in astonishment. Their puzzled look seems to be saying, "Why are you wasting your time on a non-integrated solution?" Ironically, some of the tools we are still using in our 2010 trust and estate practices were developed in 1990 and have not been updated in years.

One area where this premise rings resoundingly true is the integration between Trust & Estate Administration applications and Stock and Bond evaluation services. The modern trust and estate professional still works in a world in which both the administration and valuation software need to be installed separately on each work-station. In the event of an upgrade to either application, information technology must come in and do the installation. If you need support, you need to guess which company to approach and hope they don't say, "I'm sorry that's not our problem. Please contact the other vendor." Finally, once both pieces of software are current, installed, and operating, the work flow is still cumbersome, requiring many steps to achieve your simple goal of generating a comprehensive and complete accounting or tax return.

ESI DIRECT

> ***"ESI Direct, a collaboration between Evaluation Services, Inc. and Thomson Reuters ONESOURCE Trust & Estate Administration is worth a closer look..."***

Not only has the technology changed, but also the scope of our customers' investments have evolved as well. As of December 31, 2008, U.S. investors owned nearly US $4.3 trillion in foreign securities. The U.S. holdings at year end 2008 comprised US$2.7 trillion in foreign equities, US $1.3 trillion in foreign long term debt securities, and US $300 billion in foreign short term debt. Our customers are becoming global investors and we need international financial security information to satisfy their evolving needs.

All of these changes have serious ramifications for the trust and estate professional. We are doing more work with less people for customers with higher expectations and shorter deadlines. A recent article in ***Trusts & Estates Magazine***, entitled "The Audit Rate is Skyrocketing" said, "With the number of estate tax return filings decreasing, the odds a client's taxable estate return will be audited are rising from 20% to almost 100%."

The pressure is on and we need a tool that will liberate us – giving us more time for ourselves, a more accurate product for our customers, all at a lower total cost which can be brought straight down to the bottom line. **ESIDirect**, a collaboration between Evaluation Services, developers of APPRAISE, and Thomson Reuters ONESOURCE Trust & Estate Administration, developers of FPS is worth a closer look.

The Audit Rate is Skyrocketing... With the number of estate tax return filings decreasing, the odds a client's taxable estate return will be audited are rising from *20% to almost 100%*

ESIDirect revolutionizes the process of generating stock and bond valuations which will stand up to an IRS audit. The two companies have worked together to develop a single, state of the art solution. Instead of installing software to individual PCs, ESIDirect uses the Internet to deliver accurate global stock and bond valuations right into your accounting or 706 tax preparation applications. They have simplified the process by creating one support center, reducing the number of clicks in the workflow by over 50%, and adding the ability to value assets by Ticker, CUSIP, or SEDOL number. Finally, there is a 21st century solution to keep up with the fast paced world of the contemporary Trust & Estate professional.

	1990 (Separate Programs)	**2010 (Co-developed, integrated Total Solution)**
# of installed applications:	2	1
Updates are applied:	Manually	Automatically
# of support centers:	2	1
# clicks required to import values:	15	7
Types of securities valued:	U.S.	Global
Asset identifiers accepted::	Cusip	Cusip, Ticker, or Sedol

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