

# TRANSITIONING TO THE STN-FIDELITY SOLUTION:

## RETIREMENT PLAN ADMINISTRATORS SHARE THEIR EXPERIENCES



Fidelity Investments and the SunGard Transaction Network (STN) have announced an exclusive agreement to integrate the Fidelity Registered Investment Advisor Group (Fidelity) platform with the transaction processing capabilities of STN. The STN-Fidelity solution for integrated brokerage and trade automation gives trust institutions, retirement plan administrators and other intermediaries the power to conduct automated mutual fund trading and settlement. STN and Fidelity can help simplify administration, accounting, and reporting — all while achieving straight-through processing<sup>1</sup>.

Transitioning to the STN-Fidelity solution can be easy, as Gasaway Investment Advisors recently discovered. To see how seamless the transition can be for your company, read their story below.

Gasaway Investment Advisors, Inc., is a Registered Investment Advisory and Third Party Administration firm offering investment services and financial planning for individuals, as well as designing, implementing and administering qualified, tailored retirement plans for businesses.

### THE TRANSITION PROCESS

Gasaway Investment Advisors has been a client of STN since 2001, and that relationship helped the Gasaway team quickly decide to convert to the new STN-Fidelity solution.

“The whole process went very smoothly” says Jim Gasaway, QPA, QKA, CFP, AIF, and Vice President of Gasaway. “The communication to our clients was well received, the paperwork we had to complete was easy, and the conversion team was very helpful,” explains Jim.

“We were well prepped for the day of the transition and were told that the goal was to try to get everything migrated with only one blackout day. But we were also told that certain funds might take an additional day. It was primarily done in one day, with the exception of a few funds that took the extra day — but overall, everything went as planned.

“The online training was just excellent,” says Jim, and he advises that other companies making the transition to the STN-Fidelity solution should consider taking advantage of this service.

### THE EXPERIENCE

Gasaway’s plan sponsor clients have embraced the new STN-Fidelity trading and brokerage platform, while STN and Fidelity have consistently provided great service. As Jim puts it, “The Fidelity name is so good, clients trust you when you mention you’re part of the alliance.”



Fidelity Registered  
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Smart move.®

Since converting to the STN-Fidelity solution, Jim says that his company's experience has been great: "What we love about this new solution is that we can choose from over 6,000 mutual funds and over 13,000 share class options. We can put together a lineup of the best funds out there. And then we can monitor those funds. If an investment is doing poorly, we can replace the fund without having to switch out anything else. We're not tied to any one fund family. Clients love it because they have great trust in us for showing total independence with respect to all the fund company choices we offer.

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The ease-of-use of the STN-Fidelity solution has made daily activities much more efficient for Gasaway: "As soon as everything was consolidated on the platform, we could see the balances, history, even look up dividends — and view it all in one location. Adding funds is very simple; no additional paperwork is necessary, which is a whole lot easier on us."

Gasaway is particularly impressed with Advisor CHANNEL<sup>®</sup> which leverages Fidelity Investments' most advanced technology to directly link client

environments to a wealth of proprietary systems, information, resources, and investment choices from Fidelity and well-known third parties.

"It's great. We can go online and pull up the clients' holdings and trust account information for each account. Before converting to this solution, when we wanted to do research or histories, such as confirm whether a dividend did or did not go through, we would have to call all the fund companies individually to track it down," Jim explains.

#### POTENTIAL BENEFITS TO GASAWAY'S CLIENTS

"Clients really appreciate having everything consolidated. They get much less mail and paperwork. Now they receive one set of confirms and one consolidated statement from Fidelity to help uphold their fiduciary responsibilities. It's much cleaner and easier for reconciling and reporting.

"Another benefit," continues Jim, "is that after we send checks out, the trustee of the plan gets a confirmation in the mail stating the check was sent, which is a convenient service that our previous provider did not offer."

#### MOVING FORWARD WITH EFFICIENCY

Gasaway Investment Advisors now enjoys automatic reconciliation and easier access to statements and transfers, among many other new features of the STN-Fidelity solution. Jim's final thoughts: "I highly recommend it. I've been very happy."

TO LEARN MORE ABOUT THE STN-FIDELITY SOLUTION AND TO SIGN UP FOR TRANSITION, CONTACT YOUR FIDELITY SALES REPRESENTATIVE AT 1-800-571-7696.

The opinions expressed are those of Jim Gasaway of Gasaway Investment Advisor and do not necessarily reflect those of Fidelity Investments. Gasaway Investment Advisor is a client of Fidelity Registered Advisors Group. Its business needs and results may not reflect the experience of other Fidelity customers. Gasaway Investment Advisor is an independent company.

<sup>1</sup> STN trade automation and connectivity services are provided by SunGard Institutional Brokerage Inc., Member NASD/SIPC.

Clearing, custody or other brokerage services may be provided by National Financial Services LLC, or Fidelity Brokerage Services LLC, Members NYSE, SIPC.