

Investment Management

Benchmarks, KPI Definitions & Measurement Details

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The OpsDog Insurance Benchmarking Report



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The OpsDog Investment Management Benchmarking Report



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Report Details & Methodology

The OpsDog Insurance Benchmarking Report



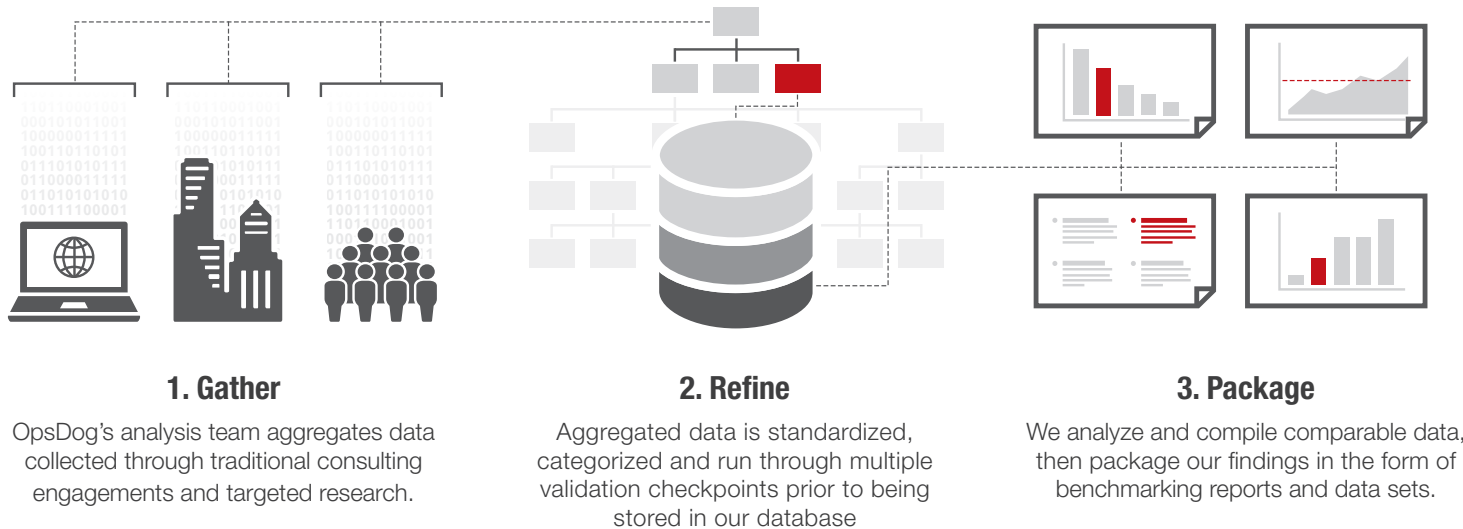
More than **500 KPI values** (i.e., data points) were analyzed to produce benchmarks for the **8 KPIs** included in this report.¹

Data Range: 2012-2017

Region(s) Included: United States

The benchmarks included in this report were found to be comparable across companies of varying sizes (i.e., number of employees, total revenue).

Methodology: Data Collection & Validation



Looking for customized research and analysis? Contact our research team. P: 844.650.2888 E: info@opsdog.com

Note:

¹ The sample size of the observed data varies for each KPI.

Investment Management

Investment Management

- Independent Advisor Services*
- Asset Management (Institutional)*
- Private Wealth Management (Retail)*
- Sales & Trading*

** This section is not included in this document.*

The retail branch operations function is responsible for managing the performance of a bank's retail branch network. They manage high-frequency tasks such as platform operations, loan openings, account maintenance and account terminations. Individual and business customers can perform financial transactions and maintain relationships with personal bankers at brick and mortar retail branch locations. Typically, the majority of a bank's employees reside within the retail branch network, making it a prime candidate for savings through process improvement and reorganization.

AUM per Registered Financial Representative

Definition & Measurement Details



What is Assets Under Management (AUM) per Registered Financial Representative?

The total dollar amount of assets managed (AUM) by the firm divided by the total number of registered financial representatives working for the firm at the same point in time.

Why should this KPI be measured?

Assets Under Management (AUM) per Registered Financial Representative measures the average dollar amount of client asset's managed per registered financial representative. A relatively low value

How is this KPI calculated?

Two values are used to calculate this KPI: (1) the total dollar amount of assets under management by the firm and (2) the total number of registered financial representatives working for the firm at the time

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