



Summit Strategies Group

MANAGER RESEARCH

TRADITIONAL | HEDGE FUNDS | PRIVATE MARKETS

3Q 2013

Every plan sponsor and consulting firm has access to broad manager databases. At Summit, it's what we do with this information that differentiates us from our competitors and drives the creation of superior manager lineups for our clients.

KEY TENETS

- The managers you don't select are just as important as those you do.
- Clients have direct access to research professionals.
- Proactive sourcing of managers who may not meet common industry-wide criteria, such as a minimum track record or assets under management.
- We bring clients the best managers for their goals, not just the most popular or accessible in each asset class.

QUALITY OVER QUANTITY

Research analysts are not judged on the basis of how many searches performed. Instead, we emphasize the quality of the analyst's high-conviction ideas, which typically leads to fewer searches over time.

Summit's due diligence process combines both qualitative and quantitative methods. Backing this process is an entire firm of professionals offering experience, perspective, resources, and most importantly, results.

Dedicated Manager Research Professionals



Industry-best ratio of clients to manager research professionals



100% objective and independent. We take no soft-dollars from managers



KEY SELECTION CRITERIA

- Firm Stability
- Alignment of Interest
- Personnel Stability
- Investment Style/Niche
- Track Record
- Fees/Terms/Structure

MANAGER SELECTION PROCESS

1. Meet with broad group
2. Reduce to manageable number
3. Comprehensive Review
 - Onsite Meetings
 - Competition/Peer Analysis
 - Presentation to Investment Committee, then Client
4. Ongoing Monitoring