

2017 C-SUITE SURVEY RESULTS

Cipperman
Compliance
Services LLC

Asset Managers

1. Does your Chief Compliance Officer have multiple management roles and if so, which ones?

No, standalone CCO	71%
CEO/General Partner/CCO	12%
General Counsel/CCO	4%
Chief Marketing Officer/CCO	0%
CFO/CCO	4%
COO/CCO	9%
2. What is your firm's attitude toward compliance?

Helps us sell business and retain clients	39%
Keeps us honest and on our toes	18%
Protects the franchise	24%
Cost of doing business	19%
Waste of time and money	0%
3. Have prospective clients asked to review your compliance policies and/or interview your compliance resources?

Yes	64%
No	31%
Unsure	5%
4. Are you confident that your compliance program would pass the scrutiny of a regulatory exam?

Yes	75%
No	25%
5. Do you spend more on your compliance program than legal counsel?

Yes	34%
No	48%
Unsure	18%
6. Do your Cybersecurity and Data Protection policies meet regulatory requirements?

Yes	72%
No	28%
7. Are you confident in your firm's cybersecurity?

Yes	51%
No	25%
Unsure	24%

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Alternative Managers

1. Does your Chief Compliance Officer have multiple management roles and if so, which ones?

No, standalone CCO	57%
CEO/General Partner/CCO	20%
General Counsel/CCO	3%
Chief Marketing Officer/CCO	0%
CFO/CCO	10%
COO/CCO	10%
2. What is your firm's attitude toward compliance?

Helps us sell business and retain clients	30%
Keeps us honest and on our toes	10%
Protects the franchise	30%
Cost of doing business	30%
Waste of time and money	0%
3. Have prospective clients asked to review your compliance policies and/or interview your compliance resources?

Yes	26%
No	44%
Unsure	30%
4. Are you confident that your compliance program would pass the scrutiny of a regulatory exam?

Yes	57%
No	43%
5. Do you spend more on your compliance program than legal counsel?

Yes	20%
No	71%
Unsure	9%
6. Do your Cybersecurity and Data Protection policies meet regulatory requirements?

Yes	43%
No	57%
7. Are you confident in your firm's cybersecurity?

Yes	25%
No	43%
Unsure	32%

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Broker-Dealers

1. Does your Chief Compliance Officer have multiple management roles and if so, which ones?

No, standalone CCO	68%
CEO/General Partner/CCO	5%
General Counsel/CCO	5%
Chief Marketing Officer/CCO	0%
CFO/CCO	4%
COO/CCO	18%
2. What is your firm's attitude toward compliance?

Helps us sell business and retain clients	32%
Keeps us honest and on our toes	4%
Protects the franchise	23%
Cost of doing business	41%
Waste of time and money	0%
3. Have prospective clients asked to review your compliance policies and/or interview your compliance resources?

Yes	68%
No	27%
Unsure	5%
4. Are you confident that your compliance program would pass the scrutiny of a regulatory exam?

Yes	68%
No	32%
5. Do you spend more on your compliance program than legal counsel?

Yes	18%
No	73%
Unsure	9%
6. Do your Cybersecurity and Data Protection policies meet regulatory requirements?

Yes	77%
No	23%
7. Are you confident in your firm's cybersecurity?

Yes	23%
No	64%
Unsure	13%