

Trustee meeting efficiency

Background.

Our client's sponsor underwent a significant amount of corporate activity recently, which required extensive negotiation and interaction with its pension scheme trustees. This included the sale of a subsidiary and the subsequent takeover of the remaining business.

During the takeover, the trustees held discussions with the acquiring organisation concerning:

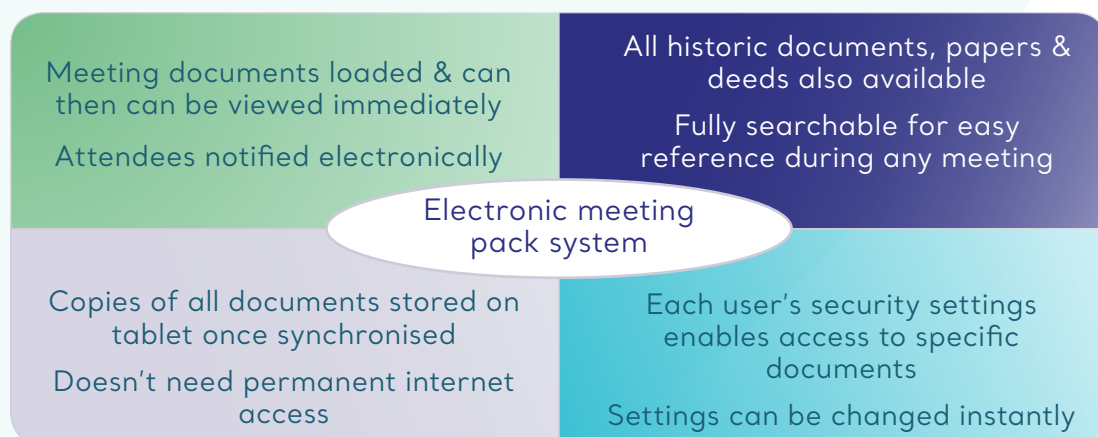
- future funding arrangements
- the implications for the sponsor covenant
- the nature of any additional financial support that might be available.

The outcome was an agreement to provide incremental financial security to the scheme.

Making it happen.

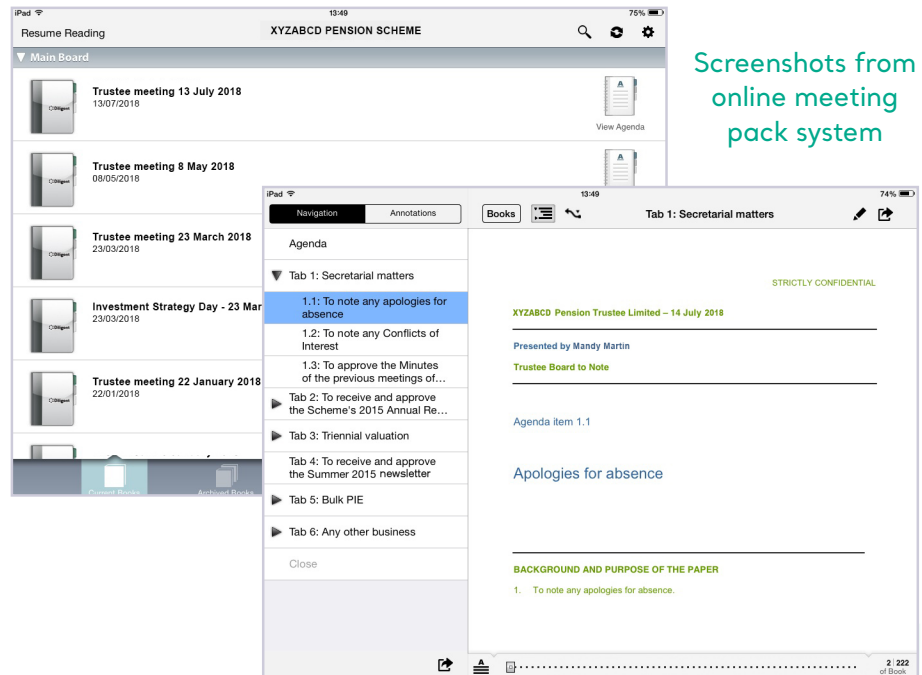
Negotiations had to happen within very tight timescales and each stage involved numerous trustee, sub-committee and adviser meetings. With documents frequently coming through only late in the day for discussion at 9am the following morning, their **existing paper-based approach would simply no longer work.**

The trustees needed a new way of working to meet the challenging deadlines. They also need to ensure confidentiality was maintained so listing rules regarding disclosure of information were not breached.



To keep the negotiations and legal processes moving, rapid turnaround was needed for each set of meeting minutes. We distilled these down to only the key facts together with a record of what needed to be done, by whom and when.

These were loaded on to the system quickly for review by the chair and then made **available to all attendees**, typically **within 24 hours**.



Screenshots from online meeting pack system

The outcome.

Scheme management has become more efficient

The electronic meeting pack system proved to be a **very quick way of securely disseminating information** to a widely scattered group of trustees and advisers. Despite having to learn how to use the system very quickly, the trustees love the interface and find it easy to use.

As well as enabling the sale and acquisition projects to be managed efficiently, the system has also **improved ongoing management** of the scheme. For example, when scheme accounts needed to be signed, the final document was circulated through the electronic system the day before which reduced reading time at the meeting the next day.

The financial security of the scheme has improved

Achieving enhanced security for the scheme was the primary focus for the trustees. The outcome of the negotiations - which included significant cash contribution and contingent asset payments - combined with investment out-performance and other factors led to a significant improvement in the scheme's funding position. Together with a guarantee from the new parent company, this means the financial security of the scheme is materially better than it has been for a number of years.

The outlook is positive

Following the acquisition, the relationship between the scheme and its sponsor did not change and the company continues to support the scheme. Together with the enhanced financial security, the **trustees are confident** this means **the scheme is well positioned** to pay the pensions promised to its members.