



Adviser reviews.

Are you getting the best service from your current advisers?

Questions pension trustees and sponsoring employers should ask themselves.

Have we recently reviewed our actuary, administrator, investment adviser, lawyer, auditor, communications provider & software providers?

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Does our risk log include a regular review period for all advisers?

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Do we have a policy in place to review the performance of our advisers?

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What about performance - are our advisers performing well? Do we benchmark them & do we know what good looks like?

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Is advice proactive or reactive? Is it practical? Can it be implemented by all parties?

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Do we understand the advice we receive?

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Do we think our advisers provide value for money?

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If the answer to any of these is 'no', you should consider an adviser review.

If you answer 'no' more than once, you should implement a **review at the earliest possible opportunity.**

Why review?



The Pensions Regulator is clear trustees should regularly review advisers and providers. They highlight:

- you need to have an **excellent working relationship** with your advisers
- you should **monitor their performance** regularly
- you must understand what they are doing so you can assess whether they are performing well and **represent good value for money**

Both trustees and sponsoring employers want more **cost certainty** and to be sure they are receiving value for scheme members. Understanding which advisers can **add value through innovative ideas and technology** is an equally important part of an assessment.

Effective reviews without the time-consuming hassle.

Many trustees find the prospect of reviewing advisers daunting. Some put it off because they think it will be complex and time-consuming.

By using PSGS to manage your review from end to end, these **potential difficulties fall away**.

We have personal experience of all major pension actuarial and investment consultancies, administrators and lawyers and have conducted adviser reviews for over 75 pension schemes.

We can help you **select advisers that best meet your particular needs**.

As a professional trustee firm, we're a knowledgeable 'trade buyer'. We expect advisers to **put forward the very best terms** possible.

We'll also **handle contract negotiations and transition implementation** for you, if needed.

We maintain an extensive adviser database to record and monitor key information about each company, such as ownership, staff, professional indemnity cover, disaster recovery plan etc.

This enables us to:

- **significantly decrease the time** the due diligence part of the tender process takes
- **quickly identify advisers who are unlikely to quote** for your scheme – for example because it is too small or large compared to their target client profile
- **immediately remove advisers who we know will not meet one of your key criteria** – for example certain advisers provide some administration services offshore, which may not be acceptable to you
- **readily provide a long list of potential providers** that are a good fit for you

Free from conflicts of interest

Fixed fee service

Flexible to your requirements

Matches your needs with the right advisers

Adviser reviews.

Streamlined process.

Our proven process ensures your review runs smoothly and minimises the time you need to be involved, so your trustee board can focus on other important scheme matters.

We set up a meeting to define tender scope, your requirements, goals and assessment criteria.

We review our database to create a tailored list of potential candidates and help the trustees decide who to invite to tender.

We prepare and issue a customised invitation to tender document, then deal with questions raised by advisers.

We provide a scoring matrix to rank responses and arrange a call to discuss and decide short list for presentation.

We manage the presentation process, take references and handle pricing and contract negotiations with chosen adviser.



Speak with us
to find out how you
can benefit from
our adviser review
service.

Where can I find out more?

To learn more, contact:

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