Agenda

• Risk Scenarios
• Enterprise Conversion Solutions™ (ECS)
• Critical steps to successful conversion
• ECS news
Some Financial Institutions Have Learned the Hard Way

*Risk avoidance doesn’t end with safeguarding your current data and systems.*
RISK SCENARIO #1

An event such as a merger, acquisition, or audit requires access to stored data and you no longer have an easy way to read it.
Unsecured Legacy Media

- CDs and DVDs
- Hard Drives
- Tapes
- Optical Discs
RISK SCENARIO #2

You discover too late that old data is vulnerable to theft, disaster, or breakdown of legacy technology.
Who's losing data in the U.S.

A look at data breaches by sector and which type of breaches are most common.

**NUMBER OF CASES REPORTED SINCE 2005**

<table>
<thead>
<tr>
<th>SECTOR</th>
<th>Healthcare / medical</th>
<th>Educational institutions</th>
<th>Government and military</th>
<th>Financial and insurance services</th>
<th>Businesses</th>
<th>Retail / merchant</th>
<th>Non-profit organisations</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cases</td>
<td>1,130</td>
<td>724</td>
<td>678</td>
<td>555</td>
<td>547</td>
<td>503</td>
<td>97</td>
</tr>
</tbody>
</table>

**TYPE OF DATA BREACH**

- Portable: 1,032
- Physical media: 519
- Stationary devices: 237

- Via lost, stolen or discarded devices or physical media: 1,788
- Insider job: 523
- Accidental disclosure (e.g. via email, fax or mail): 736
- Hacking or malware: 985
- Card fraud (e.g. skimming via POS): 64
- Unknown: 138

Source: Privacy Rights Clearinghouse

*Point of service terminals.

Data through March 26, 2014.
Data Theft

Data Theft increases exponentially every year!

The Necessity of Effectively securing your Digital Data
Natural Disaster

Disasters Happen, Don’t Be Scared, Be Prepared

The Necessity of Effectively Archiving Your Digital Data
RISK SCENARIO #3

A data conversion vendor loses data or experiences theft.
Risks of Using a Less Experienced Conversion Vendor

1. Potential for a security breach and exposed data due to lack of sufficient infrastructure

2. Poor audit processes can lead to data lost during conversion

3. Limited experience converting certain data types create longer timelines than anticipated

4. Improper data tracking can result in lost physical media during shipping, and non-compliance
NO WORRIES.
UNTIL IT’S GONE FOREVER.

Secure your legacy system records
Taking Care of Your Data

The necessity of effectively archiving your digital data and converting legacy systems

• Migrate data: out of the old and into the new
Conversion Benefits

• Eliminate the risk of data loss from a natural disaster.
• Eliminate risks from potential failure of old hardware, software, and media.
• Access all content from one convenient system.
Conversion Benefits

• Eliminate maintenance costs of legacy systems and hardware.
• Improve efficiency for employees researching data in a secure centralized location.
• Make sure that you are using a reputable vendor!
Types of Financial Records with Sensitive Data

- Loan Files
- Deposit Accounts
- Savings Accounts
- Signature Cards
- BSA
- AP & AR
- Reports

- Human Resource Documents
- Credit Card Files
- Checks
Legacy Data Types

- Signature cards
- Check images
- Statements
- Document images
- COLD reports
Early Game Planning is a Must!

- How much data?
- What data types? (COLD, check images, etc.)
- When will you have access to the data?
- Timelines?
- Continued access to data?
Early Game Planning is a Must!

- Convert the entire archive, or just a certain number of years?
- In-house or at Data Center?
- Contingency plan for possible delay of data conversion?
- What is the target system(s)?
Questions You Must Ask Your Vendor

• SSAE16 certified?
• Is conversion facility secure?
• Do they perform annual audits on all processes?
• How many years have they been in business?
• Do they outsource to third parties?
• How do they evaluate their prospects for employees?
Critical Steps

The vendor should...

• Perform preliminary Discovery evaluation of data
• Provide Timelines
• Assign a Project Manager
• Provide Scoping and Conversion kickoff calls
Enterprise Conversion Solutions™ (ECS)

Depend on the Experts

The ECS team has been the go-to source for data conversion for 19 years. We have converted more than 500 types of data from just about every check and document imaging platform in the industry. From COLD storage to virtually every signature card electronic storage method – you name it. Other vendors do not have our track record, our expertise, or our infrastructure.
ECS – The Conversion Experts!

• Largest conversion team in the U.S.
• Been with ProfitStars®/Jack Henry & Associates, Inc.® for an average of 12 years.
• ECS group comprises nearly 70 associates.
• Converted data for most of the top 50 financial institutions (FIs) as well as more than 2,500 FIs overall.
• Provides a certified project manager for each conversion.
• Processes data 24/7/365.
ECS – The Conversion Experts!

• Offers audits of data to provide confirmation that all data has been converted and accounted for.
• Performs SSAE16 annually.
  • All JHA facilities meet or exceed the security standards required by the OCC.
• Performs all conversions, ensuring that no other third-party vendor has access to your customer information.
New Trends for Conversion

- ECS web-hosted viewer for converted data
- ECS OneLook™ software-based catalog viewer
- Conversion of RDC merchant user data
- Conversion of transactional history data
What takes place at ECS?

- Data arrives at ECS
- Data received confirmation sent
- Initial data review
- Data stored in secure vault
- QA process and data encryption
- Development and conversion
  - Data converted
  - Custom script developed
  - Data staged to virtual machine
Shipping Your Data Securely

- UPS, FedEx, U.S. Postal Service, etc.
- Courier
- Hand-delivered
JHA “Bunker”

• Subterranean bunker facility located in Monett, MO, on the campus of JHA
• 16’ concrete walls with steel reinforcement
• 12’ concrete ceiling with steel reinforcement
• Comprehensive electronic and video surveillance
• Two separate power feeds located underground
• Disaster recovery backup at “Mountain” data center
ECS OneLook™

A Catalog Solution
ECS National News!

ProfitStars Provides Image and Data Conversions for 1,000 Financial Institutions During the Past Five Years

- Enterprise Conversion Solutions convert more than 400 types of data in more than 1,700 conversions -

What Our Customers Are Saying

“...ProfitStars’ ECS is a valued partner to Harris during acquisitions. There is no doubt the ECS team understands its business and is quick to adapt its processes to accommodate Harris’ needs. ProfitStars® has become well-known throughout our organization at acquisition time due to its reliability, accountability, and integrity. ECS is more aggressive than ever in efforts to exceed our expectations.”

Pete Turner, Senior Manager
BMO – Harris Bank