

# 10 KEY DECISION POINTS

An OCIO relationship is like a marriage: Be clear on these 10 points before saying "I do."

## PHILOSOPHY

Are there commonalities in the thinking of the candidate and the investment committee?

Does the candidate enhance the investment committee's views on investment policy?

## ROLES

What will be the candidate's roles and responsibilities in the relationship?

Is there flexibility on important areas?

## IMPLEMENTATION

How will the candidate implement the organization's account (i.e., single fund, hybrid, customized separate account, combination)?

What will happen with legacy investments?

## ENTERPRISE RISK

Does the candidate take an enterprise view of the organization and the investment portfolio?

## ASSET ALLOCATION

Does the candidate's asset allocation proposal make sense?

Are the candidate's assumptions overly aggressive or conservative?

How does the candidate handle access to capacity-constrained managers?

Do all clients get *pro rata* access, or are some clients favored?

What other services does the candidate provide, and how will it become part of our team?

Which professionals will the investment committee work with, and will they commit to attend meetings?

Will the candidate specify the members of the team and their commitment in the contract?

Does the board understand all the ways the candidate will get paid?

How deep is the team?

Does the candidate have a succession plan and a structure designed to ensure it will be able to provide services for at least 10 years?

## ACCESS

## OVERALL SUPPORT

## TEAM

## CONFLICTS

## DEDICATION TO OCIO

