



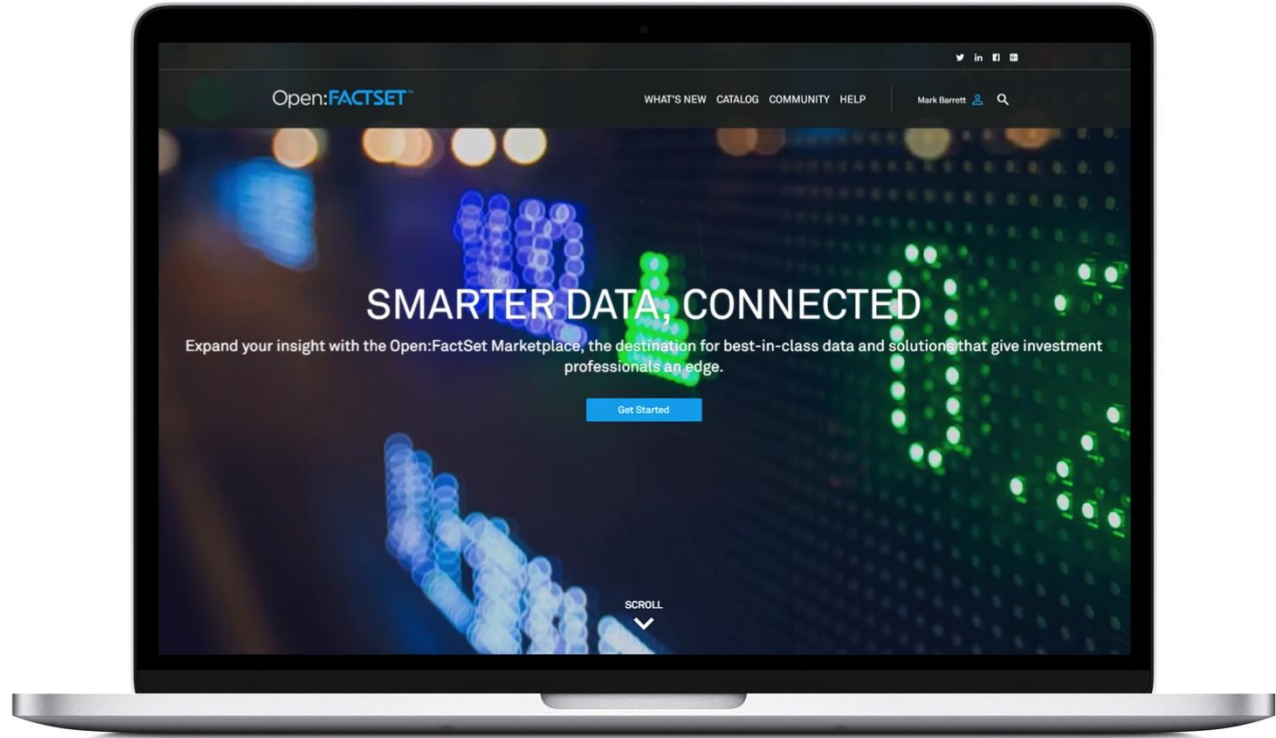
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Open:FactSet Provider Onboarding Process

June 2019

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Open:FactSet Overview

### Welcome to the Open:FactSet Marketplace!

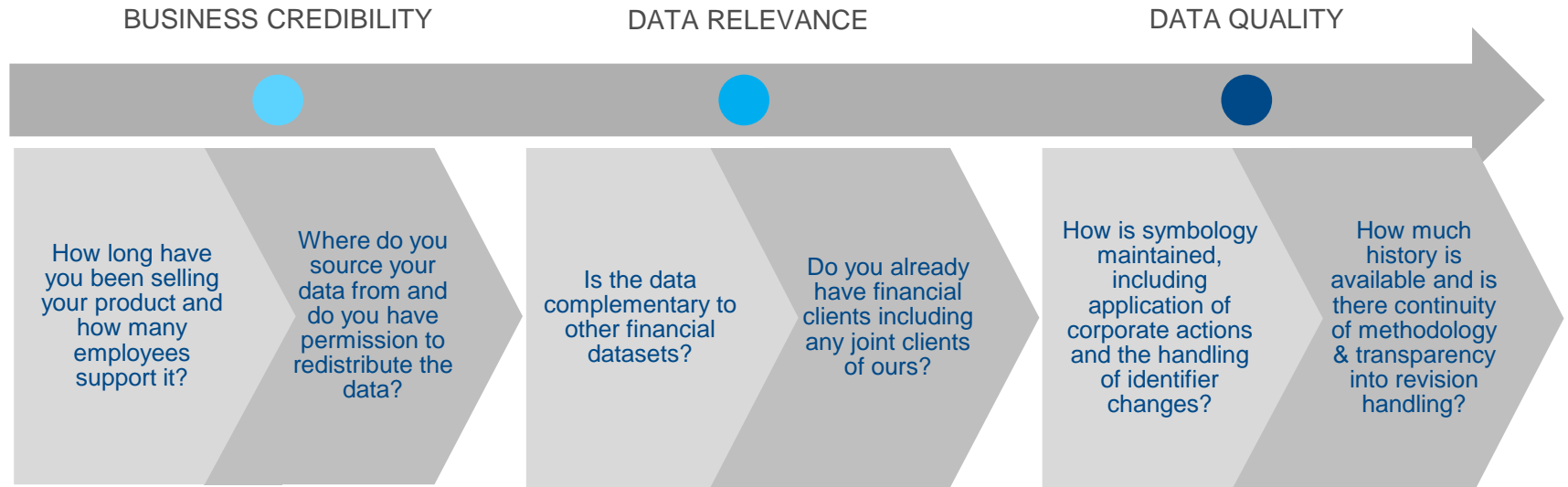
This document aims to walk you through the various steps involved in becoming an Available Provider.

First, **what is the [Open:FactSet Marketplace \(OFM\)](#)**? The OFM is a marketplace designed to be the central location for institutional firms in the financial industry to discover and evaluate data and data-related solutions. It contains some of the premier datasets and products that our clients are searching for.

Providers enroll in the Marketplace, and upon approval, enter various stages of availability which will be discussed in this document. Clients may then contract with, and purchase the data and solutions from, FactSet directly with a royalty then paid back to the provider.

While we are willing to enroll any provider from any industry in any part of the globe, we do screen potential providers based on suitability for our clients.

# How FactSet Screens Potential Data Providers



# Data Provider Stages on the Open:FactSet Marketplace

## Different stages of Availability within the Marketplace:

- **Candidate Providers**

- Have been screened by FactSet and have a Candidate Provider Agreement with FactSet
- Available for discovery with product page(s) and materials on the [Marketplace](#)
  - Up to three product pages may be created on the Marketplace
- Not available for evaluation in [Data Exploration](#), although many Candidate Providers have posted sample data on the Marketplace
- Not available for purchase via FactSet; incoming leads will be sent directly to the Candidate Provider

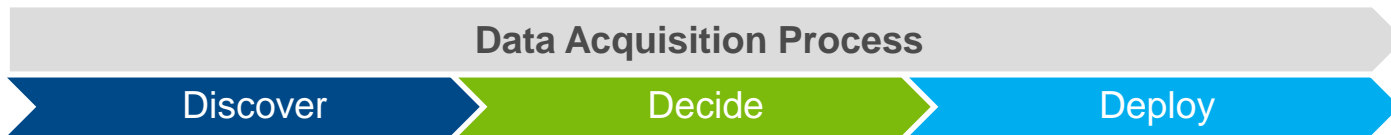
- **Evaluation Candidate Providers**

- All of the above, but data is available for evaluation in [Data Exploration](#)

- **Available Providers**

- All of the above but available for purchase via FactSet. FactSet handles contracting and billing with client and manages distribution of the data to the client.

# Benefits of Open:FactSet to Our Clients



## Discover

The Open:FactSet Marketplace is the gateway to discovering high-quality and impactful data providers

- FactSet's Candidate Program provides insights into new and upcoming data sets and providers
- Understand the data landscape by getting hands-on with the data alongside detailed documentation on each data set including research white papers, overviews, technical and content methodology documentation
- Clients help shape FactSet's pipeline by suggesting or registering interest in content sets for the Marketplace

## Data to Decision

Getting clients hands-on with content as soon as possible.

- Open:FactSet's [Data Exploration](#) (DX) gives clients access to data without IT burdens, concordance challenges, or lengthy legal cycles. DX, a research environment with access to all of FactSet's proprietary content and O:F vendor feeds, drastically reduces the evaluation process

## Streamline Deployment

Make buying data easy – streamlining the process from legal to delivery

- With a single contract and centralized billing, firms spend less time on administrative burdens and more time generating insight from content
- Standardized symbology across all provider content feeds means less time connecting data and dealing with integration issues
- Consume content in the cloud or take a copy of the feed locally. All data, whether FactSet's or provider's, delivered by FactSet

# Benefits of Open:FactSet to our Providers

The benefits to the providers on the marketplace are numerous, even in candidate stages

## Candidate Providers

- Product and Provider pages created within the marketplace. Clients will browse, search, and discover your dataset and bring new leads

## Evaluation Candidate Providers

As above, but with:

- FactSet data team assists the provider with preparing their data for client consumption
- Visibility within the research environment, [Data Exploration](#): Clients may discover, and experiment with, provider data to help in purchase decision

## Available Providers

As above, but with:

- FactSet global sales staff are pitching provider data to thousands of FactSet clients
- Data fully concorded to FactSet Symbology making the onboarding incredibly seamless for clients, which is biggest and most time consuming hurdle for a client taking on a new product. Clients more likely to take on a dataset that is concorded than one that is not
- FactSet absorbs administrative burden of contracting and billing
- FactSet manages data distribution to clients
- FactSet's data science team helps create additional materials such as Tableau reports, Jupyter Notebooks, and sample python code and SQL scripts that help illustrate and explain provider data to clients
- Video created for the marketplace to help market the dataset



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Onboarding Overview

# Onboarding process

## 1 Step 1: Initial Registration

1. Navigate to <https://open.factset.com/catalog/en-us> and select “Become a Provider” above the catalog
2. **Fill in forms** requesting information on your company and datasets. Upload sample data for review
3. You will receive a **welcome email** with links to some helpful information, including this onboarding guide and a data survey
4. **Return the data survey** as soon as possible to [OFProviders@factset.com](mailto:OFProviders@factset.com) as this is part of review process

### Become a Provider

Apply to become a provider on the Open:FactSet Marketplace.

### How it Works

- 1 Create an account by entering details about your firm and uploading sample data.
- 2 Open:FactSet will review your registration and data and get back to you.
- 3 Upon approval for marketplace entry, finish creating your company and product details.
- 4 Company/Catalog pages displayed on the Open:FactSet Marketplace.

# Onboarding process

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## Step 2: FactSet Review Process

1. Once you submit your initial company/data registration, FactSet shall commence its own review of your firm and content
2. FactSet will contact you with questions and potentially request additional information
3. FactSet will discuss the contractual terms of becoming:
  - a) A Candidate Provider
  - b) An Evaluation Candidate Provider
  - c) An Available Provider
4. FactSet will get back to you within 1-3 weeks with an acceptance or rejection notice. If rejected, we will provide you with rationale and what steps might be followed in order for you to come back for future consideration

# Onboarding process

## 3 | Step 3: Acceptance

Upon acceptance you will receive:

1. A copy of the contract based on the type of provider you will become (where the majority will initially start off as Candidate Provider). Before any further steps can be completed, this contract must be signed and returned to FactSet
2. A FactSet .NET ID login that will grant you credentials to the Open:FactSet Marketplace
3. A document to be filled in with additional details about your company and your products that will be used to create your company and product cards on the Marketplace. Unless otherwise agreed upon with FactSet, you may have up to **three** product cards created on the Marketplace

# Onboarding process

## 4 Step 4: Company and Product Page Creation

Once you return the document with company and product information to FactSet, we will:

1. Create your company and product pages on the Marketplace
2. Send you screen shots for your review and confirmation
3. Publish the company and product pages to the Marketplace!

Home / Catalog / FactSet / FactSet RBICS with Tradenames

### FactSet RBICS with Tradenames

Data Feed by FactSet

Added to Marketplace for Purchase: Sep. 13, 2018

[Get Started](#)

#### HIGHLIGHTS

- Delve beyond simplistic company-level peer groups to reveal product-tititors.

...ust framework for NLP-based analysis by integrating... or alternative content associated with a particular... rvice or brand.

...e true market landscape exposed through the interactions of... complete multi-sector profiles.

	Count	Type	Start Date
	1,200	Entities	2012
	24,000	Entities	2011

**UNDERSTAND AND UNTANGLE COMPLEX NETWORKS:**

Companies, Securities | Subsidiaries, Business Units, Brands & Products | Niche Competitors

Documentation/Additional Information

- [Data Dictionary](#)

### FACTSET

FactSet RBICS with Tradenames

Data Feed by FactSet

RBICS with Tradenames maps over 170,000 products, services and brands (a.k.a. Tradenames) to the granular sectors of the RBICS taxonomy, resulting in a multi-sector participation map for each company. Whereas RBICS with

[More Details](#)

[Global](#) [Data Management](#) [Reference](#)

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Frequently Asked Questions

## Onboarding process: Frequently Asked Questions

### **Q: What if I am not approved for the Marketplace?**

A: FactSet will provide you with feedback as to why we chose not to include you within the Marketplace. Typical reasons include: data quality/completeness, concerns around data sourcing, ongoing company concerns, or interest of the data to our clients. If you felt you have addressed the concern(s) at a future date, we welcome the opportunity to rekindle discussions.

### **Q: How can I make changes to company/product pages once they are published?**

A: At this time, please email [OFProviders@factset.com](mailto:OFProviders@factset.com) (or your direct contact) with the changes you wish to be made. We will review the changes and make the edits. In the future, we will give our providers access to an interface to make these adjustments themselves (with FactSet still having editorial oversight).

### **Q: How will I be notified of any incoming leads?**

A: If you are a Candidate Provider or Evaluation Candidate Provider, you will receive an email from FactSet with the firm and contact details of individuals who make inquiries regarding your data set. From time to time, our sales people may reach out to you directly if their clients expressed interest in your product during their regular interactions.

If you are an Available Provider, our sales team may reach out to you for assistance during a trial or the sales period. Otherwise you will be made aware of a sale as per the terms of your Agreement and Royalty Report.

## Onboarding process: Frequently Asked Questions

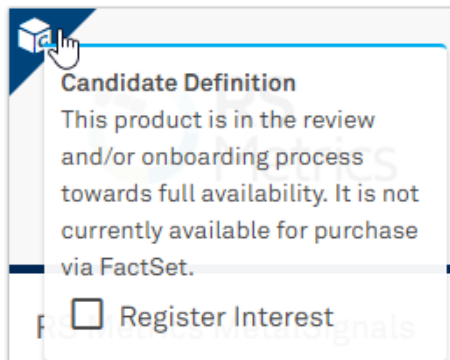
**Q: Will you share with me statistics? (e.g. How many people looked at my product pages, how many people downloaded my sample data, how many times the sales team discussed my products, etc.)**

A: FactSet does not share any statistics with any providers, nor any ongoing conversations with clients regarding a provider, unless specifically requested by the client. We do this in order to protect the confidentiality of our clients. However, if a client expresses interest in your dataset, we will absolutely be reaching out to you to make the connection with the client as you are the expert on your own data. We will do our best to help facilitate any sale.

**Q: I am a Candidate Provider. How can I progress to Evaluation Candidate Provider or to Available Provider?**

A: We perform very regular reviews of all of our Candidate Providers, both on an interest level from our clients as well as the quality and timeliness of the provider's data. When we believe the interest has crossed a threshold, we will then work with the provider to move them into the Evaluation Candidate state. Encourage your clients/prospects to hit the "Register Interest" button on your product card in the Marketplace.

Further, in addition to client interest, we will also bring into consideration the provider's data quality (as defined on the next page).





## Onboarding process: Frequently Asked Questions

### Q: I am an Evaluation Candidate Provider? How can I progress to Available Provider?

A: Client demand is the primary driver for progressing to Available Provider, but data quality is also an important aspect. Throughout the onboarding process, FactSet will perform analysis on your data, measuring a number of different quality dimensions (see table below). Our data team will then consult with you on these findings and work with you to adopt standards, understand data anomalies, and document behavior to streamline client experience with your content. Taking these steps will best position your product to be evaluated by clients and progress to fully available for purchase in the Marketplace.

Categories of Data Review	Definition	Example
<b>Open:FactSet Data Standards</b>	Data and structure conforms to industry best practices and requirements	Date ISO 8601
<b>Completeness</b>	Verify population of mandatory fields and profile availability of key data items	Percentage of NULLs Through Time
<b>Quality</b>	The data is valid and correct	Outlier Identification
<b>Timeliness</b>	Measure and preserve data time to market	Lag between event and publication
<b>Connectivity</b>	Establishing connections to other Open:FactSet Data	Symbology Concordance
<b>Dependability</b>	Ability to consistently deliver accurate and timely data	Delivery Time

## Onboarding process: Frequently Asked Questions

### **Q: Can I post on the [User Forum](#)**

A: Yes! Once we furnish you with your FactSet .NET ID credentials you will be able to log into our User Forum and post. We have found that the providers who post regularly see more traffic on their content pages. If you post on the forum, we encourage you to post items that our clients will find interesting rather than something that is more “marketing” or “sales” related. Our users are looking for unique ideas or even sample code (e.g. SQL/python/Jupyter Notebooks) that helps them discover new insights. Resist the temptation to post anything too sales related.