



July 14, 2011

Dear TFR Preparer,

As you may be aware, the Banking Regulatory Agencies are requiring all Office of Thrift Supervision institutions to convert from the OTS TFR to the FFIEC Call Report. As of the 3<sup>rd</sup> quarter in 2011, (September filing) OTS TFR institutions may begin filing the FFIEC Call Report. The final deadline for the conversion is the first quarter 2012. The OTS is urging these institutions to begin the conversion process as soon as possible.

With respect to that initiative, we at Fed Reporter would like to introduce both our company and our Regulatory Reporting product suite to you. Fed Reporter provides FFIEC certified Call Report software to banks of all structures and sizes across the U.S. **In fact, more banks have switched to SmartCall in the last two years than all the other Call Report vendors combined.**

However, we understand it's not just about the software, but it's also about the people that develop and support the product. **With a combined Call Report software experience of over 120 years, we are the most experienced team in Regulatory Reporting.** Our founder, Bruce Gall, created the industry's very first Call Report software product with DPSC Software in 1988, and was among the first to create reporting software for the thrift industry institutions as well (FHLB and OTSReporter). You might already know our team - most of the original staff is here at Fed Reporter.

We believe it is not an overstatement to say that our SmartCall Call Report software is sweeping the banking industry. In the last year alone, over 500 banks have upgraded to SmartCall. Utilizing the very latest in Microsoft's technology, SmartCall is unmatched in its features and simplicity. To see what our clients have to say, please see the reverse side for some of our recent testimonials.

SmartCall includes - at no cost - many features that other vendors only include as expensive options. For example, SmartRCR (automated calculation of Schedule RCR - Risk Based Capital), the Annual Disclosure report, and the FDIC Summary of Deposits (required for June 2011) report are all included. If you are looking to automate preparation of the Call Report, our SmartExpress software enables you to "map" your General Ledger as well as your loans and deposits directly to the Call Report. SmartExpress works with data from virtually all bank processors and applications.

Another important aspect of the new directive is the need for many of you to obtain an Interest Rate Risk (IRR) modeling or analysis system. Fed Reporter offers the easiest to use, most cost-effective, examiner-friendly IRR system available. Over 1,000 banks currently use our IRR system for Interest Rate Risk Compliance. All the information necessary for analysis comes directly from the Call Report data in SmartCall, so there is no additional data entry. We also provide Bank Holding Company (Y9 and related) reporting software for those needing to file these reports with the Federal Reserve.

While we realize that learning a new report and new software can be intimidating, SmartCall was designed to require very little (if any) learning curve and the response from our new clients has shown that we were successful. **We invite you to judge for yourself by attending a free, introductory SmartCall/Call Report Webinar designed to introduce OTS banks to the Call Report.** We will be offering comprehensive training for the actual FFIEC Call Report form for TFR preparers as well.

We look forward to the opportunity to show you how Fed Reporter can help you make the switch from the TFR to the Call Report easier than you ever thought possible. Please feel free to call or write us if you have any questions or concerns.

Best Regards, The Fed Reporter Team

# Fed Reporter – SmartCall Client Testimonials

*"Thanks for a great product! Everything went so smoothly! I have to tell you I really liked the features of SmartCall. I especially like the tabs at the bottom – having the line instructions, edits, and mapping right there at the click of a mouse is so handy. We made the change because of price, customer service and ease of use and I am totally glad we switched!"*

**New Century Bank Belleville, KS**

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*"SmartCall made everything easier and more simplified. And I loved how line item prior history and user notes are always displayed right in the Smart Window!"*

**Montecito Bank & Trust, Santa Barbara, CA**

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*"SmartCall is so user-friendly and I'm extremely impressed with the performance reports and graphs - it's a Board-ready packet of valuable information."*

**Steve Doty, First National Bank of McGregor, Texas**

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*"We love it, it was the most painless, smoothest change we've ever made and it has dramatically improved our productivity".*

**Deanne Williams, Foundation Bank, Bellevue, Washington**

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*"I found SmartCall to be very user-friendly. It was a lot easier to navigate around and the edits were much easier to understand." **First Delta Bank, Marked Tree, Arkansas.***

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*"I really enjoyed the comparative data that appears to the upper right when you are entering your data. Just simple things like keying "23,946" as "53,946" are so easy to miss when keying, but it showed up very clearly on a comparative chart. That is one of the biggest benefits of the software that I can see. I have not gotten into the software reporting functions or other options, but I bet they are very well put together as well. SmartCall picked up on a few edits that saved my tail. Those graphs really helped. A picture tells a thousand words."*

**Midsouth Bank, Murfreesboro, Tennessee**

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*"I think you guys have done a great job. Your customer service personnel were excellent to deal with and were very responsive. I loved the SmartCall option which only displays the cells which we used in the past for data entry. While the Call Report isn't something you enjoy, SmartCall definitely made it much less painless."*

**Altoona Savings Bank, Altoona, PA**