



# POLYSYSTEMS, INC. HORIZONS

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**POLYSYSTEMS**

Providing  
over 35 years  
of expertise.

## Is Year End Crunch Time?

—Roger W. Smith, FSA, MAAA, President

The baseball season is over, and that means another fiscal year is coming to a close.

The year 2008 is about to enter the record books, and it has shown us a number of surprises. The last few months in particular have been as wild as any we have seen. While we work to understand what has happened and what will happen, we will also be under the gun to wrap up another year's results.

We hear from many of our clients that a number of year end tasks are straining work loads this year. The fourth quarter has always been a busy one, but this year we sense that our clients will face more unfinished projects than normal. Complicating the matter even further, we are also learning that critical projects are occupying staff to the point that other planned work cannot even be started.

If you are facing resource crunches, look to PolySystems. Consider how our team can help bridge any gaps. Our consulting services go beyond software installation and implementation efforts. We can ease the strain on your internal staff resources and deliver quick, reliable and fully-auditable results. Look to PolySystems.

There are, however, a few tasks that can be added to your "to do" list that will

help ensure clean year end results and help ease the transition into 2009.

### Before the end of 2008:

- 1. Add new plans and assumption sets to your valuation or projection setups.** Updated setups are needed for valuations and projections to run without errors. We have a number of experts we can deploy to meet your needs. We can do the work in our office or your office. Look to PolySystems.
- 2. Complete and update process documentation.** Detailed and specific process documentation is going to be needed now more than ever. We are experienced with writing documentation for Sarbanes-Oxley and other purposes. Look to PolySystems.
- 3. Setup and run special projects and experience studies.** A lot of year end tasks are routine, but some are not. We can help out with running special models and experience studies. Our team knows the software, and we understand the applications. We want to help. Look to PolySystems.



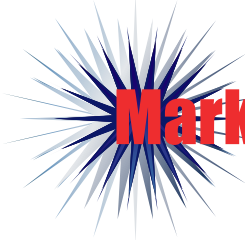
**In 2009:**

1. *Year end work frequently carries over to the beginning of the next year.* We are very available in January and February. Those months are our off-peak season. We can supply you with experienced actuaries for your actuarial and financial year end work. Look to PolySystems.
2. *Processing power.* If you find you lack the hardware facility or the operation staff to run valuations and projections, especially those demanding multiple scenarios, we can provide extra processing power.

We have enough hardware to run your projects and shipping us the data is easy. Look to PolySystems.

PolySystems wants to be your guide through the end of this year, into next year and beyond. Look to us for more than just software installations. We are ready to place one person or a whole team in your shop or take on assignments in our offices. These are just a few of the ways we can help. We are always ready to meet your specific needs as well.

Look to PolySystems. 🌐



## **Marketing Corner** **Orlando Meeting Recap**

—Jackie Smith, Actuarial Assistant

PolySystems had a great time at the SoA Annual meeting in Orlando. (The weather was also great, but remember, we're in Chicago.) Thanks to all who stopped by our hospitality suite; we always like to see and catch up with our friends and colleagues.

While in Orlando, PolySystems hosted its annual User Meeting. At this year's user meeting, we briefly demonstrated how VACARVM will fit into AnnuityMaster and AnnuityDelphi. Regardless of whether you were able to attend this year's User Meeting, do you have questions about how VACARVM will fit into your current setup? Are you wondering how much work a transition to VACARVM will require? We have the answers for you and the resources to deliver what you need. Additionally, look for a special mailer about VACARVM to arrive in your mailbox shortly. Contact Bob Keating at 312.332.5670 or [bkeating@polysystems.com](mailto:bkeating@polysystems.com) for more information. 🌐

**PolySystems  
Wishes You and  
Your Family a  
Safe and Happy  
Thanksgiving.**

