

C. Hoare & Co.

PRIVATE BANKERS SINCE 1672

A guide to the C. Hoare & Co.

Financial Supplier
Qualification System



C. Hoare & Co. is committed to introducing responsible business practices that make it easier for our suppliers to do business with us. To support this commitment, we've introduced the C. Hoare & Co. Financial Supplier Qualification System (FSQS). This is designed to standardise and manage our requests for compliance and assurance data, in line with other major financial services organisations that have also adopted FSQS.

As the regulatory environment becomes more complex, it's important that we can demonstrate to our stakeholders that we're working responsibly with our suppliers to minimise risk and protect our customers.

The introduction of the FSQS provides a standard, simple mechanism for collecting and managing supplier assurance information across C. Hoare & Co and the wider Financial Services community.

The FSQS is also an integral part of our supplier onboarding process. Our Supplier Managers use the system to find pre-qualified suppliers to be considered for new business. Qualified supplier status gives visibility across our procurement process and, therefore, creates potential new business opportunities.

Benefits for you:

- A single online process to submit assurance and compliance data with the objective of reducing duplicate requests from C. Hoare & Co. and other financial services customers who you provide services to.
- Compliance requirements which are proportionate to the products and services being provided.
- An online supplier profile which can be updated throughout the year to demonstrate your ongoing compliance with C. Hoare & Co.'s policies.
- A recognised qualification that means you won't have to provide assurance information each time you bid for business with C. Hoare & Co.

There are two levels of qualification. Stage 1 Qualification collects basic information on your organisation. Many products and services are subject to additional compliance and policy requirements. For example, if a supplier deals directly with our customers, then they will be asked to demonstrate how they comply with the relevant regulatory requirements which are a component of the Stage 2 Assessment.

A simple two-stage process, explaining Stage 1 Qualification and Stage 2 Qualification in more detail:

Stage 1 Qualification:

Suppliers will receive an email invitation to complete an online questionnaire. The invitation will come from Hellios, an external partner, who has been appointed to collect and administer the data on behalf of C. Hoare & Co. The questionnaire should take around one hour to complete. This information will allow us to determine whether your organisation only requires Stage 1 Qualification, or is required to complete the Stage 2 assessment. Given the nature of the bank's business, Stage 2 Qualification should be considered most likely, unless you are advised otherwise.

Stage 2 Qualification:

Stage 2 requires the completion of a more detailed online assessment and the provision of evidence to support your application. This stage typically covers your policies and practice in areas such as:

Anti Bribery	Sanctions	Remuneration	Customer Treatment
Products & Sales	Anti-Money Laundering	Health & Safety	Whistleblowing
Business Continuity	Information Security	Cyber Security	Records Management
GDPR	Environmental	Data Management	Diversity & Inclusion
Physical Security	Operational Resilience	Conduct Risk	Risk & Control

Depending on your business, application for Stage 2 may incur an annual fee, which is payable directly to Hellios, to cover the costs of administering the system. For further details on these prices, please refer to the accompanying letter. Following Stage 2 qualification, the bank may wish to conduct further assurance activities including an on-site audit. This will be arranged by C. Hoare & Co. and will incur no further fees.

Typically, we find that it takes four to eight weeks to attain qualification. For exact timelines, suppliers should refer to the deadline dates in the Hellios email communications.

If you are being asked to apply as part of a tender process, then it is important that you submit your questionnaire by the deadline dates in the Hellios emails, otherwise your company may be removed from the tender process.

Why has C. Hoare & Co. introduced a Supplier Qualification System?

Suppliers have told us that current processes for collecting compliance and assurance information is time-consuming and complex. The introduction of an online system simplifies the process for suppliers to submit information and prevents suppliers receiving multiple requests from the bank for qualification data. It is also important that we (your organisation and the bank) can demonstrate to our stakeholders that we are working together responsibly to minimise risk across our supply chain to protect our customers. As the regulatory environment we operate in becomes more complex, it is vital that we have a robust system in place to support the collection and maintenance of supplier assurance data and respond to regulatory changes.

Who is Hellios?

Hellios Information Management Ltd is a UK-based company. The team has extensive experience in collecting and maintaining supplier data on behalf of a number of global and UK companies.

What is the role of Hellios?

C. Hoare & Co. has appointed Hellios to collect and administer supplier assurance-related data on behalf of the bank. Hellios will collect and check the data provided by suppliers and ensure the data is maintained on FSQS. Hellios is an approved supplier of C. Hoare & Co. and both they and the FSQS system have been subjected to our due diligence controls. Hellios does not assess a supplier's suitability for qualification or approval. That decision rests with C. Hoare & Co.

Do we have to register each of our legal entities separately?

Yes, your organisation is required to register any legal entity that submits an invoice to C. Hoare & Co.

Can any supplier apply for qualification?

No, qualification is by invitation only.

Will other suppliers have access to the information we provide?

No, other suppliers will not have access to the information you provide.

Will assurance information be available to anyone else?

Yes, one of the benefits of the FSQS is that suppliers' assurance information will be available to other financial services organisations that have also adopted FSQS. This will reduce requests for duplicate information from the different customers you may provide services to. Hellios will not share any information you provide with any other party or use your information for any other purpose.

Will I be asked to provide pricing information on my company's products and services?

No, your organisation will not be asked to provide any commercial information of this nature.

If I'm required to apply for Stage 2 Qualification, how do I pay the fee to Hellios?

Hellios will provide full details of the payment options available; however, we recommend suppliers make an online payment to Hellios for the fastest access to the Stage 2 Qualification process.

How long is qualification valid for?

The renewal date is set at one year after Stage 1 Qualification has been granted. Or, in the case of Stage 2 Qualification, one year after your Stage 2 questionnaire has been issued. Hellios will issue reminders to suppliers well in advance of their qualification expiry deadline.

How long does it take to complete qualification?

Typically, it takes less than one business day to enter the information in the system (if you're asked to complete both stages). However, the time required to collate the information varies depending on the size of an organisation. Larger organisations often have to source the data from a number of internal departments and therefore we're giving existing suppliers approximately eight weeks to complete qualification.

What happens if I, as an existing supplier, fail to complete FSQS within the assigned timelines?

Suppliers will be fully supported by Hellios throughout the qualification process. However, failure to complete FSQS will result in a supplier being classified as noncompliant in our internal systems. This will affect future business with C. Hoare & Co. since FSQS is now our standard qualification and compliance process for suppliers.

Who can I contact for further information?

Hellios Supplier Support team at fsqs@hellios.com or call on 01865 959120, Monday to Friday 8.30am to 5.30pm, (excluding public holidays), or C. Hoare & Co. Supplier Management team at suppliermanagement@hoaresbank.co.uk.