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**From:** Ian Salters [REDACTED]  
**Sent:** 5/29/2019 11:07:05 AM  
**To:** Davide-A Sferrazza [REDACTED]; Liam Osullivan [REDACTED]  
**CC:** Ian Salters [REDACTED]  
**Subject:** Client tidy up [I]  
**Attachments:** IWP Accounts\_Summary\_Funda (05.07.19).xlsx; IWP Eligibility SCRUB 5-2-19.xlsx

Classification: **For internal use only**

Gents

Trust you are both well, as part of the IWP Package remediation and as an attempt to address a concern of the DCO team, I have gone through over 7,000 line items in dbForce to identify who should be tagged as IWP Clients / Leads and which clients need to be removed. I have then cross reference this against the file we worked on with Josh to identify which clients had IWP Packages and which ones did not. So in the scrub file, it highlights:

- Who are IWP clients or Leads;
- Who has a package (client) and who does not (lead).

You can ignore the PM Qualified tags as this relates to Private Markets. Can you quickly (and I would not waste too much time) cast your eye over the SCRUB file to see if I have missed any clients off or missed any packages. The file I got from Josh was from December so we may have some extra ones.

Kind regards,  
Ian Salters



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