

Subject: Re: Initial thoughts
From: Wolfram Lange <[REDACTED]>
Date: Mon, 15 Jul 2019 07:48:04 -0400
To: Kimberly Hart <[REDACTED]>
Cc: Michael Off <[REDACTED]>, Martina Messing <[REDACTED]>

It is actually 2pm Frankfurt time, ie CET = Frankfurt

Wolfram Lange
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On 15 Jul 2019, at 12:06, Kimberly Hart <[REDACTED]> wrote:

Michael - Does 2pm CET work for you (3pm Frankfurt/9am NY)? If yes, I will send invite.

Kimberly Hart
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On Jul 15, 2019, at 2:20 AM, Wolfram Lange <[REDACTED]> wrote:

Kim, Michael

Looking forward to speaking later today. Early afternoon eg 2pm CET would work best.

Here a couple of thoughts - need refinement and challenge...

Problem statement:

Find client cases where we rely on some prior decision and do not question a 'borderline' client relationship - example Epstein where clearance was given again and again despite negative media and other alerts always referring back to Packard/Caruso onboarding decision (even though both had long since left DB).

Potential solutions:

- 1) Assuming that negative media hits and respective clearances are stored: conduct a fuzzy logic search through all clearance statements looking for phrases such as "as per prior approval", "based on decision by", "...". Any hits to be reviewed by DCO/BI/AFC.
- 2) Search the KYC files for unusually senior sign off parties for onboarding in AFC and the business - come up with a way to electronically search for key words, such as "exception referral", "regional AFC Head", maybe a list of names like prior AFC Heads, Business Heads, COOs.
- 3) ...?

Speak later,

Wolfram

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