

## *ANNOUNCING THE FOUNDING OF THE JOSEFA GROUP*

4/23/09 - Today we are announcing the founding of The Josefa Group. The Josefa Group is a **new company** with a **new approach** for a **new economy**. We are a professional services and software technology firm specializing in compliance and risk solutions for the financial community. Although the company is new, we have been founded by [Salvatore Cangialosi](#) – a leader in the development of regulatory compliance solutions. Sal and his colleagues bring to The Josefa Group a depth of knowledge and the years of experience essential for the success of our clients.

We are all well aware of the transformational economic events that are re-defining the entire financial services industry. As a result, the future of this industry will change in material ways - all of which are not yet known. In this environment, the importance and value of the client/vendor relationship cannot be over estimated. The Josefa Group is dedicated to re-defining the client experience to meet the future needs of banking. To achieve this we have established a simple set of principles that will guide all of our products, services, and relationships. The principles of **Quality, Trust, and Value** will serve as our compass throughout the growth of the Josefa Group.

At its essence, the economic crisis is based on the failure of risk management. This may appear to be a simplification; but when analyzed, the importance of proper evaluation and mitigation of risk was and is essential. We will start our operations focused on the development of a new **Enterprise Risk Management solution**. We will use our experience and innovation to deliver software capabilities targeted at the changing regulatory and business needs of financial institutions. Along with product capabilities that will define a new level of management insight, we will introduce a software use model based solely on easing the complexity and cost too often faced with product implementations. Our **Risk Management as a Service (RMaaS)** model promises to deliver the latest technology and professional services for a single fee and without the added burden of on-premise technology support and staffing costs. We will be developing this product over the coming months and invite comments, suggestion, and participation from all financial institutions and their consultants.

In addition to our software products, we will also provide value added [risk and compliance consulting services](#). We will focus on delivering the highest quality work product at a value point not often seen from other firms. Our past experience establishing the de facto standard for regulatory compliance has taught us what works and more importantly what did not work in the provision of professional services. Our initial services will include:

- Risk and Compliance Project Management,
- Risk and Compliance Advisory Services,
- Risk and Compliance Process Outsourcing, and
- Risk and Compliance Technology Services

I look forward to serving you again and jointly developing the new standard of excellence for the financial community.



Sal Cangialosi

Please feel free to contact me with any questions at:

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