



## Log In

The role of information  
in financial compliance

## In Scope

Too much information: embarrassing  
digital traces show up everywhere

## Insight

Dotting the i in 'compliance':  
what you need to know (and  
do) to protect your organisation

## Insider

Compliance discussion and  
guide to free resources

## Tap the Wire

News from the field ...  
and what it means

## Focus On

The ins and outs of financial  
compliance, and information products  
that keep you legal

## In This Issue ...

6

### Log In

8

### In Scope

Scanning the industry landscape: Breach of customer trust at AOL in release of personal search data; Google states it will not change its data tracking and storage policies. News Corporation's exclusive deal with Google for search and keyword targeted advertising - could it turn MySpace into EmptySpace?



10

### Insight

Opinions and perspective: Stay on the right side of the bright line with advice from an expert. Theo De Regibus of RM Group explains UK anti-money laundering laws and provides tips on determining best practices and creating the structures for achieving them.



17

### Insider

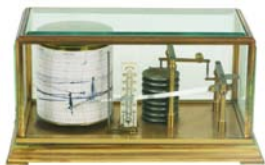
Discussion and resources: VIPs share perspective on the unexpected plusses of financial compliance. Related resources -- a book review from FreePint and a collection of US-oriented resources from ResourceShelf -- offer a wider perspective on the topic of compliance.



23

### Tap the Wire

Industry news, new products and product update: Pearson/FT Group look at revenue models. InfoUSA taking flak from investors and acquiring market research firm. Other planned and completed acquisitions for Xinhua, eFinancial Group. Thomson Guidance measures future performance. Introducing Newspapers24.com. Factiva SalesWorks meets Microsoft Dynamics. Dow Jones Newswires goes mobile. Complinet adds PEP data. Spoke Software makes data on people public.



43

### Focus On

Issue in-depth: UK, European and US financial regulations have prompted dramatic changes in the information needs of companies in the years since the Financial Services Authority was founded in the UK. VIP provides an overview of the major components of financial compliance in today's regulatory environment, then describes general and niche products that help companies achieve it.



68

### Log Out

## Disclaimer

VIP (ISSN 1743-3711) is published by Free Pint Limited.

The opinions, advice, products and services offered herein are the sole responsibility of the contributors. Whilst all reasonable care has been taken to ensure the accuracy of the publication, the publishers cannot accept responsibility for any errors or omissions.

This publication MAY NOT be copied and/or distributed without the prior written agreement of the publishers. Product names used in VIP are for identification purposes only, and may be trademarks of their respective owners. Free Pint Limited disclaims any and all rights in those marks. All rights reserved.

### Cover

"Money for Heaven"  
Simon Foster

### Contact

FreePint Limited  
4-6 Station Approach, Ashford,  
Middlesex, TW15 2QN, United Kingdom  
e: [support@vivavip.com](mailto:support@vivavip.com)  
w: [www.vivavip.com](http://www.vivavip.com)  
t: 0870 141 7474  
i: +44 870 141 7474

### Publisher's Note

To improve the usability of VIP, we have shortened many long URLs with DigBig, a free utility that creates persistent links <<http://www.digbig.com>>.

When you click a DigBig URL, or paste it into your browser, you will be directed to the original URL.

The logo for DigBig, featuring the word "digbig" in a lowercase, rounded, pink font.

## Detailed Contents

### Log In 6

### In Scope 8

#### *Surveying the Industry Landscape*

- Information security survey
- Security breaches: AOL; LexisNexis; HSBC
- Brand reputation
- News Corporation and social networking
- Google deal
- Marketing to MySpace generation

### Insight 10

#### *Opinions and Perspective*

Understanding UK Money Laundering: the legal framework  
By Theo De Regibus, Sales and IT Director for the RM Group

### Insider 17

#### *Summary of discussion and insider's guide to resources*

Discussion and resources: VIPs share perspective on the unexpected plusses of financial compliance.

### Tap the Wire 23

#### *Tap the Wire – Industry News*

- Pearson ponders free model for FT.com 23
- Pearson mergermarket deal on, off, on 24
- InfoUSA faces further controversy 25
- Research business acquired by InfoUSA 26
- US publisher interested in UK financial weekly 27
- Xinhua on acquisitions trail 27
- EDGAR expands alliances with LexisNexis and TheMarkets.com 28
- Wikipedia founder involved in Yellowikis dispute 29
- New Marketing Manager for ICC 30
- LexisNexis opens specialist training centre in London 30

#### *Tap the Wire – New Products*

- Measuring future performance with Thomson Guidance 32
- New searchable guide to online newspapers worldwide 33
- Introducing Factiva SalesWorks for Microsoft Dynamics CRM 3.0 33
- Assessing Russian asset managing companies 34
- Dow Jones develops interface for wireless devices 36

#### *Tap the Wire – Product Update*

- Complanet enhances client screening products with additional PEP data 37

## Detailed Contents

(cont'd)

- Spoke steals a march on competitors by offering free access to data 37
- Hoover's adds leadership rankings to the Hoover's 100 38
- SCOTBIS extends market research coverage 39
- Euromonitor updates consumer and retail titles 40
- Emerald revamps Business Strategy title 41

### Focus On - Review 43

#### *Compliance: Using Business Information to Meet Anti-Money Laundering Regulations*

Regulatory overview	44
FSA	44
Basel II	44
EU Directives	45
EU Data Protection Directive	45
Money laundering regulations	45
Sarbanes-Oxley Act 2002	45
US patriot Act 2001	46
Useful links	46
Know Your Customer (KYC)	48
Politically Exposed Persons (PEPs)	48
Company data accuracy	49
Business information products and KYC	49
▪ Alacra	50
▪ Bigdough	50
▪ Bureau van Dijk Electronic Publishing	51
▪ Corpfin	52
▪ D&B	52
▪ Equifax	53
▪ Experian	54
▪ Factiva	55
▪ ICC Information	56
▪ Jordans	57
▪ LexisNexis Butterworths	58
▪ OneSource Information Services	59
▪ RM Online	60
▪ SkyMinder	61
▪ Thomson Financial	62
Other specialist services	62
▪ Complinet	62
▪ IntegraScreen	63
▪ International Chamber of Commerce- Financial Investment Bureau (FIB)	64
▪ World-Check	65
▪ WorldCompliance	66

### Log Out 68

## Log In

By Pam Foster



Information professionals are long used to dealing with tasks related to compliance, but today's regulatory environment is creating new and different pressures. Many subscribers have asked that I look at the new Anti-Money Laundering regulations and how the business information services that they access and use every day can be used to meet new information requirements.

This issue describes the legal framework at the heart of the Anti-Money Laundering regulations and Know Your Customer requirements in the UK, Europe and US. It also looks at how well-known business information providers have adapted their products in order to make it easier for users to obtain the necessary data, in order to comply with existing and planned new legislation.

When it comes to legal matters it's always best to consult an expert. Theo de Regibus is the Sales and IT Director for the RM Group; he's also an expert in Anti Money Laundering regulations, so I'm very pleased that he agreed to provide *VIP* readers with an easily digestible understanding of the regulations from a UK/European perspective.

You too can have your say on compliance. Two new postings at the *VIP Lounge* <http://web.vivavip.com/forum/Lounge/> offer an opportunity to provide some feedback. How has your information department responded to intensified financial regulations in terms of workload, budgets, reporting, accessing new or different products? Or it may be that by developing KYC protocols you've discovered spin-offs such as the ability to build deeper business relationships or to increase business opportunities. If any of these issues sound familiar to you and your organisation then please share your experiences with the rest of the *VIP* community. I realise anonymity is a problem for many subscribers and if this is the case, please send your comments directly to me so that I can post them anonymously. Comments in this thread will be considered for inclusion in the new *Insider* column on page 16.

Despite it being mid-summer and traditionally the 'silly season' for news items, there's plenty of activity in the sector in terms of new alliances, deals and products. *VIP's* two new sections *In Scope* and *Tap the Wire* bring you news and comment on what I consider to be the most important issues of the moment. I hope you find them important too.

Pam Foster,  
Editor, *VIP*

E: [pam.foster@vivavip.com](mailto:pam.foster@vivavip.com)  
T: 0870 141 7474  
I: +44 870 141 7474





VIP Subscription

Free Pint Limited

4-6 Station Approach  
Ashford, Middlesex  
TW15 2QN

T: 0870 141 7474  
I: +44 870 141 7474  
E: info@freepint.com



## VIP Order Form

To purchase a subscription to VIP or to order back issues  
please visit:

[www.vivaVIP.com](http://www.vivaVIP.com)