

# Where are we today

Type of Product / Service	Offered by	Key Features	Platform availability
GMWB	Trans, Lincoln, PRU, Emp., Voya, J.H. others	Downside protection, upside market participation, guaranteed income at high water mark, enables more aggressive investment mix.	Insurers, RICC middleware, SPARK files, RK relationship
Deferred Fixed Annuity (in-plan)	Principal, MM, M of O, TIAA	contributions and transfers buy a future guaranteed income stream at current rates. COLA offered	Insurers, SPARK files, RICC
Immediate fixed Annuity (in-plan)	Various plans and Ins Co.	Plan Sponsor selects Ins Co through Fid process. In-plan fixed income annuity is issued to plan	Not necessarily integrated to RK
Managed Payout Service	Financial Engines , Morningstar	Manage account in drawdown phase. Continuation of Investment advice service. Not Gteed. Regular retirement check.	Any with F.E. or M* is available
Payout Funds	Trowe, Vanguard, Fidelity	diversified portfolios make monthly payouts and adjust them to account for market fluctuations	Not currently offered Inst market
Hueler or marketplace	AIG, Lincoln, M of O, NW Symetra, others	Inst platform of multiple Insurers that compete for immediate fixed and deferred income annuity.	Multiple partners / RKs
Custom Approach	Alliance Bernstein	Same as GMWB above except three insurers back the offering with quarterly bidding on rate	All platforms willing to customize. Mega Mkt.