

Robin Hodgkins

Founder, Principal



Robin founded Castine (formerly known as Cogent Consulting) in 1982 and has been active in the FinTech space ever since.

Robin operates as Castine's President and Senior Product Strategist. As a recognized leader in the commission management space (soft dollars, 28(e), CSA, RPA, and MiFID II), he has been instrumental in the strategic designs of all of Castine's products. He oversees a team of Product Directors who manage the product's ongoing direction.

He has developed, acquired, and sold multiple companies over his career – all in the financial sector. Every product has grown to be the #1 or #2 in their respective spaces. His largest acquisition was of the Price Waterhouse accounting software division in the 1990's, which he and his team grew to over 2,000 major system installations in 64 countries. That product line was eventually sold to a public company.

His most divestiture was of several legacy modules to The Bank of New York's ConvergeX Group (now ConvergeX Group) and Eze-Castle in 2009.

While Castine's experience in FinTech is lengthy, it has spent the last 4 years completely re-developing all of its offerings. These have been built around Castine's C3 suite:

- Commission Management
- Compensation
- Compliance

These products are used by broker/dealers, IRPs, asset managers and hedge funds, and asset owners.

Robin's resume includes the following highlights:

2019 Formal introduction of the unifying "C3 Suite" to bring together a unique offering of inter-related modules for the industry.



- 2018 Development of *Rate Card Pilot* to manage broker's and asset managers to manage their execution (and bundled rates, where applicable) with their counter-parties. Includes commission modeling and proposed rate negotiation tracking.
- 2017 Release of *Spinnaker* for brokers to track all research service pricing, interaction and event review and distribution, invoicing, analytics, and revenue attribution.

Partnered with IMDDA to provide the *Compliance Telescope* to it's members.
- 2016 Marketing of MiFID II products *RPA Centre* and *P&L Centre* for asset managers performing budgeting and research evaluations.
- 2015 Introduction of the *Compliance Telescope* for due diligence reviews, risk scoring, approval workflow, and management report writing. Used by over 2,000 firms worldwide.
- 2013 Castine releases its *Telescope* system for research broker due-diligence and its *Commissioner* system for sell-side trader compensation and performance reporting.
- 2012 Castine resumes operations in the middle- and back-office financial technology space.
- 2009 Sold commission management and broker vote modules to BNY ConvergeEx. Assisted in transition of product line before returning to firm.
- 1999 Began operating in the commission management and broker voting space. Became #1 provider of broker voting and CSA systems worldwide. Client base comprised approximately 40% of the top 50 buy-side firms with \$15T AUM and relations with over 800 sell-side firms.
- 1997 Sold oil and gas software to IDEAS International.
- 1990 Acquired entire accounting software division of Price Waterhouse, with offices in Tampa. Focused product line in the oil and gas sector, becoming the #1 provider of international exploration administration systems. Client base included every major O&G and many of the largest mining firms. 2,000 installations in 60+ countries, 5 offices internationally.

Prior #1 or #2 provider in several other industries, including higher education, women's years wear manufacturing, #1 consulting firm in two proprietary systems for financial and business applications. US DOD consultancy.

About Castine

Since 1982, Castine LLC has provided Cloud-based and in-house solutions to the financial industry. Our C3 platform addresses Commission management, Compliance, and Compensation and are in use by brokers, IRPs, asset managers, hedge funds, and investors worldwide.

The Castine C3 platform of integrated modules lets clients focus on specific areas where gains can be quickly realized with the confidence that the suite can grow as their needs change.

Modules include CSA, RPA, and P&L-based commission management for the buy- and sell-side, including research consumption, pricing, and reviews; compliance calendar, due diligence and RFPs, and reporting and approvals from employees and trading; trader and adviser compensation, performance reporting, trend analysis, and profitability.

Offices in New Jersey, London, and Buenos Aires