



WealthManager™

Driving the wealth management workflow

WEALTH MANAGEMENT

Financial institutions providing wealth management services face similar challenges. The sector is becoming much more competitive, provoking a search for ways to stand out. Wealth management clients are more demanding. The execution-only service is now a simple commodity whose margins are under pressure. Constant product innovation and new stringent regulations require agility.

Using business technology to support the wealth management workflow and increase the efficiency and productivity of client advisors and relationship managers is more critical than ever. Too often financial institutions try to collate partial solutions where integration is limited and very expensive. Front-office users have no other choice but to use too many applications that are not very well integrated. This results in very low adoption rates, service is hampered and a holistic approach to wealth management is near impossible. Finally, such approaches make it unnecessarily difficult and expensive to implement new business strategies such as a shift from transaction-based business to fee-based business.

WealthManager™ brings solutions to these challenges. It empowers those who have face-to-face contact with clients with a single integrated and simple-to-use application that manages most activities in wealth management services.

The Solution

WealthManager™ is an integrated Wealth Management Platform designed to simplify and improve the daily work of professionals who advise individuals and manage their wealth. The platform is a suite of components that can be combined flexibly to create leading business solutions for Client Management, Advice, Sales, Portfolio Management, Compliance and Client Reporting. WealthManager™ enhances all facets of the wealth management process, is highly scalable, multi-lingual, and multi-currency, and provides the technology that allows firms to increase their client service capabilities, reduce costs, and generate additional revenue. WealthManager™ enables wealth management firms to serve all client segments from Mass Affluent to High Net Worth investors and to fully support the provision of discretionary, advisory and brokerage services from a single platform.

The WealthManager™ relationship-centric data hub:

- captures all the pertinent information about your contacts and clients
- provides a 360° view of clients and their portfolios
- helps define a client's goals
- generates and tracks investment proposals
- calculates performances

Key Benefits

- Dramatically reduced cost structures (lower total cost of ownership)
- Radical productivity gains for advisors (happy advisors and high usage rate)
- Substantial improvement in client service
- Agility and flexibility – a much less restrictive technology infrastructure
- A greater 'share of wallet' and higher Assets under Management per advisor

- manages portfolios
- monitors compliance
- automatically produces elegant customized reports

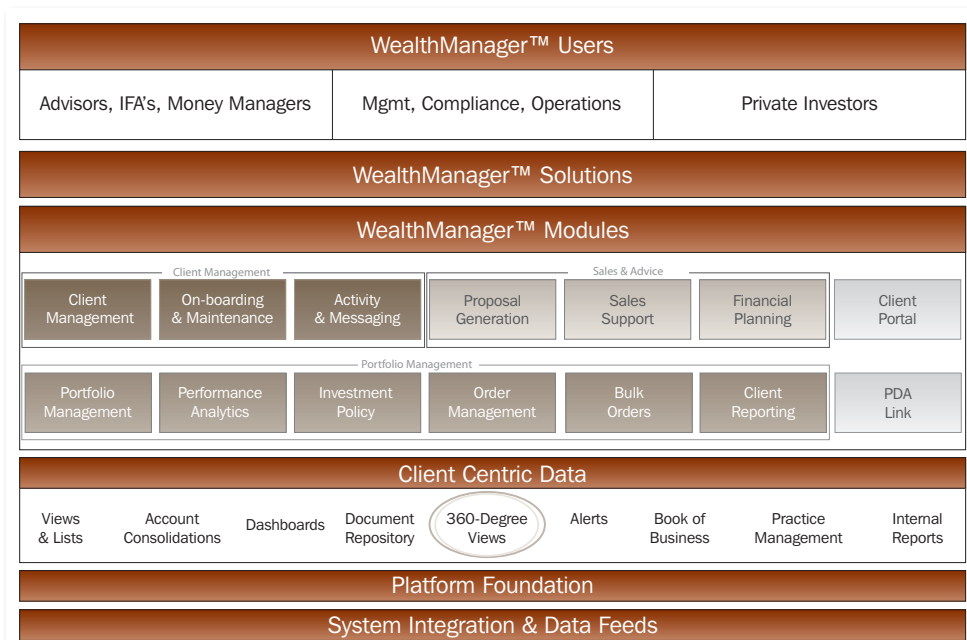
Designed to support client advisors and relationship managers in managing hundreds of demanding clients and their portfolios, WealthManager™ facilitates the management of large books of business through dashboards and automated alert-based monitoring.

WealthManager™ is a unique relationship-centric platform that truly bridges the gap between an account-centric world and a client-centric world.

Advisors can access client contact information or click to any level of portfolio detail in a simple intuitive way.

With WealthManager™, users can store and classify contact and organization information; perform targeted marketing campaigns; synchronize with Microsoft Outlook; merge duplicate contact records; interrelate contacts, organizations, accounts, portfolios, assets, liabilities and properties; generate relationship charts; query contact life events; model trust, beneficiary, and fiduciary relationships. WealthManager™ also allows firms to schedule contact calls; create call lists; assign tasks to team members; track the progress of all messages and tasks; link messages and tasks to contacts, portfolios, transactions, etc.; create messages using predefined templates; alert users when certain conditions are met.

WealthManager™ alert system notifies the advisor of service requests, portfolio imbalances, available cash, upcoming client reviews, marketing plans from the head office, to-do's, and other support features. Collaborative tools enable teamwork with a centralized view of action assignments,



due dates, appointments, and overall activity tracking functionality.

WealthManager™ has a logical workflow with a guided hierarchy to complete a client financial plan up to the generation of the investment policy statement. The solution provides advisors with the ability to easily capture data about a client or prospect's current financial picture and long-term financial goals. Along with creating a presentation quality investment policy statement (IPS), WealthManager™ will attach different firm-designed asset allocation strategies and portfolio models to the client record, track client approval, generate, store, and track proposals, create trade lists, and alert appropriate members of the firm should the client's goals deviate from the agreed IPS. For in-depth financial planning capabilities, Odyssey has integrated EISI's Naviplan and PlanPlus and expects to add interfaces with additional providers.

WealthManager™ is multi-currency and includes features like tax-lot accounting, a security and account master, and corporate action processing. Designed to support millions of accounts, the system can aggregate data in flexible ways, process transactions, value portfolios as of any date, and calculate cash flow projections, income streams and maturity schedules. WealthManager™ maintains extensive transaction, lots, holdings, cost, and performance history, and provides sophisticated asset allocation capabilities.

WealthManager™ calculates consolidated portfolio-level performance using the daily time-weighted rate of return or Modified Dietz method. WealthManager's performance calculations comply with the GIPS standard.

Client reporting includes personalized, custom reporting with graphics and colourful content. Multiple views are user-defined through sorting, filtering, and selection processes. Reports are archived and integrated into the contact management system. Users can merge letters, research reports, asset allocation summaries, and portfolio valuations into a client package. Predefined reports are initiated from WealthManager's report request screen. They can be run immediately or be scheduled to run at a later date once only or weekly, monthly or yearly.

WealthManager™ integrates seamlessly with external systems with the help of sophisticated integrated middleware. Its unique data model was designed to merge all the functional domains relevant to private wealth management. As a result client advisors work with a reduced number of applications and access information that can be flexibly aggregated into a client-centric view. In addition to being used by professional client advisors, a subset of WealthManager's functionality can be made available to clients through the Client Portal. This allows clients to access the same data and analytics as their advisors.

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