experience
solutions
results

Misys Wealth Management

Flexible Solutions for your Wealth Management Strategy

The Market

A lucrative mid-market (high-net worth and mass-affluent investors) has opened up between the retail and private banking sectors, offering considerable rewards and challenges to banks, insurers and new entrant service providers jostling for leadership delivered by a credible, modern technology solution.

Mass-affluent customers are demanding more professional advice without the personalised attention required by very high networth private banking customers. Financial institutions are striving to enter this market at no increase to their cost base, but their existing CRM systems are designed for throughput, not one-to-one service.

Globally, the Wealth Management market is evolving into a more competitive and diversified space with requirements to deliver more complex products in general while enabling new wealth clients in emerging markets access to products in all countries along with real-time consolidated information on their portfolio.

Private banks have reduced minimum investment thresholds to attract the mass-affluent client base, but require efficient infrastructure to support higher customer volumes while delivering the flexibility to offer more advanced Private Banking products and services as needs evolve; without jeopardizing service excellence.

In partnership with Finantix, Misys is now offering a market-leading Wealth Management solution to help its customers capitalise on this important, growing financial sector.

The Solution

Through either a seamless interface to our customers' existing back office solution, or directly via the Misys Wealth Management solutions, banks are able to transition from their current (largely manual or lightly automated) situation to a systemised Customer Interaction capability to allow:

+ Client Acquisition;
+ Management oversight of the client engagement process;
+ Client profiling, which in turn feeds the Bank's sales objectives (e.g. Share of Wallet, Assets under management);
+ Sales Force recruitment and enablement (bank sales organisational structure);
+ Full Investment illustration and Financial Planning advice;
+ Ability to up-sell and extend relationship with the client;
+ Consistency of Interactions and quality of engagement across all channels;
+ Client Account Management delivering the ability to create client accounts including cash and safe keeping accounts;
+ Client Account statements across products;
+ Custody Position processing;
+ Client Fees, capability to establish a fee structure for a client account;
+ Information Privacy capabilities.

+ Relationship Management
+ Advice-led Selling
+ Financial Modelling
+ Financial Planning
+ Asset Allocation
+ Single Customer View
+ Portfolio Management
+ Regulatory Compliance
+ Risk Management
+ Marketing Encyclopaedia
+ Market Data Portal
+ Withholding taxes (Mexico)
+ Savings and beneficiary allocation

In partnership with

Finantix
Client Centric Wealth Management

Client Management Process

Misys' Wealth Management solution combines flexible, comprehensive, front-office wealth management components with proven back-office transactional systems that manage accounting, settlement and reporting requirements for products supported in the front office.

The power of the Misys Wealth Management solution lies in both unrivalled capabilities and in its Financial Relationship Management tools, much more than simple CRM. It provides the tools to support every stage of the wealth management process - identifying customer needs and managing the relationship; comprehensive financial planning for informed decision-making; real-time transactions and position update; advanced analysis and reporting.

Relationship management

By merging transactional data, client investment goals and up-to-date wealth position, institutions can deliver effective and personalised consultancy services to individual clients, regardless of whether a customer walks into a branch, phones a contact centre or meets a personal financial advisor at home.

Personalised service

The Misys Wealth Management solution enhances the quality and personalisation of all services. It simplifies and streamlines the design of comprehensive financial investment strategies that meet individual customer requirements.

Financial planning

With its rich feature set and support for all financial standards, clients can define their financial goals, portfolio, and solutions for specific life events.

Decision support

Within a complex maze of financial services and ever changing markets, customers can review their wealth position in real-time, evaluate available products, and access market results through the solution, thereby enabling better-informed decisions.

Transaction management and reporting

In addition to planning and sound decision-making, the Misys Wealth Management solution also enables companies to manage the brokerage, mutual funds, insurance and banking needs of their clients.

Highlights

+ Provides a consistent customer view and aggregated real-time wealth position across all business channels;
+ Integrated client, market and product information with planning tools and transactional service within the context of the financial adviser's daily workflows;
+ Offer comprehensive financial advice, asset allocation, portfolio modelling and life-event planning;
+ Generates cross-selling opportunities, personalised advice and rule based alerts within client relationship process;
+ Presents enhanced measurements, analysis and reports on customer value as well as profitability, portfolio development, opportunity status, relationship effectiveness and financial adviser performance.

Flexible, component-based Technology

Misys' component-based approach promotes innovation and reusability to meet specific channel and service requirements. In conjunction with our partner, Finantix, we help our clients leverage existing architectures to provide more agile business systems.

At the core of our approach is a suite of flexible components, each encapsulating business processes, services and functions. Combining and orchestrating these components in different ways can enable financial institutions of all sizes to focus on continuous process improvement and optimised customer services.

About our Partner, Finantix

Found in 1994 with a history in wealth management, Finantix is an established provider of component-based front office solutions to more than 50 financial institutions in 18 countries worldwide. With over 100 developers, Finantix invests more than 30 per cent of revenues in R&D.

Its proven pedigree combined with an application architecture approach ensures it stays at the very forefront of multi-channel banking.

For more infomation on how Misys Wealth Management can help you please visit: www.misys.com/banking

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