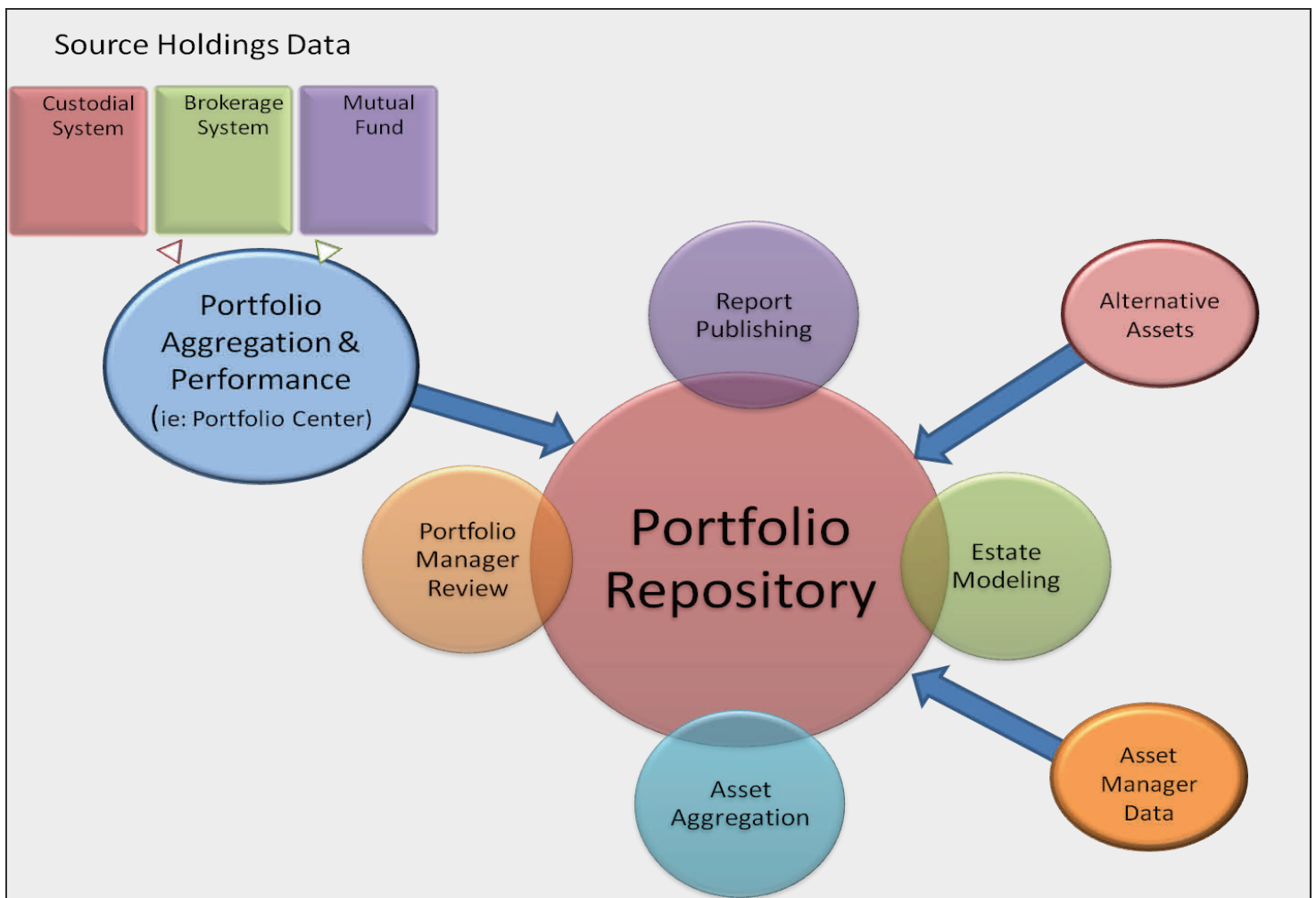


SALNTICA

C L I E N T • B O O K

Core Capabilities:

- ✓ **Personalized Client Statements** ('Client Books') based on recipient reporting needs
- ✓ **Aggregated Reporting and Estate Modeling** that includes households, families and partnerships
- ✓ Report on and track **off book assets**
- ✓ Ideal for **Investment Manager** monitoring
- ✓ **Compliance** & Post Trade Constraint Checking & Reporting
- ✓ Ad-hoc reporting, **cubes, BI metrics**
- ✓ Viewable inside Salentica Management & Client **Dashboards**
- ✓ Tightly integrated with Salentica CRM for Wealth Managers, based on Microsoft CRM



Unified Client Reporting & Salentica Client Book -

Given the events of the past 12 months, client reporting has become increasingly important and more complex, emerging as a key service differentiator for wealth management and family office firms. According to industry surveys, as firms work to control or reduce operational costs, client communication has become one of the top three things that clients look for from a wealth management firm. How do you give clients the single view of their holdings they want and need?

The challenges

Heads of wealthy families need a complete picture of their investments, be they exchange-traded securities, private equity and/or real estate. Partial ownership of legal entities, limited partnerships and foundations can also form part of a family's wealth structure. In the current volatile environment, a manager needs to be agile enough to determine the possible impact of news on a company or sector across their wealthy clients' holdings.

Additionally, the manager needs to be able to provide reporting in the format the family requires and this requires the ability to track the complex relationships that may exist within a wealth family. Individual investment accounts in the portfolio system may not align with how the head of the family, individual family members or their interested parties such as accountants and lawyers view the assets. The capability to see all assets in the preferred format will earn the wealth manager "trusted advisor" status by wealthy clients.

Investment managers must stay in compliance with the Investment Policy Statement (IPS) of their clients. The ability to ensure the client stays in compliance on a post trade basis for all their holdings ensures the client's needs and expectations are met. Deviations from the IPS need to be highlighted and discussed with the client on a pro active basis. These changes may be due to events outside of the manager's control, such as the client purchasing real estate, making a private equity investment, or investment activities in accounts outside of the accounts for which the investment manager is responsible. Regardless of the reason, the capacity to provide complete aggregated reporting delivers a greater service level for the client and enables the investment manager to adjust for market conditions and client changes.

Finally, while client reporting is a key value-added service offering of wealth management and family office firms, not all clients have the same reporting needs. Even within a family entity, report recipients may need different information based on their interests and backgrounds. Who gets what, when, where and how calls for consolidated reporting and the creation of client/family statements (books) for presentation to clients. In other words, the wealth management firm needs reporting flexibility, workflow preparation, and estate modeling capabilities to meet the client's reporting requirements.

"There simply aren't any commercially available systems that can handle the breadth of assets/liabilities/cash flows typically seen in the wealthy market.

Firms, have been forced to band-aid something together. Using Salentica CRM as the basis for the engine should dramatically simplify the operations of a wealth manager".

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