



SUNGARD

SOLUTIONS FOR WEALTH MANAGEMENT



STRATEGIC DELIVERY BUSINESS OPTIMIZATION & PROCESS ASSESSMENT

Today wealth management firms are facing a multitude of growing demands, ranging from providing a superior client experience to new compliance/regulatory mandates to attracting and retaining the best possible employees. At the same time, challenges such as system integration, cost containment, client retention, business continuity, regulatory compliance and process transparency present an opportunity to gain a competitive advantage.

Most financial institutions recognize the value of maximizing and improving operational performance; however, sometimes just getting started can be a challenge. SunGard's Strategic Delivery Business Optimization and Process Assessment, designed specifically for wealth management firms, can help you understand how to achieve optimal operational performance.

This assessment is:

a comprehensive, client-focused service that emphasizes your business needs and helps address obstacles and provide tools for turning unique challenges into opportunities. The objective of the assessment is to conduct an assessment of your company's operational areas, to identify the opportunities offering the greatest improvement and to help optimize your business performance.

The assessment provides a framework for:

defining the vision and objectives, while linking up information technology relative to your business strategy. An assessment can help you mitigate the risks associated with your technology strategy implementation and offers innovative alternate solutions and services for optimizing operations.

Our strategic delivery experts recognize that operational management is not a one-size-fits-all solution. An operational assessment must take into account industry-specific requirements, business rules and market challenges. Our qualified strategic delivery professionals, who specialize in technology and business processes for wealth management institutions, can assist in helping you identify major factors that could be limiting your company's ability to maintain its competitive edge and sustain profitable growth. SunGard's strategic delivery experts have a unique combination of industry knowledge, process delivery excellence, and technology know-how to help you identify business challenges and opportunities to provide added value.

Assessment Process

WHAT ARE YOUR BUSINESS GOALS & OBJECTIVES?

Strategic Delivery Business Optimization & Process Assessment begins with an in-depth interview process whereby our strategic delivery experts learn and understand topics about your business, such as:

- Executive goals
- Business trends
- Strategy alignment
- Operational requirements
- Business constraints
- Emerging regulatory initiatives
- Growth strategy

WHERE IS YOUR BUSINESS NOW?

With a clear understanding of your goals and objectives, SunGard's strategic delivery professionals document and define your current architecture and analyze existing business processes in key operational areas. Next, we determine which tools and techniques are currently used and additional solutions that might be helpful. During this phase of the assessment, our strategic delivery professionals gain full transparency of your operations and conduct a detailed analysis in areas such as:

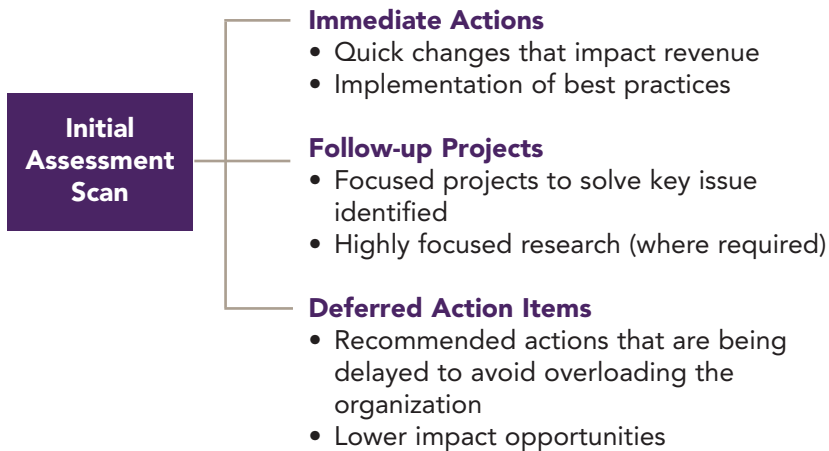
- Existing technology and services
- Business processes
- Compliance/regulatory issues
- Integration model

SunGard's Strategic Delivery Business Optimization & Process Assessments are tailored to meet your specific business goals.

Approach

Our strategic delivery experts place priority in making sure we ask the right questions about your organization in order to identify where operational improvements are both required and possible. That means looking at the big picture and helping answer questions such as:

- How can unit costs be reduced?
- How can resources be better aligned to volume?
- Are processes as efficient and automated as they can be?
- How can human capital demands be reduced?
- How can the quality of customer service be improved?
- How can the business grow in spite of fierce competition?



SunGard's Strategic Delivery Business Optimization & Process Assessment can help you optimize financial processes, improve efficiency and productivity, reduce errors and eliminate low-value added tasks through outsourcing, shared services, organizational redesign and benchmarking.

Assessment Process

WHERE WOULD YOU LIKE YOUR BUSINESS TO BE?

The objective of this phase is to add business logic and process knowledge to align strategies with execution plans. Our strategic delivery experts will prepare a report identifying and prioritizing areas of focus where process optimization is required to enhance operational performance. Issues will be clearly identified with specific recommendations that reflect your unique business requirements that can assist in areas, such as:

- Process redesign
- New routes for automation
- Technology integration
- Process transparency
- Compliance/regulatory

HOW DO YOU GET THERE?

As a result of this assessment, our strategic delivery team will prepare a detailed roadmap for implementing suggested solutions for unique business requirements. This component helps organizations understand why issues occur, identify optimization potential and predict future trends through the use of:

- Best practices
- Cost benefit analysis
- Growth model
- Implementation blueprint

In an operational assessment of your organization, issues are clearly identified and practical solutions are provided.

To start your Strategic Delivery Business Optimization & Process Assessment or find out more information, visit us at www.sungard.com/wm/assessment.