

# Digitizing and industrializing the advice process

## Client

**A top US wealth manager with billions of dollars in assets under management and an extensive network of financial advisors.**

## Problem

**The client had a vision to better digitize, industrialize and govern the portfolio review, proposal and research process run by their advisor network. Alignment with their central investment framework was essential.**

They required a single tool to support the client portfolio review and proposal process that allowed for the inclusion of their own internal products and unique data structures. The existing tools did not allow for the required customization and integration with existing processes and systems. Reporting on portfolio proposals and investment strategies was time-consuming and the generation of factsheets across all products (including internal products) was challenging.

An end-to-end platform solution was needed that incorporated; internal investment intelligence and product, data and model portfolios together with a client review and proposal tool with compliant end-client reporting.

## Solution

The client engaged Jacobi to deliver an integrated advisor tooling solution. Jacobi's out-of-the-box functionality would be configured to deliver a tool that reflected their unique data sets and processes, as well as their investment IP.

Crucially, the user experience had to be streamlined and simple for advisors to use. Incorporating added efficiencies into the process was key. The client required a tool that knitted together the client portfolio review and proposal process. This started with capturing a current portfolio, assigning it to target asset allocations or models based on the completion of their unique risk questionnaire. It would then enable the user to simply create a proposed portfolio, supported with product research via the generation of product factsheets.

Advisors would be able generate portfolio review and proposal reports all in line with specific regulatory requirements, all linked to hundreds of holdings, look-through exposures, ex-post and ex-ante analytics (driven by their investment teams' capital market assumptions).

## Outcome

**With Jacobi, the wealth manager now has a market-leading digital tool, all labeled to their unique branding and design preferences. The final result is an integrated system to:**

Enable advisors to apply a robust and consistent portfolio review and proposal process with prospective and existing clients.

Ensure ease of use when iterating on a portfolio proposal

Support compliance requirements by storing portfolio iterations through time

Automatically pre-generate 1000's of product factsheets each month - each is highly customized to their product universe, models, data schemas, custom reports.

Support collaboration amongst team members, consistency of reporting and enabling efficiencies within the financial advisor workflow

For more information on Jacobi's highly customizable technology to support the scaling of investment processes and client engagement, please contact us or visit [www.jacobistrategies.com](http://www.jacobistrategies.com)