



How Independent RIAs Gain Leverage Via Outsourcing

Why Consider Outsourcing?

The successful Registered Investment Advisor firm differentiates itself through its ability to serve as a trusted consultant to its clients. In fact, research studies conclude that one-on-one interactions with clients are the primary driver of an RIA firm's growth. Growth declines when administrative work pulls advisors away from one-on-one client interactions. Profitability also declines when growing administrative and technology expenses cut into operating margins.

Outsourcing technology and back office operations enable s your firm to:

- Reduce the need to make costly fixed infrastructure expenditures to support growth
- Support an asset-based variable-cost model, to keep expenses in-line with fee revenue
- Gain economies-of-scale via a partner whose core competence is technology and operations
- Leverage multi-custodian connectivity for reporting and portfolio accounting
- Build a long-term partnership to continuously maintain leading edge capabilities
- Mitigate growth in administrative staff in order to focus on growing advisor team
- Avoid the cost and management time devoted to frequent technology upgrades
- Facilitate standard processes to strengthen internal controls and compliance management
- Concentrate advisor time on value-added services to retain and grow clients

Use outsourced services to strengthen your investment product offerings

- Add open architecture products without increasing investment management overhead
- Complement your in-house research capabilities via a team with global expertise
- Incorporate model-based mutual-fund, SMA, and UMA programs
- Acquire administrative support for your proprietary investment offerings

How to choose a provider of outsourcing services

Carefully examine these characteristics in order to select the right provider for your firm:

- Experience and financial stability of the firm
- Provider's reputation for quality
- Ability to form and maintain a strong strategic partnership with your firm
- Strong track record of delivering leading edge investment products and services
- A consultative approach backed by a very experienced professional staff

Why consider FundQuest?

Since 1993, FundQuest has supported RIAs with comprehensive managed account services:

- Advanced technology-for client profiling, portfolio diagnostics, and proposal generation
- Connectivity and partnerships with all of the leading custodians
- Economies-of-scale from supporting more than 80 RIAs with over 100,000 client accounts
- High-quality, carefully monitored, middle and back office operational support services
- On-demand fact-sheets for mutual fund, ETF, and model portfolio research
- Access to a global 48-member research team and dynamic disciplined selection processes
- A wide universe of FundQuest managed models and advisor discretionary programs
- Cross-custodian quarterly performance reporting with flexible householding options
- Account monitoring and rebalancing for FundQuest managed models
- Experienced national consulting team for training and proposal support services

Call **888.253.9169**, visit www.fundquest.com/usa, email internalsales@fundquest.com

A Flexible, Innovative, Strategic Partner to Accelerate Your Growth

Experience and Innovation: Founded in 1993, FundQuest is the best partner to help advisory firms grow their business via open architecture investment services and the most innovative solutions and advisor productivity technology

Best Services and Support: FundQuest is the most flexible service provider with the best overall support services for both management and advisors

The Choice of Leaders: More than 130 institutions including RIAs, insurance companies, independent broker dealers, banks, and trust and wealth management firms partner with FundQuest

Advanced Technology: FundQuest regularly upgrades its technology and platform features to meet evolving advisory firm needs and ensure ease-of-use

Quality Back-Office Administration: FundQuest continually monitors performance reporting and transaction processing to ensure quality delivery

Investment Management Expertise: FundQuest's investment management team has more than 48 analysts in the combined US and European operations performing in-depth quantitative and qualitative investment due-diligence

Proven In the Field: Institutional partners make FundQuest's web based platforms available to a national network of 49,000 financial advisors

Operational Scale: FundQuest has \$64 billion under management and administration in its combined US and European operations

Financial Strength: FundQuest is part of BNP Paribas, one of the world's largest financial services firms

Services are offered in the U.S. by FundQuest Incorporated, a Registered Investment Advisor with headquarters at One Winthrop Square in Boston, MA

For more information please:

Call FundQuest at **888-253-9169**

Visit www.fundquest.com/usa

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