

# A Strategic Outsourcing Partner

**Control expenses and accelerate  
the growth of your advisory business with  
a leader in managed account solutions.**

Investment due diligence,  
technology-based productivity  
tools, and back office  
operational support for  
financial advisory firms.

**FundQuest**<sup>®</sup>

A BNP PARIBAS company 

## Unmatched Outsourcing Capabilities Support Your Growth

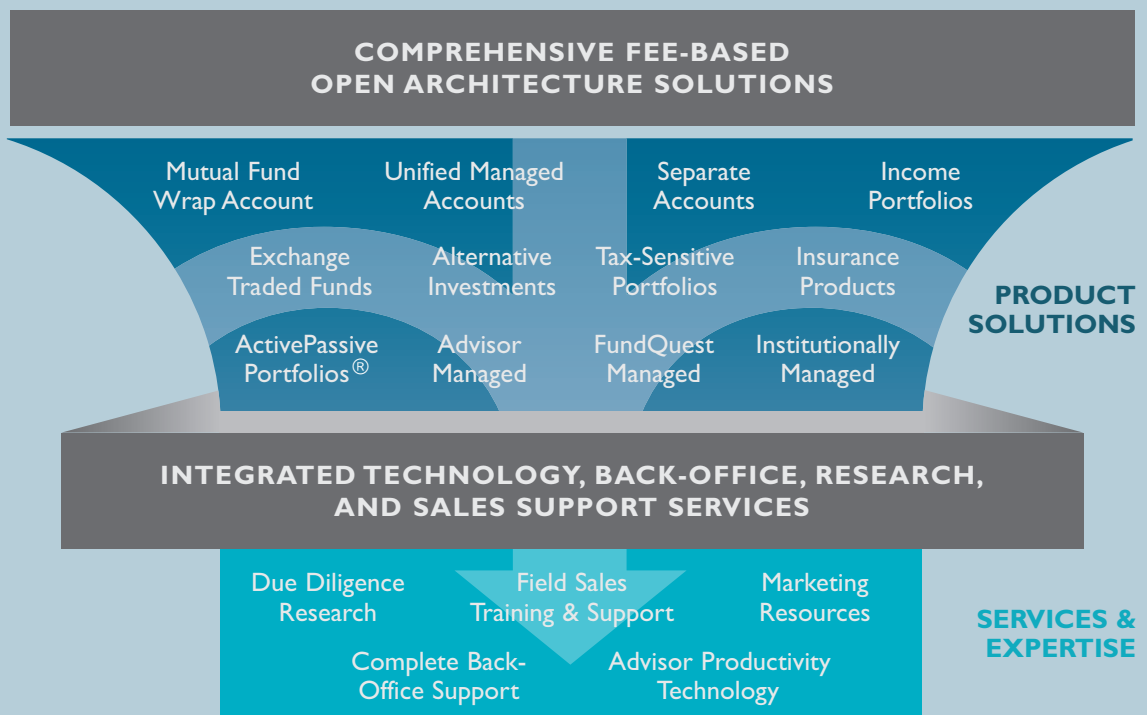
FundQuest is the best partner to help advisory firms control costs and grow their business. FundQuest's outsourcing services include investment research, the most innovative and flexible technology platform, and the best overall support to both management and advisors.

- Most Flexible: a nearly unlimited universe of open architecture investment choices
- In-Depth Investment Due Diligence: a global investment management team to provide best-of-breed choices
- Most Innovative Technology for Advisor Productivity: a proven and highly efficient platform provides advisors with the tools for sales proposals, portfolio diagnostics, reporting, and 24/7 access to account information
- Best Overall Sales & Back Office Support: industry-leading services for training, assistance with proposal development, account maintenance, quarterly performance reporting, and prompt resolution of service requests

## Who We Serve

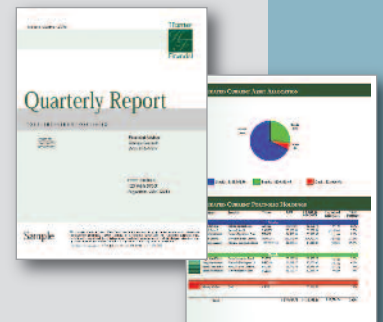
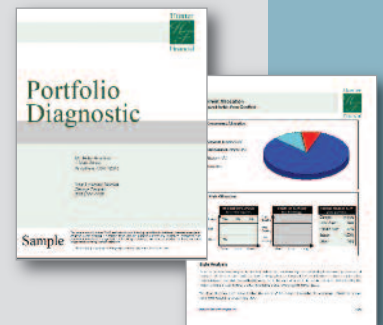
FundQuest has strategic partnerships with more than 130 leading institutions

- Registered Investment Advisors
- Broker-Dealers
- Insurance Companies
- Banks & Wealth Management/Trust Companies
- Retirement Services Providers



# Platform Features and Benefits Summary

PLATFORM FEATURES	BENEFITS for INVESTMENT FIRM and ADVISORS
<b>Open Architecture</b> investment products	Provides a wide universe of non-proprietary investments
<b>Taxable and tax deferred investment accounts</b> including: individual, joint, custodial, trust, and retirement	Capture a broad range of client assets within many types of taxable and tax-sensitive accounts
<b>Technology-based tools for customized proposals and portfolio diagnostics</b>	Proposal and portfolio diagnostic automation increases efficiency and sales effectiveness
<b>Ongoing portfolio management</b> with rebalancing for FundQuest managed models	FundQuest maintains target portfolio allocations for investors without creating an administrative burden for advisors
<b>Professional, objective mutual fund screening and scoring</b> that is updated monthly based on current quantitative and qualitative information	Investment screens are updated monthly so advisors and their customers can receive current data on their investments for ongoing due diligence
<b>24 hour/7 day a week web access</b> to investor account information including: daily performance updates, transactions, and account history	The advisor can see and provide investors with information whenever and wherever they want
<b>Complete back-office functionality and support</b> including production and mailing of quarterly performance reports for each investor account	The advisor can focus on client service and depend on FundQuest for this administrative support
<b>Sales collateral and agreements</b> can be downloaded from website	It is easy to produce materials for investor clients without having to “reinvent the wheel”
<b>Effective reporting capabilities</b> for sales management and support for compliance management	Assists the firm to assess trends in asset growth and in managing risk and compliance responsibilities
<b>Highest quality support services</b> through FundQuest’s wholesale team	Provides ongoing onsite training and education, and prompt phone and email-based assistance



## Success Stories:

### Strategic Resources for the Growth of Profitable Fee-Based Advisory Businesses

Improving separate account choices and reporting for a registered investment advisor

This registered investment advisor firm did not have the resources to perform the initial and ongoing due diligence needed to expand their list of separate account managers. They were also struggling to allocate resources to produce the increasingly complex consolidated performance reporting needed by clients with multiple account types. FundQuest's platform provides the firm with a comprehensive list of carefully selected and monitored separate account managers to choose from. The platform automatically delivers quarterly performance reports incorporating color asset allocation graphics and a consolidated view across each client's accounts.

Accelerating the growth of a nationwide independent broker dealer

This firm wanted to accelerate asset growth by focusing on its core business competence: finding new clients, advising them on suitable investments, and delivering superior service. The firm wanted to outsource both investment research and technology infrastructure, which were not core competencies and were exhausting much of the firm's resources and management time. By partnering with FundQuest, the firm has reduced its costs and greatly increased both the range of investments offered and the depth of research. Today, the firm's growth is no longer hindered by the need to perform platform technology development and maintenance. FundQuest's powerful easy-to-use platform helps to drive asset growth and improve client service.

Producing new recurring income via a private label platform for a top ten insurance company

This firm decided to transition from a transaction-based insurance-only offering into a full service investment advisory business. FundQuest provided a customized platform to rapidly transform the firm into a full-fledged fee-based open architecture investment management business. The firm's financial advisors have now captured billions of dollars in fee-based assets and millions in ongoing revenue.

Leveraging open architecture investments to deliver competitive products for a top 20 regional bank

This leading bank faced growing competition from wirehouses for the assets of high net-worth clients. A partnership with FundQuest provided competitive investment choices and a fee-based approach that has helped the bank become a regional leader in managed mutual fund assets.

Attracting new investors by expanding the investment offerings of a bank trust institution

This leading bank trust department had high customer retention but faced difficulty in winning new clients due to a relatively limited range of proprietary investment options. By adopting FundQuest's wealth management platform the firm can now select from a nearly unlimited set of investment choices. FundQuest integrated its platform with the bank's existing proprietary investments and existing trust accounting system. The institution has taken advantage of FundQuest's capabilities to deliver comprehensive quarterly performance reports that consolidate all of an individual client's assets.

## High Quality Research Featuring Best of Breed Investment Choices

The FundQuest platform provides access to a wide-universe of investment choices. FundQuest's analysts evaluate the many thousands of investment alternatives and, through an in-depth quantitative and qualitative process, identify best-of-breed investments.



## FundQuest Investment Management—By the Numbers

- Over **18,000** mutual funds are screened
- More than **11,000** separately managed account strategies are screened
- **Nearly unlimited** investment universe for objectivity and flexibility
- Over **800** models are managed
- Global team of **48** professionals, in US and European operations, conducts quantitative and qualitative analysis
- **\$64** billion in assets under management and administration in the combined US and European operations of FundQuest



### QUANTITATIVE ANALYSIS

Using both proprietary and external tools, managers are evaluated against benchmarks and peers on criteria including:

- **Risk** — alpha, beta & standard deviation
- **Performance** — 1, 3, and 5 year
- **Fees** — manager and trading costs
- **Sector Weighting** — neutral or biased
- **Asset Size** — appropriate for strategy
- **Security Concentration** — over or under diversified

### QUALITATIVE ANALYSIS

Understand who and what contributed to past performance by evaluating:

- **Experience** — investment team qualifications and depth
- **Buy/Sell Discipline** — buy and hold or active trading
- **Philosophy** — how it is supported by manager's process
- **Style Consistency** — adherence to strategy
- **Portfolio Attribution** — what is driving the returns
- **Compliance** — reporting and controls

# A Flexible, Innovative, Strategic Partner to Accelerate Your Growth

**Experience and Innovation:** Founded in 1993, FundQuest is the best partner to help advisory firms to control expenses and grow their business via innovative open architecture investments and technology-based advisor productivity tools

**Best Services and Support:** FundQuest is the most flexible service provider with the best overall sales and back-office administrative support

**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

**Investment Research Expertise:** The 48 investment professionals in FundQuest's combined US and European operations support advisors with in-depth quantitative and qualitative due-diligence research

**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 and most stable financial services firms

Services are offered in the U.S. through FundQuest Incorporated, a Registered Investment Advisor, located at One Winthrop Square, Boston MA 02110

## For more information please:

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