



Delta Global Asset Management Selects FundQuest to Provide Technology, Back-Office, and Investment Research to Accelerate Growth Across National Branch Network

Boston, MA November 19, 2009—Delta Global Asset Management, a Registered Investment Advisor and a subsidiary of national full service broker-dealer, Delta Equity Services Corporation, headquartered in Bolton, MA, has selected FundQuest to help them accelerate growth through outsourced technology, back-office, and investment research services. [FundQuest](#), a leader in outsourced managed account solutions, has 180 advisory firm clients and more than \$40 billion in assets under management in its combined US and European operations.

Delta was founded in 1985 and services the financial needs of investment clients through independent financial advisors based in 43 branch locations across the US. FundQuest's customized outsourcing services have been integrated with Delta's existing infrastructure to deliver: unified managed accounts, mutual fund advisory, hybrid active and passive portfolios, separately managed accounts, income generating portfolios, Russell model portfolios, and exchange-traded funds.

According to Ray Grenier, CEO of Delta Equity Services, "We selected FundQuest because of their open architecture product offerings and access to a wide variety of account types. Our advisors are especially interested in FundQuest's support for advisor managed offerings and the depth of their research on separately managed account strategies. FundQuest will help us to meet branch office demand for high quality account administration services, and for performance reporting that is easy for our investor clients to understand."

David Root, Vice President of Institutional Sales at FundQuest, advised, "FundQuest's platform will enable Delta to rapidly add new products and services without major expenditures for new technology and other resources. Advisor productivity tools will

enable Delta's advisors to spend considerably more time on personal interactions with their clients, a key driver of customer satisfaction and growth."

FundQuest's outsourcing services include connectivity to Delta's custody and clearing firm, Pershing LLC, a subsidiary of The Bank of New York Mellon Corporation.

About FundQuest

FundQuest is the best partner to RIAs, independent advisors, broker-dealers, banks, and trust institutions to help them grow, control expenses, improve profitability, and expand their product and services offerings. FundQuest's services are employed by more than 180 financial advisory firms.

The company's advanced technology, objective investment research, high quality back-office operations, and sales support services enable financial advisors to deliver highly competitive personal wealth management services. Service providers gain economies of scale through FundQuest's infrastructure, which supports more than 70,000 fee-based advisory accounts. FundQuest offers established connectivity to all of the major clearing and custody providers and to firms that self-clear.

The combined US and European operations of FundQuest have \$40 billion in assets under management and administration. FundQuest's services are offered in the U.S. through FundQuest Incorporated, a registered investment adviser based in Boston, MA.

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

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