



FundQuest Signs Fifty New RIAs and Broker-Dealer Firms for Outsourced Technology, Back-Office, and Investment Research

Boston, MA June 10, 2009—Over the past nine months, fifty advisory firms ranging from \$25 million to more than \$9 billion in assets have selected FundQuest to help them control costs and accelerate growth through outsourced technology, back-office, and investment research services. [FundQuest](#), a leader in outsourced managed account solutions, has 180 advisory firms as clients and more than \$40 billion in assets under management in its combined US and European operations.

Financial advisors leverage FundQuest's flexible wealth management solutions to deliver: unified managed accounts, mutual fund advisory, hybrid active and passive portfolios, separately managed accounts, income portfolios, trust services, annuities, exchange-traded funds, and alternative -investments. FundQuest provides well-established connectivity to all of the major custody and clearing firms.

Examples of FundQuest's new clients are: McLean Wealth Advisors in Virginia; Navy Federal® Asset Management (part of the world's largest credit union) headquartered near Washington, DC; the GMS Group headquartered in New Jersey; Sigma Planning Corporation with headquarters in Michigan; and one of FundQuest's newest clients, United Capital Financial Advisors, headquartered in Newport Beach, California, which has more than \$9 billion in assets.

According to Bob Peatman, Managing Director of National Sales at FundQuest, "This tough market environment has driven advisory firms to focus on reducing their fixed costs and, for many firms, outsourcing is a great option. FundQuest's variable cost service model, based on assets under management, enables advisory firms to deliver high quality services, grow their client base, and add new products without making major expenditures for infrastructure or administrative resources. Firms can leverage the economies-of-scale of FundQuest's infrastructure which supports more than 70,000 fee-based advisory accounts."

David Robinson, Managing Director of National Accounts at FundQuest, added, "Advisory firms appreciate FundQuest's ability to adapt to their firm's existing mode of business. They recognize that building and maintaining their own technology and back-office infrastructure is both expensive and a distraction from the one-to-one service that investors value most. FundQuest's services eliminate many constraints to growth by making it possible to add clients and new products without adding resources."

FundQuest

FundQuest is a partner to RIAs, independent advisors, and financial 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.

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. www.fundquest.com/usa

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