

# European Pensions AWARDS 2011



## *Fiduciary Management / Delegated Consultancy Firm of the Year:*

### SEI

The concept of fiduciary management is entrenched in the Dutch pensions market, and is now starting to penetrate other parts of Europe. The winner of this award is a firm that is leading this charge and helping to spread access and awareness of fiduciary management across Europe, tailoring its offerings to today's pension funds' needs. That winner is SEI.

Despite a prestigious shortlist, SEI was deemed the worthy winner of the Fiduciary Management award for its substantial focus on enabling schemes of all shapes and sizes access to fiduciary management.

SEI provides fiduciary management services to funds of all sizes with its biggest European client worth over US \$2 billion. Over the last 12 months, SEI's business growth has come from all types of pension schemes, from large funds to smaller sized

pension schemes with low governance budgets, significantly benefitting from fiduciary management services.

In addition, in the past year, SEI held formal education meetings with over 100 different pension schemes who were intrigued by the concept and responded to 25 different requests for proposals.

SEI's innovative and risk-focused approach in building effective investment strategies was found exceptionally inspirational by the judges. One example of this is SEI's approach to dynamic asset allocation. SEI's in-house research demonstrates the challenges of implementing dynamic strategies through a single manager or investment model – sometimes they get their calculations wrong. Taking this into account, SEI's solution is a process to incorporate point-of-view on

market direction from several managers, including their own internal team, to diversify manager risk and collate their combined wisdom on an ongoing basis. SEI will have the strongest conviction for implementing views into clients' strategies when different managers are coming to similar outlooks, for different reasons, at the same time.

SEI's active client engagement was also considered impressive by the judges, seeking feedback through client surveys, participant satisfaction surveys and client symposiums, and maintaining senior level contact with clients to ensure that relationships are on track and needs are being met. It also offers goals-based reporting, financial management analysis and client workshops.

Congratulations to a clear winner.



**SEI** New ways.  
New answers.®

The Fiduciary Management Firm of the Year Award was collected by Patrick Disney, managing director of SEI's Institutional Group (centre) and presented by Alun Cochrane, comedian (left) and awards judge Nigel Ferrier, executive chairman at Ferrier Pearce (right).