



Powering the future of wealth.

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Taking your organization to the next level requires breakthrough change. It can foster culture, increase profit, and bring teams together to improve business results and propel growth.

The world is moving faster than ever, and the financial services industry is trying to keep up. Not only are perceptions and perspectives of wealth evolving, but so are investors' higher expectations for how they interact with and manage their wealth through a personalized experience.

The demand for wealth management organizations to transform isn't going away, and alignment across your business and technology strategies is no longer an option—it's a requirement.

Technology needs to be hardwired into your vision for the future. Your operational infrastructure should be responsive and stable, providing the data and support that help drive growth.

Keeping pace isn't just a technology issue though. To face and embrace change in today's world, you also need the right people and processes that help you transform your business, so you can **power growth, make confident decisions, and protect futures.**

Powering growth.

The wealth management industry is riddled with disparate technology systems and inefficient infrastructures tasked with processing complex transactions and creating a seamless customer experience. The risk of eroding productivity increases as employees become distracted from focusing on the areas that add the most value for your customers and business.

The challenge of constantly evolving technology can be overcome by continually adding new, best-of-breed applications to an existing infrastructure. But the flexibility of your core to seamlessly integrate should be kept top of mind in order to ensure you're benefiting from the sum of your parts.

Whether you're identifying areas for service expansion, enhancing your customer's digital experience, or evaluating merger and acquisitions as part of your growth strategy, your operational integrity and technology strategy are critical. Having the right strategic partner in place is key to maintaining operational efficiency without impacting your customers or your top line while capitalizing on growth opportunities.

Wealth managers have never been under more pressure to deliver a differentiated customer experience without compromising already squeezed margins. According to McKinsey & Company's December 2022 report¹, margins are becoming a more important driver of growth.

The price tag on infrastructure updates can overwhelm the largest of wealth management organizations, and paying for—while maintaining—disparate systems a la carte can quickly run up the bill. Consolidating vendor relationships can help create simplicity, lessen the revenue headwind, and further streamline your integration points.

Whether you're trying to get technologies to talk to each other or moving data to and from the cloud, it's important to ensure successful information delivery. Accessibility and integration are crucial to providing real-time data, and the valuable insights delivered can help you make informed decisions and scale your business in a digital-first world.

Flexibility is a must-have when it comes to your technology infrastructure addressing your business' unique needs today and tomorrow's demands. That flexibility also extends to your people. Working with strategic partners who have in-depth expertise alleviates the pressure on your workforce to solve the puzzle, allowing them to do what they do best: Serve your customers and grow your business.

Margins matter.

65%

of wealth management organizations report reducing operating expenditures as a top strategic priority.²

Data matters.

67%

of wealth management organizations report improving data-driven decision-making as a top strategic priority.²

Making confident decisions.

As many in the industry grapple with integration issues, inefficiency, talent retention, regulation, and evolving customer demands, managing through continual change with confidence can feel overwhelming.

When you carefully consider how to align your technology and business strategies and build a roadmap, the path forward becomes clearer and manageable. A strategic partner with a track record of getting to the finish line on time and on budget can reap benefits when it comes to your bottom line.

Replacing and integrating technology to provide an end-to-end experience for your customers is one thing. The end-to-end business transformation for your customers and your workforce is quite another. Every tech implementation—from the most complex to a straightforward update—is as much about the people and the process as it is about the systems. From start to finish and beyond, tailored communications and training are critical in bringing your workforce and customers along the journey together.

For organizations assessing mergers and acquisitions as a component of their growth strategies, a focus on change management becomes even more crucial. On one side, you're likely faced with an even larger tech stack to navigate and evaluate, while determining how to migrate assets with little to no disruption. On the other side, you're charged with integrating two organizations with established cultures.

What works for another organization may not work for yours. It's important to work with a strategic partner who takes the time to understand the culture inside and outside your four walls. Culture is intended to build bridges—not silos, and an integrated culture generates increased productivity and efficiency.

Integration of your systems and data can also provide the antidote to uncertainty: Knowledge. Delivering real-time data across both your business and a customer's entire financial picture translates into valuable insights. And that full-picture information enables your customers—and your employees—to make confident decisions about wealth and the future of your business.

It's also beneficial to have access to a network of individuals facing similar challenges and growth objectives as you. Peer-to-peer communities go a long way in gaining insight into how others are navigating uncharted waters and overcoming obstacles. Those connections give you the diverse perspectives and experiences that can help inform your strategy and actions for the future of your business.

Culture matters.

63%

of wealth management organizations reported managing reputation/cultural risk as a top strategic priority.³

Change matters.

68%

of private banks and bank trust executives are actively considering merger and acquisition opportunities to grow and adapt their businesses.³

Protecting futures.

Confidence in your business' future can come from knowing you have an infrastructure in place that provides operational stability, efficiency, and security. It can come from knowing your infrastructure and technology can flex as you scale your business.

Confidence in your customers' future can come from knowing you have the tools, processes, applications, and data access that can connect you to the next generation—of clients and employees.

Your customers' confidence in their future comes from a wealth experience that is connected. No matter how they define their wealth, they're able to interact with it in a unified way that gives them the information, freedom, and conviction to make decisions about the future.

All of that builds your employees' confidence in the future for your business. The strength of your technology and operations ensures they have the tools, opportunity, and time to focus on delivering their best for your customers.

When it comes to your customers' wealth, there's nothing more important than security. Knowing how and where their assets are protected goes a long way in building trust.

And it's not just about the security of your customers' assets—it's also about the security of their and your business' data. A strong data strategy and cybersecurity help ensure your ability to aggregate, report, and protect it.

Just as your tech needs to flex for a seamless wealth management experience for your customers and workforce, it needs to adapt to shifts in reporting and regulatory demands. Your customers count on you to fill in the gaps and keep their information safe.

Building a robust infrastructure, providing a full picture of your clients' wealth, and having protocols in place help empower your customers, drive growth, and protect your organization—today and in the future.

Cybersecurity matters.

80% of wealth management organizations reported cybersecurity and data protection as a top strategic priority.²

The future of wealth management is rooted in **providing a personalized and connected experience.**

Your technology and operational strength will revolutionize how you manage and grow. The knowledge and expertise you access will help you embrace change and solve problems with confidence. The stability and security of your infrastructure will help you create resilient futures for the next generation of your business and clients.

Doubling down on your business' transformation is key to **powering the future of wealth.**

To learn more about how SEI can help you power growth, make confident decisions, and protect futures, contact:

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About SEI®

SEI delivers technology and investment solutions that connect the financial services industry. With capabilities across investment processing, operations, and asset management, SEI works with corporations, financial institutions and professionals, and ultra-high-net-worth families to solve problems, manage change, and help protect assets—for growth today and in the future.

We provide **banks, trust companies, and wealth management firms** with more than a technology conversion. We offer a fully integrated experience that supports front-, middle-, and back-office services—all within a single infrastructure.

¹ McKinsey & Company. December 2022. “Banking on a sustainable path: Global Banking Annual Review 2022.”

² Michael Moeser. February 2023. “2023 Tech Priorities: Is your tech agenda set for safety or standout growth?” Arizent.

³ Cerulli. 2022. “U.S. Private Banks and Trust Companies 2022 Report.”