Innovating for cost-conscious clients.

How Radiant Financial Group expanded its adviser proposition and reached new client segments through innovations in quant investing.

Three years into its partnership with SEI, Radiant Financial Group had achieved significant growth, but success brought a new challenge. Its financial planners were increasingly engaging clients at earlier life stages and those with greater sensitivity to cost. While Radiant's flagship proposition continued to resonate with its core client base, it was less suited to these emerging segments. At the same time, widely available low-cost solutions felt commoditised and misaligned with Radiant's deliberate, active investment philosophy.

"How could Radiant broaden its reach without diluting its investment integrity or risk detracting from client outcomes?"

Minesh Gajjar, CFA®
Radiant CIO

Radiant's requirements

- Meet the needs of cost-conscious clients and early-stage investors
- Integrate seamlessly with a goals-based financial planning framework
- Maintain an active, intentional investment philosophy
- Clearly differentiate from commoditised passive and off-the-shelf MPS solutions
- Remain consistent with Radiant's long-term investment beliefs

The aim was not simply to reduce costs but to innovate without compromise.

The approach

Building on the partnership with SEI, Radiant developed a new model portfolio service that leveraged our latest innovations in quantitative investment management to:

- Deliver client-centric, goals-aligned portfolio construction
- Provide cost-efficient access to active return drivers through systematic factor investing
- Offer a clear and credible alternative to both traditional active and passive solutions

Innovation helped strengthen the proposition while staying grounded in Radiant's established investment philosophy.

Progress

The new MPS significantly broadened Radiant's adviser proposition, enabling advisers to:

- Serve a wider range of client segments with confidence
- Offer a competitively priced solution aligned with a goals-based approach to advice
- Differentiate meaningfully from generic low-cost solutions

This innovative solution also contributed to the continued growth of Radiant Asset Management, supporting its expansion to £600 million in assets under management.

Overview.

Radiant Financial Group is a UK-based national wealth management and independent financial planning firm.

The group provides tailored wealth, tax, and pension advice to individuals, alongside corporate structuring and employee benefits solutions. In 2021, Radiant expanded its capabilities by launching a discretionary investment management arm, Radiant Asset Management.

The role of SEI.

SEI's latest innovations in quantitative investing are grounded in decades of evidence showing companies with strong fundamentals, sensible valuations, and durable trends tend to outperform over time.

Discover how SEI can help you expand your adviser proposition and meet evolving client needs. Contact our team to learn more.

$30B+
assets under management

15+
years of experience

2%
alpha annualised over five years

SEI Quantitative Investment Management (QiM) as of 31 March 2026.

"While the tools used by Radiant are new, the philosophy remains anchored in traditional investment thinking: Invest rationally, manage risk thoughtfully, and remain disciplined."

Eugene Barbaneagra, CFA®
Global Head of QiM, SEI