

Case Study: Wealth & Trust Manager

Challenge: Expand Capacity of Portfolio Managers

This wealth and trust company started looking to invest in new technology after the head of fixed income was promoted to CIO. His number one priority was to grow AUM, however, hiring additional well-qualified portfolio managers proved too costly and difficult. He searched for solutions that would reduce manual day-to-day efforts and expand the capacity of his current team so they could increase the number of accounts they manage. In addition, the firm was looking to modernize their tech stack and move systems to the cloud wherever possible.

Solution: Streamline Investment Workflows Across Accounts

This client found IMTC early in their search because of their desire for cloud-based technology. After a demo, the client was confident that IMTC was the right investment management system because of our ability to help portfolio managers make investment decisions across accounts simultaneously.

IMTC is helping the client:

- Eliminate overspending in multi-asset accounts without Excel workarounds.
- Optimize portfolios by maximizing tax-equivalent yield on executable offerings across accounts concurrently.
- Pick up smaller offering sizes of matchers to improve returns.
- Automate bond allocation with an equitable waterfall approach.
- Standardize information for trade settlement with custodian connectivity.

Results: AUM Growth Through Lower Account Minimums

After implementation, the team was able to lower account minimums because of the efficiencies realized in managing accounts simultaneously, resulting in an increase of AUM. They automated the manual, time-consuming parts of their investment process with IMTC and were able to reduce the time it took to make investment decisions in half.

The next step is to integrate trade execution on the platform. This will provide real-time visibility into execution and enable straight-through-processing for the wealth manager.

Key outcomes:

- Increased AUM by 12% for 2 consecutive years
- Increased # of accounts by 50%
- Reduced overall operating costs by over \$100,000
- Maintained team size with growth in AUM and accounts



CLIENT PROFILE

Fixed Income Assets Under Management	\$1.4bn AUM
# of Accounts	1,575
Fixed Income Desk Personnel	3
Approx. Number of Trades (Annual)	~1,000

IMTC DEPLOYMENT

IMTC Client Type	Premium Client
Legacy System Replaced	SS&C + Excel
Implementation Timeframe	3-5 months
Integrations Implemented	Fidelity, Schwab
IMTC Platform Users	5