

Banking CIO Outlook

WEALTH MANAGEMENT SPECIAL

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Top 10 Wealth Management Technology Solution Providers - 2017

Game-changing technologies are fueling disruption in the wealth management industry, and effectively changing the ways clients viewed financial advisors, or made investment decisions. In fact, experts predict that the wealth management industry, as a whole, will experience more transformation in the next five years than it had in the past half century.

Companies' expectations from wealth management firms are becoming increasingly diverse with rising emphasis on wealth transfers, retirement planning, and social impact investing. More so, with evolving digitization in the industry, companies and asset managers are leveraging the power of massive amounts of financial information for real-time asset and portfolio management. As a result, the rapid digital innovation has enabled third-party services to have access to clients' financial information, turning client's data privacy and security concerns at stake. This implies that regulations around cyber security are also likely to get stronger in the years to come.

The legacy wealth management technologies are no longer competent to reconcile today's vast amount of structured and unstructured data. Thus, wealth managers are constantly looking to invest on technologies that help them aggregate the data, provide real-time analytics, and create customized financial reports on actionable investment insights and risk management according to their requirements.

With rapid technological evolution, it is imperative that organizations invest in the right provider that suits their specific necessities and also corresponds with the current dynamics of the market. Keeping that in mind, Banking CIO Outlook has selected a list of 10 companies offering robust and comprehensive wealth management solutions. The companies featured here exhibit powerful solutions coupled with innovative strategies.

We present to you "Top 10 Wealth Management Technology Solution Providers - 2017."

Company:
MMxCHANGE

Description:
MMxCHANGE provides a digital marketplace that lets advisory businesses design, build and control customized investment platforms

Key Person:
Joseph Miskel,
EVP

Website:
mmxchange.com



MMxChange

The Future of Digital Investing

Financial advisory firms and wealth managers today are utilizing digital technologies to not only protect their profits but also to build private investment communities, as opposed to relying on the traditional bundled platform services. However, the unprecedented rate of change associated with technology, evolving regulatory requirements and customer demands pose significant challenges for advisory firms seeking to manage operational cost and improve business performance. To overcome these challenges, MMxCHANGE is banking on the digital trend by providing a groundbreaking digital investment marketplace for wealth managers and advisory firms. The digital marketplace delivers independent asset management solutions in the form of digital portfolios and independent investment consulting that helps advisory firms design, build, and control customized investment platforms. "Our goal is to create a network of investment services to benefit the entire asset and wealth management industry," says Joseph Miskel, EVP of MMxCHANGE.

“**MMxCHANGE is designed to support any investment ecosystem, no matter how simple or complex the business requirements**

Built around an unbundled open architecture, the MMxCHANGE platform allows financial firms and wealth managers to select the investment solutions they need to meet clients'

specific goals. This unique technology architecture improves control of the investment platform, simplifies compliance and enables end-users to scale their business. Unlike other investment platforms, the company's digital marketplace utilizes a "pay-as-you-go" model, helping financial advisors and investors avoid the cost of unnecessary extra services. "MMxCHANGE is designed to support any investment ecosystem, no matter how simple or complex the business requirements," asserts Miskel. By leveraging the digital marketplace, asset management firms can build a unique private investment inventory that is available to buyers through a private marketplace. With this, an investment firm can control the access to the inventory.

Built to provide an Amazon-like experience where wealth managers can search, subscribe, compare and checkout the investment inventory or related services they need, the MMxCHANGE platform provides complete, customizable access in a secure digital space. Contracts, fee calculation and billing are all handled digitally within the application. With the help of standard API, the platform connects to any portfolio management system or rebalancing tool through the cloud. This allows asset managers to create an investment ecosystem that other wealth management technologies can plug into.

Miskel highlights that the objective of the digital marketplace is to empower asset managers with greater collaboration capabilities while streamlining access to products. To this end, the platform connects providers and wealth managers across the U.S., without requiring a large distribution team to act as an intermediary.



Joseph Miskel

With a focus on compliance, MMxCHANGE provides a tailored approach that improves advisors' ability to manage and control compliance requirements and regulations. With this approach, advisors can design their own custom investment strategy, track complete information related to compliance, calculate fees and easily control cost, all with improved end-to-end transparency. In addition, MMxCHANGE operates more like a logistics center in which financial firms can control all internal and external operating models related to investments and solutions in a single location. The firm also categorizes the investment inventory regarding fundamental, quantitative, quantamental, tax-managed and impact investing solutions.

Along the path of innovation, MMxCHANGE is focused on a new ecosystem for the wealth management industry. They are also providing access to independent firms who deliver digital portfolios for a wide range of research. Miskel believes that MMxChange has a bright future because the concept of digital market places can be extended to other industries—including insurance—that offer intangible products and services. **BC**