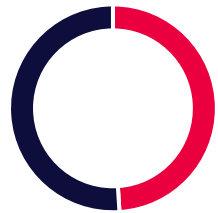


What to look for in a Portfolio Management System

Navigating the future of wealth management with cutting-edge technology

Introduction

Two statistics will define the future of the wealth management industry.



49% of investors choose an advisory firm based on intuitive digital experience – more than any other criteria¹

1. ThoughtLab, Wealth and asset management 4.0 (2021)

2. Deloitte, Wealth Management Platforms: Transforming client experience (2024)

3. 5. EY, How digitalization can drive personalization in wealth management (2021)

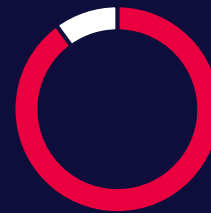
4. Capgemini, World Wealth Report 2025 (2025)



The future of wealth and asset management is hybrid. While most clients still prefer in-person meetings to discuss complex transactions, digital channels are preferred for all other activity². And it's a trend that continues to accelerate.

Even among clients who prefer advisor-led relationships, 37% plan to use more digital tools in future³.

And that's the situation now. What does the future hold?



81% of HNWI heirs plan to change advisor within 1-2 years after inheriting wealth⁴



Alongside digitalisation, the other megatrend impacting wealth managers is the huge demographic shift of the “Great Wealth Transfer”. According to a recent Vanguard report, by 2030, approximately €3.2 trillion of wealth will have been transferred between generations in Europe⁵.

Whatever the exact amount, it will be the largest transfer of wealth in history.

The challenge for wealth managers is that when a client passes on their wealth, the heir has different expectations and preferences. And millennials prefer digital tools when it comes to managing their wealth⁶.

That's why having a digital wealth management offering now is essential for wealth

managers – to meet the expectations of new and existing clients, and to be future-ready for the ongoing demographic changes shaping the industry.

In this white paper, you will discover the features a portfolio management system (PMS) needs to equip wealth managers with the tools to succeed. Plus, explore how advanced features and ecosystem synergies can offer managers the competitive edge by attracting and delighting clients with a leading digital offering.



5. Financial Times, The great wealth transfer is coming (but are advisers prepared?) (2024)

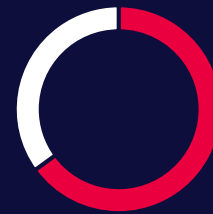
6. EY, How digitalization can drive personalization in wealth management (2021)

1. Client Management

In today's financial sector, where products are increasingly complex and client expectations always rising, effective client management is the cornerstone of successful wealth management.

A robust PMS must offer comprehensive Client Relationship Management (CRM) capabilities that streamline onboarding, invoicing, relationship management and document handling.

7. McKinsey, Analytics transformation in wealth management (2022)



60-70% of private banking relationship managers' time is spent on non-revenue-generating activities, largely due to legacy IT systems and manual processes⁷





Streamlined Onboarding

The client onboarding process is one of the first touchpoints in the client relationships, so getting it right is important. A PMS makes these steps standardised and repeatable, so you onboard every client in an efficient and compliant way. In the modern regulatory environment, this should include Know Your Customer (KYC) processes which allow a wealth manager to verify a client's identity, the sources of their wealth and to understand their risk profile.

Without a PMS that also has mature CRM capabilities, the onboarding process becomes a slow, paper-heavy ordeal, forcing clients to manually fill out numerous forms and wealth managers to process and verify each document.

Efficient Invoicing and Relationship Management

Transparent and accurate invoicing is crucial for

maintaining client trust. Look for a PMS that offers automated invoicing features, reducing the risk of errors and saving valuable time, or even headcount. Additionally, the system should provide tools for relationship managers to store and track key client information, such as key people, mandate documents and fee models.

This is especially useful in firms where multiple team members might work on the same account, as it ensures all client meeting notes and goals are stored in one central place, accessible to those who need the information.

Document Management and Compliance

With regulatory scrutiny of the financial industry intensifying, robust document management capabilities are non-negotiable. A state-of-the-art PMS should offer secure storage and easy retrieval for all client-related documents.

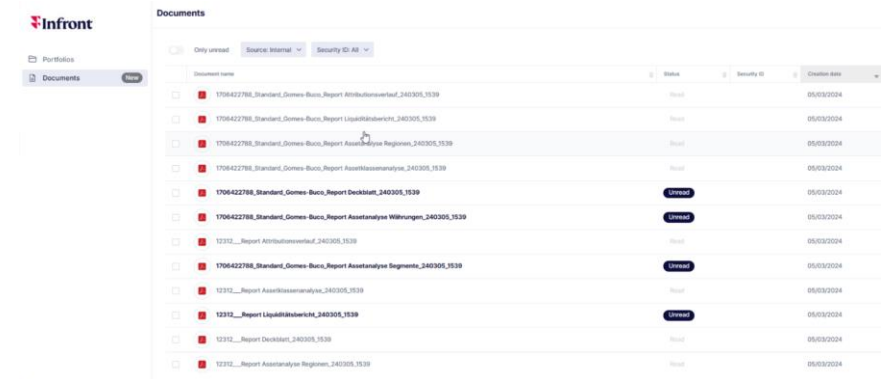
Moreover, it should facilitate compliance with regulations such as MiFID II, GDPR, Dutch Wft or the Swiss Data Protection Act, which are critical for wealth managers operating in different parts of Europe.

Client Reporting

Timely and comprehensive client reporting is essential for transparency and client satisfaction. Look for a PMS

that offers configurable reporting templates, allowing wealth managers to generate tailored reports and deliver them through a secure digital channel.

By prioritising these client management processes in a PMS, wealth managers can enhance operational efficiency, ensure regulatory compliance and deliver the personalised, digital-first experience that modern clients demand.



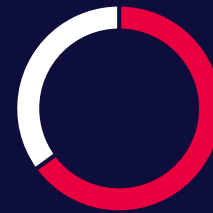
The Documents view in the Infront Wealth Portal gives users centralised read access to all documents shared with them

2. Asset Custody & Trading

To ensure you consistently outperform benchmarks and grow client assets over decades, the ideal PMS should offer trading capabilities and seamlessly integrate with custodian banks.

These features are crucial for executing investment strategies efficiently and keeping accurate records of client transactions.

8. Capgemini, World Wealth Report 2024 (2024)



80% of wealth management firm revenues are driven by external market factors⁸

Advanced Trading Capabilities

A top-tier PMS should also offer trading tools that enable wealth managers to execute investment strategies across multiple asset classes. Key features to look for include:

- Order types: Support for various order types across multiple asset classes, such as market and limit orders,

to execute trades effectively in different market conditions

- FIX protocol: Integration with the Financial Information eXchange (FIX) protocol for fast and secure order submissions



OpenWealth Integration

The OpenWealth initiative is gaining traction in the wealth management sector. A forward-thinking PMS should support OpenWealth standards, facilitating seamless data exchange between wealth managers and custodian banks. OpenWealth's globally standardised and platform agnostic APIs ensure reduced costs compared to relying on proprietary protocols.

Custodian Bank Consolidation

Modern wealth management often involves multiple custodian relationships. A robust PMS should offer:

- Multi-custodian support: The ability to consolidate data from various custodian banks into a single, unified view

- Automated reconciliation: Daily automated reconciliation of positions and transactions with custodian records to ensure data accuracy
- Timely data: Frequent updates of positions and cash balances across all custodian accounts. Typically portfolio valuations are shown end-of-day, but intraday is possible with more advanced services

By focusing on these trading and custody features, wealth managers can ensure they have the tools necessary to execute strategies effectively, maintain accurate records and provide clients with a comprehensive view of their assets across multiple custodians.



3. Portfolio Management

In an era where digital experience is a key differentiator, wealth managers must leverage their PMS to create a compelling digital offering.

Not only to meet expectations of current clients but also to attract and retain the next generation of investors. As the Great Wealth Transfer continues, younger beneficiaries will become customers of wealth management firms who need to know how to keep their business.

9. ThoughtLab, Wealth and asset management 4.0 (2021)



44% of investors cannot see all their investments in one place on their wealth manager's digital platform⁹





Unified Portfolio View

Research by ThoughtLab shows that almost half of investors cannot see an overview of their investments in one place, and only 18% are very satisfied with their advisor's digital experience (source). A leading PMS addresses this by offering:

- Consolidated dashboards: Intuitive overviews that present a holistic view of client portfolios across all asset classes and accounts
- Multi-asset coverage: Comprehensive support for various asset types, including equities, fixed income, alternatives and derivatives, as well as non-bankable assets such as property, private equity or collectibles (think classic cars, boats, jewelry or art)
- Performance attribution: Detailed analysis of portfolio performance, breaking down returns by

asset class, sector and individual securities

Advanced Portfolio Modelling

To stay competitive, wealth managers need sophisticated tools for portfolio construction and analysis. Look for a PMS that offers:

- Scenario analysis: The ability to model various market scenarios and their impact on portfolio performance
- Risk management: Integrated risk metrics and stress testing capabilities to assess portfolio vulnerabilities
- Goal-based planning: Tools to align portfolio strategies with client-specific financial goals and risk tolerances
- Rebalancing: Portfolio rebalancing tools that adjust holdings to maintain target allocations

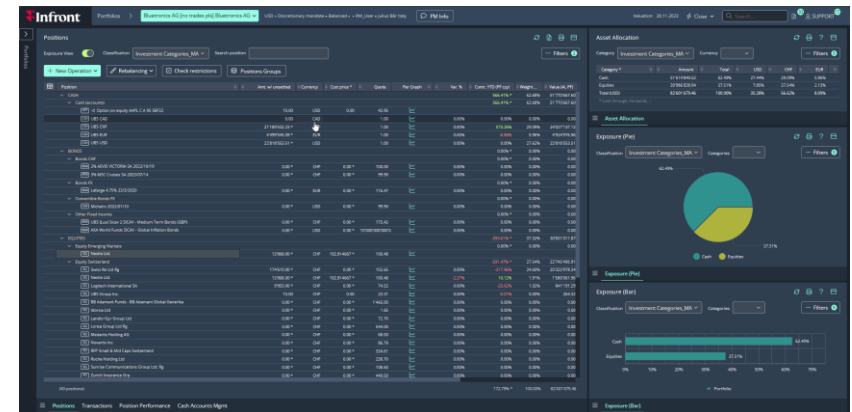
Efficient Workflows

A modern PMS should streamline portfolio management workflows, enabling wealth managers to focus on value-added activities. Key features include:

- Automated calculations: Real-time calculation of key metrics such as performance, risk and exposure
- Configurable reporting: Reporting tools that allow managers to create

tailored reports for different client segments

- Audit trails: Comprehensive tracking of all portfolio changes and transactions for compliance and transparency
- By prioritising these portfolio accounting features, wealth managers can enhance their ability to provide accurate, timely and insightful portfolio analysis to their clients, leading to improved satisfaction and trust.



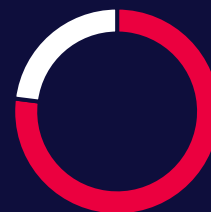
A portfolio overview in Infront Assetmax software

4. Creating a Digital Offering

Precise and timely portfolio accounting serves as the compass for a client's financial journey, guiding both wealth managers and clients in making informed investment decisions and tracking progress towards financial goals.

A state-of-the-art PMS must provide robust, multi-custody portfolio management to meet the complex needs of modern portfolio management.

10. Capgemini, World Wealth Report 2024 (2024)



77% of UHNWIs count on their wealth manager to support their inter-generational wealth transfer¹⁰

Digital Client Engagement

A modern PMS should facilitate seamless digital interactions between wealth managers and their clients. Key features to look for include:

- **Wealth management portal:** A secure, user-friendly online platform where clients can access their portfolio information, reports and communications
- **White-labelled environment:**

The ability to configure the digital interface with the firm's branding, creating a cohesive client experience

- **Mobile access:** An app or mobile-friendly portal ensures clients have on-the-go access to portfolio information and key functionalities
- **Interactive reporting and analytics:** Regular or on-demand updates on a client's wealth goals





Digital Client Engagement Options



Online portal

- + Feature-rich and customisable, potentially more secure
- Limited mobile functionality if browser-based



Mobile

- On-the-go access for busy clients
- Phone screen not optimal for viewing certain data



Reporting

- Updates 'pushed' proactively to clients
- Security depends on the communication channel (e.g. email)

By focusing on these digital offering features, wealth managers can create a compelling, hybrid wealth management model that combines the best of their personal expertise with cutting-edge technology. This approach is crucial for meeting the preferences of both current and future generations of investors, driving client satisfaction and long-term loyalty.

5. Advanced Data Solutions

In the data-driven world of wealth management, access to comprehensive and reliable market data is crucial. A top-tier PMS should not only provide robust portfolio management tools but also integrate seamlessly with advanced data solutions to give wealth managers a competitive edge. Infront's portfolio solution stands out in this regard, offering a suite of data tools that ensure wealth managers have the right information at their fingertips.

11. ThoughtLab, Building a Future-Ready Investment Firm (2024)



62% of firms have made their biggest investments over the last 3 years in data analytics¹¹

Comprehensive Global Market Data

Look for a PMS that offers access to a wide range of market data, including:

- Data covering multiple asset classes, including equities, fixed income, commodities and alternative investments
- Information from various global markets to support diversified investment strategies

- Full pricing history to enable thorough historical analysis and trend identification

As a leading provider of market data, Infront solutions excel in this area, providing comprehensive global market data coverage. This ensures that wealth managers have all the information they need to make informed investment decisions, regardless of the geographical focus or asset mix of their clients' portfolios.





Local News and Data

In an increasingly interconnected world, having access to local news and data can provide a crucial edge. Infront's PMS integrates local news sources and data, allowing wealth managers to:

- Stay informed about market-moving events in specific regions
- Understand local market dynamics that might impact global portfolios
- Provide more nuanced, region-specific advice to clients with international investments

In addition to global market data and news, with offices across Europe providing a locally relevant solution is integral to Infront's offering. It means we're best placed to develop products that meet the specific needs of your clients and regulatory environment, and we're close by when you need customer support. Think global, act local.

Advanced Analytics and Insights

Modern wealth management requires more than just raw data. A cutting-edge PMS should offer advanced analytics and insights. Infront's solution provides:

- ESG data and analytics to support sustainable investing strategies
- Risk analytics to help manage and mitigate portfolio risks
- Regulatory data to ensure compliance with evolving financial regulations
- Valuation tools for accurate portfolio assessment

These insights enable wealth managers to offer more sophisticated, data-driven advice and ensure they're meeting both client preferences and regulatory requirements.

Real-Time Data Integration

The ability to access and act on real-time market information is increasingly important in today's fast-moving markets. Infront's PMS stands out by offering real-time data views for clients, made possible through integration with Infront's Investment Manager.

Data Quality and Reliability

The value of advanced data solutions lies in their accuracy and reliability. Infront's PMS ensures data integrity through:

- Rigorous data quality checks and validation processes
- Integration of data from reputable providers
- Clear policies and procedures for data management, including handling of data discrepancies and updates

Ecosystem Synergies

Infront's integrated approach, offering both portfolio management tools and

comprehensive market data, provides significant synergies:

- Seamless alignment between portfolio data and market data, reducing reconciliation issues
- Single point of contact for both PMS functionality and data-related queries
- Cost-effective solution bundling PMS and data
- Additional market data and news terminals solutions if needed

With advanced data solution features in their PMS, wealth managers can ensure they have the comprehensive, reliable and timely information needed to make informed investment decisions and provide superior service to their clients.

Infront's WealthTech solution, with its comprehensive data and unique ecosystem integrations, positions wealth managers to thrive in an increasingly data-driven and competitive industry.

Conclusion

In this era of rapid technological advancement and changing client expectations, choosing the right PMS is more crucial than ever for wealth managers to stay relevant now and in the future. A PMS that supports you in doing so should excel in five key areas:

1. Client management
2. Trading and asset custody
3. Portfolio management
4. Digital customer experience
5. Advanced data solutions



Most important is to choose a PMS that can support your firm's priorities and achieve your goals. For example, if outdated IT systems are holding you back, pay particular attention to the CRM function of a PMS. If you spend too much time on financial calculations and workflows, look for automation and integration features. Or if clients are dissatisfied with your digital offering, find a platform with a client portal and mobile app included.

Often, the real edge comes with choosing a true WealthTech provider who offers more than

just a PMS. A tailored package including market data, analytics, risk services and order management not only ensures the best service for your clients, but also ensures efficiency for firms in implementation, costs, maintenance and customer support.

The future of wealth management is digital, data-driven and deeply personalised. Choosing the right PMS now is crucial for attracting and retaining clients, both today and tomorrow. A top-tier PMS is not just an investment in technology – it's an investment in the future of your firm.

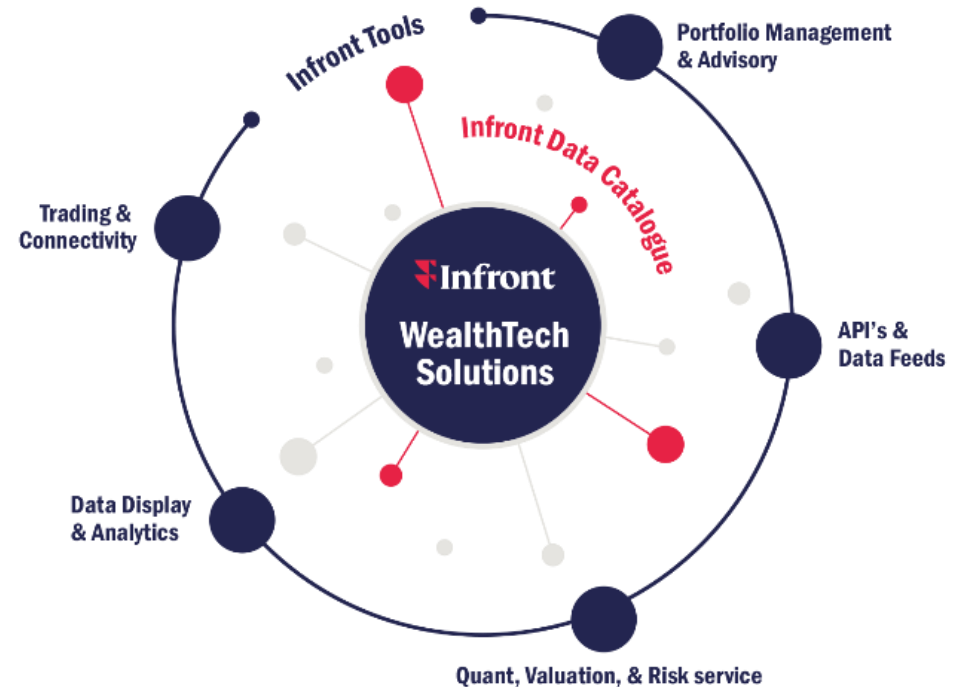
Read on to see how you can take the next steps...



Why Infront?

Infront offers Portfolio Management & Advisory solutions designed to simplify workflows for Independent Asset Managers, Family Offices and Banks.

And with our suite of WealthTech solutions offering everything you need from a white-labeled client portal to a comprehensive market data catalogue, we can ensure you are ready to meet the needs of today's demanding investors.



[Talk to us](#)



About Infront

We are Europe's leading provider of essential financial data and technology for wealth managers, brokers and traders, giving them the confidence and control they need to make smarter decisions faster.

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