

TCS BaNCS for Wealth Management



Empowering Financial Advisors

Today's wealth manager caters to an increasing proportion of elderly and retired clients, as well as an emerging segment of young, connected, and discerning consumers. With each inter-generational wealth transfer, existing processes are being reassessed to make them more relevant. These new high and ultra-high net worth (HNW/UHNW) individuals prefer to have information at their fingertips instantaneously to help them make intelligent and informed decisions. They seek alternate global investments that can generate higher returns and expect round-the-clock visibility and access to managed accounts and fund strategist portfolios, as well as simplified multi-currency reporting. Mere process automation and sophisticated technology is not enough; customers expect their advisors—human or robotic—to keep them informed of relevant market developments. Advisory services need to be backed by the right technology infrastructure and a culture of collaboration and communication—both within the enterprise and with customers.

TCS BaNCS for Wealth Management is a solution that can radically simplify and improve the performance of advisory tools. Its modular framework can be aligned to business requirements from a range of financial and insurance organizations, and it supports equity, fixed income, mutual funds, and money market instruments. Its flexibility ensures that new and associated asset classes and instruments can be added on with ease.

Surpassing Client Expectations

Wealth management firms need to offer their clients a consolidated view of their financial position, and deploy effective customer retention and cross-selling tactics to improve profitability. However, homegrown technology landscapes and the absence of centralized data repositories often impede performance. Moreover, even as they pursue alternative businesses, such as real estate or hedge funds, tax reporting remains a challenge.

TCS BaNCS for Wealth Management can help easily onboard new clients, conduct thorough customer profiling and wealth segmentation, analyze client preferences and risk appetites to offer attractive model portfolios, and measure progress on financial goals. It can uncover market patterns and understand client investment behavior through in-depth data analysis and social media monitoring. This, in turn, helps cross-promote offerings and increase fee-based activities.

The solution can handle both standard wealth management offerings as well as custom solutions targeted at specific market segments. It enhances advisor productivity, while offering customers more control and visibility of their portfolios through a self-service portal. The user-friendly intuitive interface based on adaptive and responsive design methodologies allows for seamless access across a range of devices and operating systems. Further, the solution integrates easily with the core banking, securities processing, and trading modules from the TCS BaNCS product suite, offering a holistic universal banking solution.

Boosting Efficiency and Increasing Profitability

TCS BaNCS for Wealth Management facilitates enterprise and end user needs, and the product is constantly updated keeping in mind latest industry regulations and trends. Its modular architecture makes deployment faster, while also providing:

- **Integrated Operations with Enhanced Visibility:** The solution consolidates portfolios, as well as security and valuation information across businesses. It eliminates issues related to integration that occur when working with multiple data sets. It provides a clear view of performance data to clients at various levels and like-to-like performance comparisons against the blended index, based on asset allocation. The customer portal streamlines reporting and presentation of performance data and analytics, while the 'advisor desktop' enables user interface integration.
- **Mobility:** Advisors can access and present information about asset performance on demand and manage back-dated adjustments, corporate actions, and fees, even on the go.
- **User-friendly Self-service Options:** The solution utilizes rich graphical representations and intuitive and self-explanatory process flows for easy access to investment information. Rules and decision parameters guide navigation, with action-driven functions letting users explore various outcomes.
- **Record of Historical Performance:** The re-computation of historical performance, with changes in transactions or the addition of missing information, is a key differentiator. Standard migration toolkits help transition an organization's historical performance data. These tools also help in identifying the 'next best product' to offer based on customer preferences, thereby enhancing customer loyalty.

A Closer Look at Solution Features

TCS BaNCS for Wealth Management comes with an advanced breadth and depth of features that offer the following benefits:

- **Enhanced Advisory Management:** The solution helps onboard independent financial advisors as well as internal and external advisory firms, keeping in mind existing firm-wide hierarchies. Clients can be assigned and reassigned to advisors. 360 degree views of the business, pipelines, commissions, payments, and holdings help improve performance monitoring.
- **Wealth Profiling:** The solution uses a series of configurable qualitative and quantitative questionnaires to help wealth managers better understand customer requirements and expectations. Advisors can record information about clients and prospects, including information related to held-away assets and liability figures, to provide a comprehensive view of net worth, as well as assess risks and conduct needs analysis. Trade constraints at various levels can also be recorded.



An overview of TCS BaNCS for Wealth Management

- Financial Planning:** The solution records and projects financial needs and available resources to identify appropriate saving strategies. It can simulate multiple scenarios factoring a customers' investment capability and risk profile offer a goal-based financial plan. An in-built rules engine monitors and reports progress made towards these goals. Users can construct custom portfolios factoring in risks and other customer constraints, and allocate strategic and model assets and also track changes. Model portfolios can be built using asset-based research.
- Portfolio Performance Measurement:** TCS uses a recommended return calculation practice, including a Dally Time-Weighted Return (DTWR) approach with a modified Dietz method for performance computation. Organizations can choose the approach most aligned with their requirements, measuring performance across the holding, account, goal or client level, based on asset or sub asset classes. Security performance can be computed daily and presented either in an aggregated or step-wise view for internal analysis. Rolling, calendar and annualized return computation is allowed. The solution can provide comparisons against standard market, spliced, and custom benchmark, too
- Portfolio Re-balancing:** This component provides automated and ad-hoc re-balancing features that include standard, cash-in and cash-out options, with reporting functions. These tools can help managers re- assess their investment strategies in line with market behavior and trigger rebalancing in case of deviations that breach threshold limits (positive or negative). The solution also supports tax optimized rebalancing by selecting the right location for traded assets
- Portfolio Analytics:** This module offers multi- dimensional dispersal analysis of client portfolios, helping advisors understand how they've added value to client portfolio and empowering them to provide meaningful allocation advice to clients. It offers portfolio efficiency analytics, risk analysis, the computation of VaR, asset look through, concentration, sector/geo/risk exposure, and asset-class specific analysis such as credit quality exposure and interest rates, which are preferred by the new generation of investors. Advisors can compare client portfolios to target asset allocation and drill down to asset class and individual asset performance levels. Asset allocations and portfolio performance can be visualized and exported to multiple formats

The CRM tools in the solution serve as a primary dashboard for advisors to keep track of all customer interactions and documents, and gather knowledge to develop an understanding of customer needs. They also facilitate lead generation through enhanced workflows.

Transforming Outcomes with Robust Wealth Management

The TCS BaNCS universal financial solution stands out for its fail-proof track record in deployment across more than 450 customers across the globe. TCS BaNCS for Wealth Management caters to the entire value chain—from helping with understanding customer needs and preferences to categorizing risks, recommending model portfolios, executing Investment strategies, managing portfolios and, finally measuring performance through rich analytics.

About TCS BaNCS

TCS BaNCS' comprehensive product portfolio is dedicated to providing business solutions to financial institutions globally. The solution suite is designed to help financial services institutions enhance end customer experience, enabling them to embrace open and innovative technologies that embody true digital customer engagement. Deployed at more than 450 installations worldwide, it is the largest collection of components, enterprise and consumer apps for the financial industry made available through the cloud, helping firms become more agile and intelligent by leveraging the power of new and extended ecosystems.

To know more about TCS BaNCS, please visit: <https://www.tcs.com/bancs> or write to us at tcs.bancs@tcs.com

About Tata Consultancy Services Ltd (TCS)

Tata Consultancy Services is a purpose-led transformation partner to many of the world's largest businesses. For more than 50 years, it has been collaborating with clients and communities to build a greater future through innovation and collective knowledge. TCS offers an integrated portfolio of cognitive powered business, technology, and engineering services and solutions. The company's 469,000 consultants in 46 countries help empower individuals, enterprises, and societies to build on belief.

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