

3Q Solutions Pension

The New Approach to Pensions

In today's competitive market financial organisations face the dilemma of trying to excel in their pension business while at the same time remaining client focused.

3Q's Proposition

Pensions are one spoke in asset accumulation focused on achieving financial independence – the point where income from assets replaces income from work. For customers, pensions appear standard and impersonal. For the mass affluent and high net worth clients, and the advisors managing their assets, a more sophisticated approach is needed.

"The 3Q Solutions offers a range of capabilities to manage wealth. Financial institutions have the flexibility to pick and choose modules that fit their immediate needs and then expand on those as they build out their wealth management platform. This approach is much valued in the marketplace as the transition to wealth management is often done as a phased process"

Isabella Fonseca and Pamela Brewster, Senior Analysts, Celent Communications

3Q's pension product is highly personalised. 3Q's pension application examines how a pension can contribute to the client's financial independence and most importantly how their money is invested to achieve the client's lifestyle and financial goals. A new and exciting approach to traditional pension applications, 3Q constantly highlights the client's financial independence through the lifetime of the pension.

3Q customises planning. The product customises the retirement planning for the individual, calculating their attitude to risk, return expectation and investment profile. The module takes an innovative approach to selling pensions allowing the client grow their portfolio over time.

3Q's pension drives effectiveness. 3Q introduced a concept that will enhance the overall performance of the pension process. 3Q takes the financial organisation to a superior level by increasing market share, cutting administration costs and ultimately driving revenue and a more efficient sales process.

3Q's Approach

3Q apply innovate design and development techniques such as Agile software development and Interaction Design to create robust, user oriented systems. The product is component based, which ensures that as a financial organisation grows their wealth management offering over time, the pensions tool can grow with it.

Functionality Includes

- > Calculation of proven required maximum benefits
- > Illustration of impact of purchasing the product
- > Audit trail
- > Clear concise sales document backed up by compliance document
- > Open integration into existing pricing systems
- > Identifying risk to the customer of their lifestyle deterioration after retirement

Benefits Include

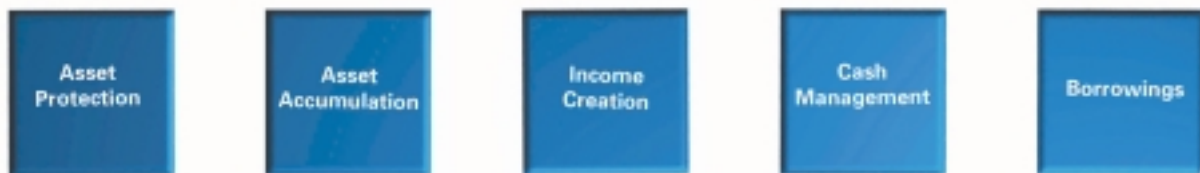
- > Ability to easily deliver a unique solution thus empowering competitive advantage
- > Flexibility and direction when selling pensions
- > Increased revenue
- > Higher customer satisfaction levels
- > Demystifying the sales process of financial planning products
- > Improved customer retention
- > Higher quality advice delivered in a more economical way
- > Low change and implementation costs
- > Improved brand/market image
- > Increased market share

Crystallise Your Sales Process

3Q financial and wealth planning modules allow financial services companies to drive and enhance their sales process, delivering increased share of wallet and better client focused service.

The ultimate vision of 3Q Solutions is to support client centric, sales driven business processes through clear, usable wealth management and financial planning solutions. This journey to "full wealth" management for many of our financial services clients is a step-by-step process, built first on 3Q's compelling, client focused propositions. These propositions form into five foundation modules – asset protection, asset accumulation, income creation, borrowing and cash management – which are at the base of any wealth management proposition.

Built with high net worth and mass affluent end customers in mind, 3Q's model focuses on financial independence as a key indicator throughout its products. The component-based products allow financial services companies to address immediate business goals first, and over time build their wealth management capability. 3Q's modular, step-by-step approach means financial services companies can get immediate returns for each investment into their wealth management vision.



The financial organisation can progress to full wealth management through a variety of levels, leaving them to decide their desired level of sophistication.

Sophisticated Financial Planning and Product Propositions

Focused on specific and unique product propositions, this allows financial services companies to start immediately with one product. Here, advisors build comprehensive financial plans for his or her clients using a variety of data. The approach here is to provide context and understanding to clients on specific products that look to an overall plan.

Distributed Financial Planning and Product Propositions

Once you have many advisors, working with many clients, and many propositions, organisations need to begin to look at a comprehensive financial planning service in order to distribute its products.

Fundamental Wealth Management Services

This introduces the concept of dynamic financial advice, constantly scanning client portfolios and product sets to identify opportunities and problems that should be advised and actioned by clients. This is where we begin to form a continuous dialogue with clients.

Full Wealth Management Services

This facilitates the management of both managed and personally held assets. Clients will be actively engaging in the planning process, and we look at differentiating the service levels accordingly to the target market (e.g., mass affluent, high net worth, etc.).

3Q focuses on motivating financial decisions by simplifying complex financial scenarios, creating context for end-customers and constructing usable and flexible tools for advisors.