new access
FOR BANKERS

BANKER'S FRONT

The one and only Front-End portal enabling an efficient and smooth client lifecycle management for private bankers.

www.newaccess.ch

A challenging environment for bankers

Today's financial industry is transformed by evolving customers' expectations, increasingly competitive markets shaped by disruptive technologies and tightening regulatory needs. New Access solutions are aimed at turning these challenges into opportunities and getting tangible benefits for the Relationship Managers and their clients. BANKER'S FRONT, designed by New Access, is the one and only portal, enabling a more efficient and enjoyable banker/client interaction.

Customer centricity and digitization

Clients expect greater transparency and availability: anywhere, anyhow, increasingly taking part in the investment decision process. Banks need to engage their customers along the process to offer them an enhanced customer experience via tailor-made services and innovative solutions.

New Access solutions are intuitively built to respond to these specific clients' needs. Thanks to our digital solutions, bankers and clients can interact smoothly and efficiently in a fully secured and cross-border regulatory compliant environment. BANKER'S FRONT is highly configurable and enables banks to offer key differentiators increasing their competitiveness and profitability.

A day-to-day fully configurable tool assisting Relationship Managers throughout the client services lifecycle

---

The BANKER'S FRONT solution is built on New Access Front-to-Back banking modules, providing the Relationship Manager with a single entry point for their daily interaction with their clients.

BANKER'S FRONT manages the complete lifecycle of the client services, from prospection, to Onboarding, modification, review, and ongoing activities. The management of the client relationship is done through a simple and efficient user interface, taking into account the specificities of banking.

With BANKER'S FRONT, client documents are accessible immediately and protected by a strong access rights management.

BANKER'S FRONT centralizes client information and addresses all aspects of regulatory constraints for optimized operational processes.

BENEFITS OF THE SOLUTION

✚ A 360° VIEW
The solution offers a 360° view of the client information including: portfolios and assets, personal documents and data allowing a holistic approach to client management

✚ DIGITIZATION OF PROCESSES
The solution enables the digitization of the client lifecycle services: it integrates a client visit app (tablet), to support a digital banker-to-client interaction in a fully secured and cross-border compliant way

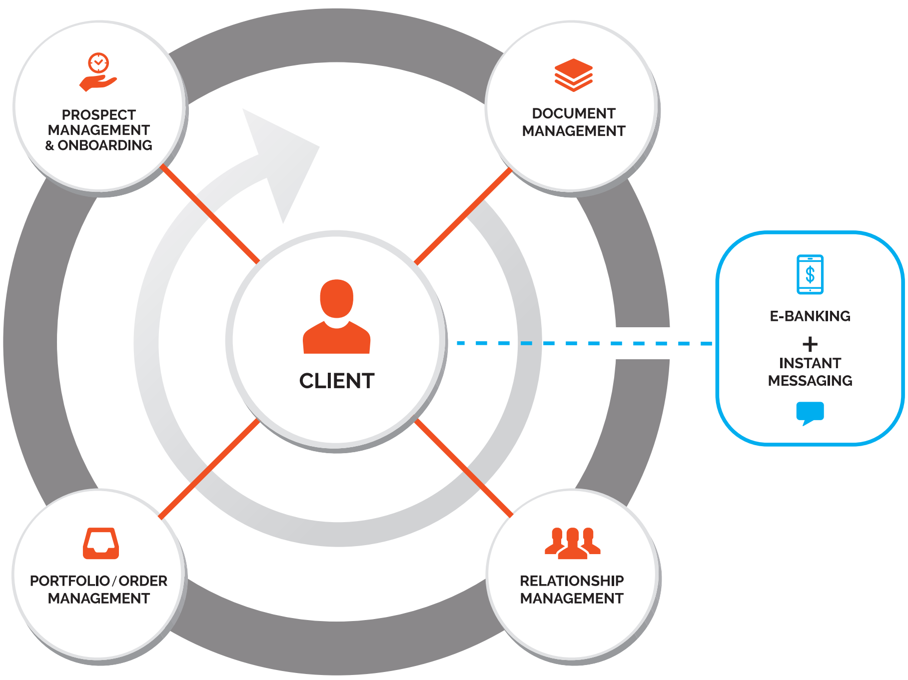
✚ OPEN INFRASTRUCTURE
The BANKER'S FRONT connects with New Access mobile e-BANKING, for a multi-channel communication with the client, including secure instant messaging & content sharing

✚ CLIENT CENTRICITY
A consistent person-centric view is provided throughout the prospection, the onboarding and the client management phases

✚ OPERATIONAL EFFICIENCY
Efficiency is increased through automation and integration reducing costs and risk: regulatory rules are embedded in the tool, all modules "talk" to each other, and the same data is only input once

✚ COMPLIANCE
The solution factors in many aspects of the regulation, regarding the required contracts and documentation, the AML risk, tax constraints, cross-border limitations and suitability requirements

FOR AN EFFICIENT HANDLING OF ALL ACTIVITIES LINKED TO THE CLIENT, COVERING...



BANKER'S FRONT ONBOARDING

The Onboarding module enables the Relationship Manager to initiate a new banking relationship smoothly and efficiently while meeting the requirements and constraints set by regulation and the bank's internal policy. The module covers many aspects subject to regulation, in particular AML risk, tax (FATCA/CRS classification), cross-border, and suitability aspects.

The Onboarding module has a native integration with the **BANKER'S FRONT** CRM (in) and with the Client Database (out). The Onboarding module can however be implemented in a stand-alone way and interfaced with an existing Client Database.

FUNCTIONALITIES

Regulatory

- Client profile (KYC), customized according to the bank's policy
- AML Risk
- Investor's profile (incl. MiFID II, suitability and appropriateness requirements)
- Multi-jurisdiction support
- Tax forms (W-8, W-9, self-certification, internal checklists, etc.)
- Support of various client structures (individual, corporate, trust, insurance wrappers, etc.)

Workflows Management

- Validation process controlled through workflows
- Easy printing of documents & pre-populated forms
- Missing/incomplete documents management (alerts, tasks)
- Integration of name check
- Integration with Client Database: export a new relationship, import a prospect or an existing client

BANKER'S FRONT RELATIONSHIP MANAGEMENT (CRM)

In a highly competitive market, knowing in real-time all aspects of your clients and interact with them efficiently is considered as a key advantage.

The CRM module is built around a full client-centric view, where all aspects of the clients' relationships are consistently brought together.

FUNCTIONALITIES

Prospect & Client Management

- Prospect qualification
- Opportunities Management
- Pipeline maintenance
- KPIs
- Task management for day-to-day business (meetings, events, reminders, etc.)
- Prospects activity trail (email, call, visit, memo)
- Marketing data

360° client view

- Navigate from client-centric view to asset-centric view
- Existing clients are synchronized with the Client Database
- Outlook integration: drag & drop clients emails into web browser
- Integration with e-BANKING secure instant messaging
- Client documents management: legal documents, portfolio valuations, correspondence, investment proposals, statements, advices, etc.

BANKER'S FRONT PORTFOLIO MANAGEMENT

BANKER'S FRONT enables Relationship Managers, in one single view, to have access to their clients' positions and analytics enabling them to take part into the investment decision process.

The platform covers portfolio analysis, performance analysis, client reporting and allows single orders generation while applying all the necessary controls.

FUNCTIONALITIES

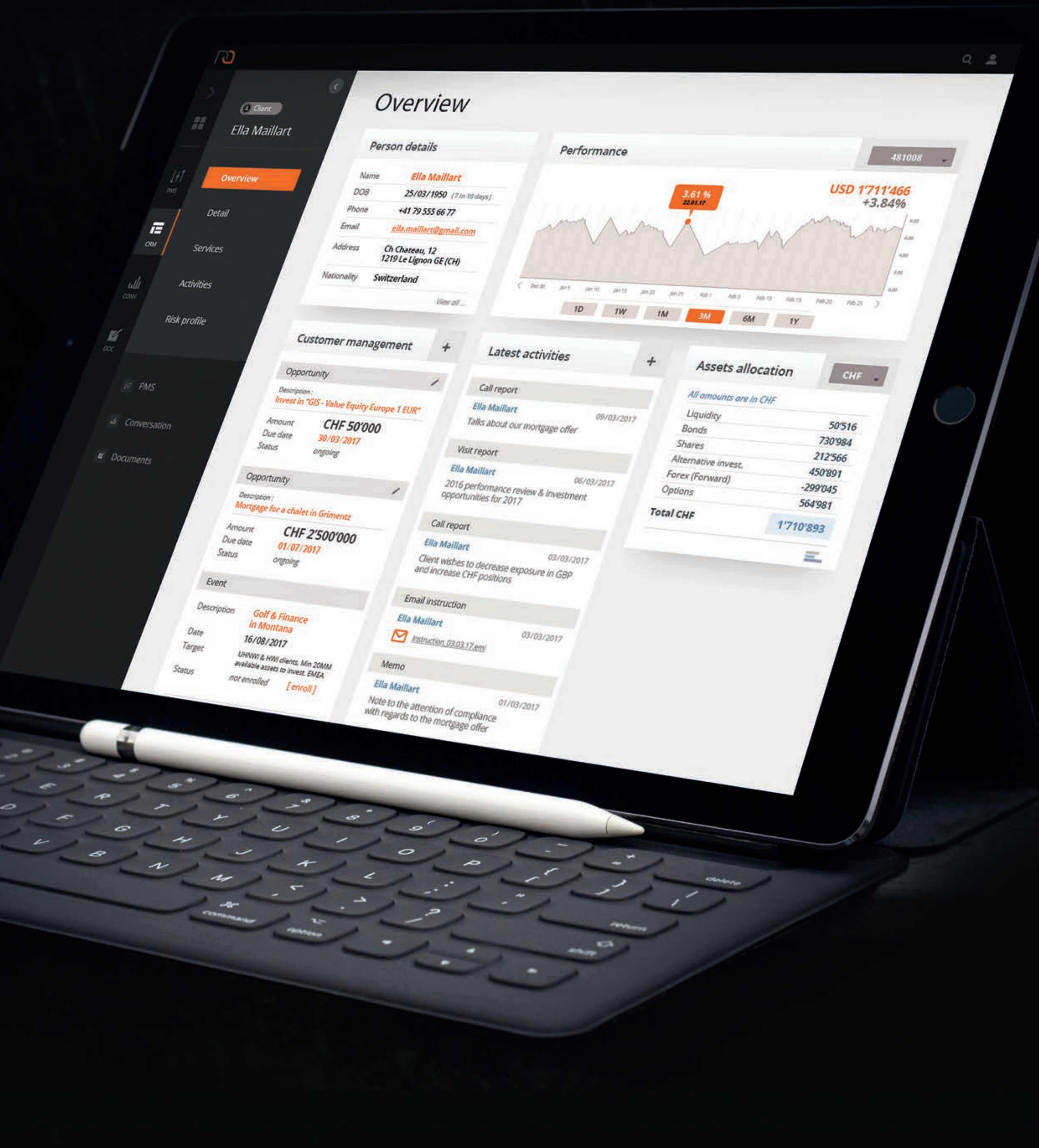
Portfolio Management

- Views and portfolio analysis
- Consolidation
- Multi-client / portfolio management
- Multi-currency, multi-custodian
- Fund management and analysis of indirectly held positions
- Multi-asset class
- Benchmarks (Composite, Simple, Indexed)
- Risk management
- Performance calculation
- Reporting

Order Management

- All types of orders (Security, Forex, cash)
- Individual/Bulk orders and advanced ordering functions (Swap/Equalize)
- Multi-asset class
- Pre and post-trade controls with orders restrictions (regulatory (MiFID II)/management)
- Compliance checks
- Investment proposals

BANKER'S FRONT
Overview screen sample



new access

FOR BANKERS

For further information about our solutions, please contact us:

sales@newaccess.ch

New Access SA
Rue Eugène-Marziano 25
1227 Les Acacias
Genève
SUISSE
+41 58 822 92 00

New Access SA
Schanzeneggstrasse 3
8002 Zürich
-
SCHWEIZ
+41 58 822 93 70

New Access Americas Inc.
Brickell City Centre
78 SW 7th Street - Suite 500
Miami, FL 33130
USA
+1 305 979 0683

New Access Luxembourg SARL
5, Rue Heienhaff
2eme étage - Aile E Suite 2E
1736 Senninerberg
GRAND DUCHÉ DU LUXEMBOURG
+352 284878 2034

New Access Panamá
Costa del Este, Avenida Paseo del Mar
MMG Tower, 12° piso, oficina 8
Ciudad de Panamá
PANAMÁ
+507 830 7753

New Access Do Brasil LTDA
Rua Arizona, 1366 - Cidade Monções
São Paulo – SP
CEP 04567-003
BRASIL
+55 11 999 72 07 90

New Access Asia Pte Ltd
105 Cecil Street
#07-01-The Octagon
Singapore 069534
SINGAPORE
+65 627 12872

New Access Tunisie SARL
Lot 114 ZI Chotrana II
2083 Ariana
-
TUNISIE

www.newaccess.ch