

Decisive Capital Management SA selects New Access as global Core-to-Digital Platform

Press Release, Geneva 17.05.2021

New Access, the wealth management and private banking software company, is proud to announce the signature of a **license agreement** with **Decisive Capital Management SA**.

Decisive Capital Management SA is an independent, next-generation financial advisor providing services exclusively to sophisticated ultra-high net worth individuals, families, and institutional investors. Established since 2016 in Geneva, Decisive has more than 50 professionals in Switzerland and in the UK to strengthen its worldwide presence across strategic international locations. In early 2021, the company opened a new office in Zurich and has over \$4.1 billion of assets under supervision.

Recently, Decisive was awarded as **winner for the "Direct Investment Program" Team category** at the Wealthbriefing Swiss EAM awards 2021.

Following a comprehensive review of solutions providers, **Decisive Capital Management SA has selected New Access to support its firm's operations**. This platform conversion will strategically advance Decisive's core capabilities in handling their clients' current and emerging needs by moving its Core system, Portfolio Management System and Digital activity to a single, integrated global platform, reducing complexity. Combined with New Access' Client Lifecycle Management System "Banker's Front", the Core-to-Digital solution enhances process automation and standardization, allowing the Bank to deliver an improved digital journey to its relationship managers and clients.

Elie Chamat, CEO of Decisive Capital Management, says "Decisive is a next-generation, ultra-high net worth advisor. We are growing fast on all levels: investment opportunities, assets, and clients. And we set the bar very high, both for ourselves and our business partners. Today, we are partnering with New Access to accelerate our digital transformation and we are sure its dynamic and forward-thinking, best-in-class platform is the right match for us to service our clients. When our clients win, we win."

Vincent Jeunet, CEO of New Access, comments "We are proud that Decisive Capital Management decided to pursue its digital transformation journey with us. The key focus of New Access is to help wealth management organizations and private banks manage their business models in the simplest and most cost-effective ways by providing their bankers and clients with the best-in-class solutions."



About Decisive Capital Management SA

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Decisive Capital Management SA is an independent, next-generation financial advisor providing customized and exclusive services to sophisticated ultra-high net worth individuals, families, and institutional investors globally. Decisive distinguishes itself from its peers, by offering Curated Investment Management, using the company's extensive reach across private market initiatives and direct investments, including Real Estate. Headquartered in Geneva, Decisive was established in 2016 to address the evolving needs of UHNW clients for unbiased and unlimited financial services that are responsive to today's rapidly changing environment. The company count on its 50 committed professionals to accompany its clients on every step of their journey.

www.decisive.com

About New Access


new access

New Access is a leading provider of a scalable and modular Core-to-Digital solution suite designed to meet the specific requirements of the private banking and wealth management industries. New Access enables digital transformation and improves client's satisfaction with our digital front-end solution, including an advisor cockpit, client life cycle management (CLM) and a client/EAM portal. New Access has been operating for over 20 years exclusively in the private banking and wealth management sectors, supporting more than 55 customers, globally.

www.newaccess.ch

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