



the complete investment
management solution

Selective Outsourcing

SELECTIVE OUTSOURCING FROM Archer provides a way for asset managers to control costs and increase flexibility by allowing them to select which functions to outsource and which to keep in-house.

The benefits of outsourcing middle and back office operations have long been established: an ability to focus on core competencies, change fixed costs to variable, improve scalability, and remove operational barriers of entering new markets, among others. Yet not all managers benefit equally from outsourcing all functions.

A typical account includes aspects of relationship building, investment management, and account reconciliation and maintenance. Typical outsourcers have a one-size-fits-all approach, offering a single service that covers all non-investment management related operations. However, not all managers benefit equally from such an approach. By comparison, Selective Outsourcing allows you to maximize the benefits of

outsourcing by fitting to your business needs.

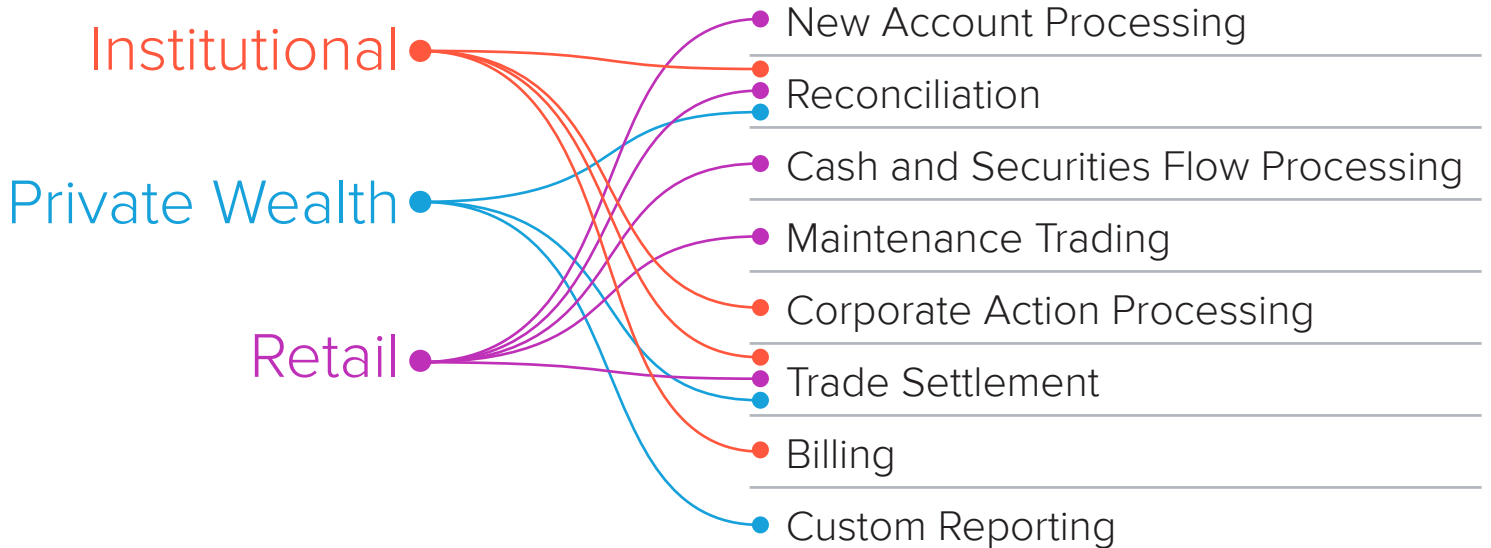
For example, to an institutional or private wealth manager, the new account set up process can be looked at as an opportunity to build a stronger relationship with a client. This is a process they would want to control. Whereas to a managed accounts focused firm, the same process can be seen as one of managing volume and there is a benefit from outsourcing the task.

Selective Outsourcing gives you control over your business by allowing you to select which functions are part of your core-competencies, and outsourcing those that aren't. For managers with multiple business lines, Selective Outsourcing provides flexibility so that some accounts can be fully outsourced whereas others may use recon only. Having the ability to select what to outsource means you can manage your resources in a way that fits your needs.

For more information:
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Institutional

Need: Concentrate on Core Business

Outsourcing allows institutional managers to focus on their core business of managing and trading highly complex investment portfolios. Selections from the middle and back-office that provide the most value could include:

Reconciliation: Daily reconciliation ensures accurate data for trading decisions, investment mandate compliance, and performance measurement.

Corporate Action Processing: Be alerted to voluntary corporate actions and have your choices communicated.

Trade Settlement: Ensure that trade details are communicated to all related custodians so that your trades are completed.

Billing: Fund-level or account-level billing calculations.

Private Wealth

Need: Focus on Client Relationships

Private wealth managers are focused on building and strengthening client relationships. Outsourcing select operations means their resources can be allocated to the client experience rather than the back-office:

Reconciliation: The backbone of accurate reporting and performance measurement: reliable daily reconciliation.

Trade Settlement: Step-outs are communicated to the custodian ensuring a complete trade.

Custom Reporting: Available branded, customized reporting reinforces your company's image with every client.

Managed Accounts

Need: Maximize Efficiency

Successful retail-focused managed account operations handle a large number of accounts. Managers outsource as many services as possible to maximize efficiency:

New Account Processing: Inherent scalability to handle changing volumes of new accounts. Be alerted when accounts are ready to trade.

Reconciliation: Daily reconciliation across multiple sponsored platforms and custodians. Track the recon progress in real-time.

Cash & Security Flows Processing: Deposits and requests for withdrawals processed and communicated so you can trade accordingly.

Optional Maintenance Trading: For new accounts, cash flow requests, and liquidations, have trade orders generated from a model portfolio comparison; be alerted when they are ready for approval and release.

Trade Settlement: Trades across multiple custodians settled automatically.