

Sammons Client Account Manager



A member of the SAMMONS FINANCIAL GROUP

To learn more about how a Client Account Manager solution can help your firm, please contact:

Adam Stolz
312 696-6912
adam.stolz@morningstar.com

Sarah Potter
312 384-4917
sarah.potter@morningstar.com

High Quality Data, Reports with Morningstar Analytics, and Full Flexibility

More than 25 years of experience in gathering, storing, and processing complex financial data come together in Morningstar Client Account Manager, our new portfolio accounting and reporting service for investment firms.

Our solution allows firms to completely outsource their data aggregation and reconciliation processes, taking full advantage of Morningstar technology for consolidation of client account data from a variety of custodians, clearing firms, and product providers. Client Account Manager makes it easy to evaluate accounts, at both the individual client and firm level, and to create intuitive, client-friendly reports.

An Intuitive User Interface and Reports

Morningstar's Client Account Manager interface allows for intuitive sorting and evaluation of client account information. Advisors can easily rank and search on a

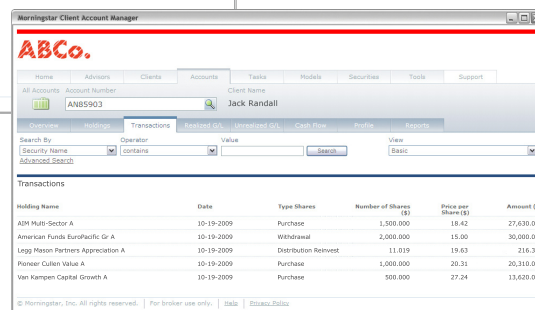
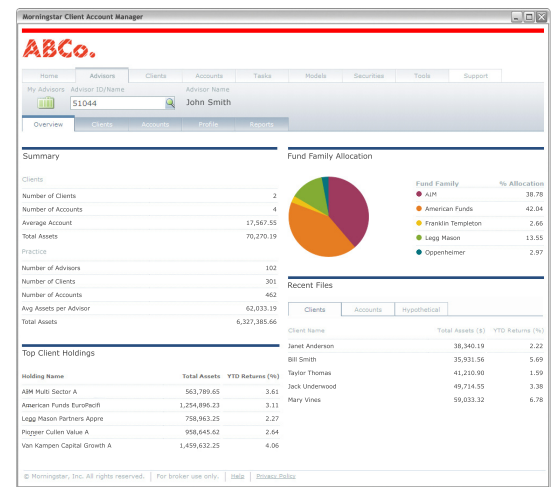
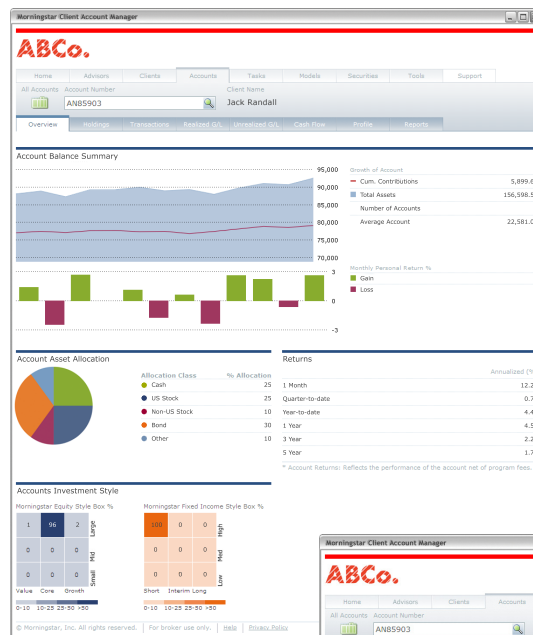
variety of data points, and the tab navigation can be customized to best meet the needs of an individual firm. Client Account Manager helps you to see practice and firm-wide performance trends and place that information in context.

Advisors can easily create reports that combine client data with the Morningstar tools—including the Morningstar Style Box™ and the Morningstar Rating™—that clients already know and trust. Analysis reports include the Morningstar® Portfolio Snapshot™, the Morningstar® Portfolio X-Ray® Report, and the Morningstar® Stock IntersectionSM report. Performance reports such as Account Statement, Client Return Summary Net of Fees and Performance History by Account are generated as PDF documents for ease of printing and e-mailing, and all can be enabled or disabled based on a firm's specific requirements.

The Client Account Balance Summary (left) provides an intuitive overview of the balance, contributions, performance, and investment style of an account.

The Transactions view (center) lists complete details of past transactions, with multiple view options and the ability to search for specific transactions.

The Overview tab (right) summarizes a firm's entire business—clients, accounts, advisors, assets under management—and provides an overview of how client assets are invested.



Available reports include:

Analysis Reports

- ▶ Client Position by Account
- ▶ Compare Accounts
- ▶ Portfolio Snapshot
- ▶ Portfolio X-Ray
- ▶ Stock Intersection
- ▶ Investment Detail Report

Performance Reports

- ▶ Performance Summary
Net of Fees
- ▶ Portfolio Benchmark Comparison
- ▶ Performance History by Account
- ▶ Account Statement
- ▶ Client Return Summary
Net of Fees

Broad Sources and Security Coverage

Client Account Manager can currently import client data from more than 40 unique sources, including custodians, clearing firms, and transfer advisors. We support direct imports from DAZL, DTCC, DST Fan Mail, Fidelity Wealth Central, FTJ Fundchoice, and First Clearing—and we're actively adding support for other systems. Morningstar also accepts firm-specific feeds, so your firm's organizational hierarchy and proprietary data can be incorporated into Client Account Manager for use in searches, analysis, and reporting.

Client Account Manager also supports a wide array of security types: mutual funds, stocks, variable annuity/life subaccounts, closed-end funds, exchange-traded funds, separately managed accounts, CDs, CMOs, money market funds, mortgage-backed securities, preferred stocks, fixed-income securities, limited partnerships, options, warrants/rights, and tangible assets. And with support for more than 75 different transaction types, almost any client situation can be accurately analyzed.

High Quality Data

The quality of performance reporting is, of course, fully dependent on the quality of the underlying data. Morningstar manages a global database of more than 300,000 investment products—our experienced staff uses comprehensive quality controls to ensure the timeliness and accuracy of our data. A dedicated Back Office Services

team, along with a large data team, is there to make sure that corporate actions are dealt with as they arise. Your firm can have complete confidence in the information you provide to your clients.

A Flexible, Consultative Process

Each Client Account Manager installation is based on an individual consultation. Morningstar takes the time to understand your data—and your business. We'll develop a creative plan for aggregating, warehousing, and distributing data to and from multiple sources for better use across your organization. And we'll work with your firm to integrate Client Account Manager with other applications to reduce data entry and increase consistency in reporting of client account information. Replicated data can be provided to your firm for use in internal systems. Implementation is modular, giving you maximum flexibility to adjust your services as needed.

A Cost Effective Approach that Yields Better Decisions

A Client Account Manager implementation can help your firm improve both the quality and efficiency of its data management process. It eliminates the need for internal database management, provides data in a consistent format, allows for data integration with other systems, and reduces risks associated with data collection and quality. Best of all, it provides a flexible system that allows your firm to make intelligent decisions based on a complete understanding of your client data.