



Superior client service and innovation provides a Wealth Management firm with competitive advantages in the wealth management industry. Technology choices area a key factor in creating this advantage. Our solution Salentica<sup>®</sup> CRM with Schwab OpenView Gateway<sup>™</sup> Advisor Edition, is designed exclusively for RIA's and Private/Institutional Wealth Managers to address the complex client management needs of their clients.

### Multi-Level View of Client Relationships

Fast access to client information, personal/financial balances, transactions and positions at a client/family/household level with full audit functionality.

#### iParties<sup>™</sup>

360° view of clients and their centers of influence such as CPAs, Accountants and family lawyers.

#### ActivitiesPlus<sup>™</sup>

View all client communications with rollup capability at any level.

#### Laser App<sup>®</sup> Integration

Accurate custodial form filling using your CRM data.

#### Microsoft Office<sup>®</sup> Integration

Salentica CRM fully integrated with Microsoft Outlook to easily manage and track your client emails within your CRM accounts.

### Workflows & Dashboards

Automate client onboarding, account openings, wire transfers, reviews, processes, display alerts & announcements.

### Document Management

Microsoft SharePoint<sup>®</sup> stores family/client documents with security controlled access for enhanced monitoring/compliance.

### Address Manager

Maintain multiple addresses at the Household for automatic updates for family and household members.

### Mobility

View your contact and account information through applications or a browser on Apple, Android, Microsoft tablets and phones (internet facing deployment required).

**Schwab OpenView Gateway<sup>™</sup> by Salentica Account Positions** Data as of 5/26/2013 11:24 PM Eastern Standard Time from Schwab Advisor Center<sup>®</sup>

Filters: Security Type  All

Total Account Value: \$107,158.55 Total Value Day Change: +\$636.98  
Total Cash & Cash Investments: \$22,745.47 Total Market Value: \$84,413.08

ID	ID Ty...	Security Description	Security...	Quantity	Price (\$)	Market Value (\$)	Day Change	Cap Gains Reinv.	Dividend Reinv.
91279...	CUSIP	US TREAS BILL 0%06/...	Fixed Inco...	50,000.00000	99.9983	49,999.15	-\$0.40(0.00%)		
JANSX	Symbol	JANUS FUND CL T	Mutual Fund	236.53500	35.6800	8,439.57	-\$9.46(0.11%)	Yes	Yes
JSVAX	Symbol	JANUS CONTRARIAN...	Mutual Fund	541.97400	17.7100	9,598.36	+\$10.84(0.11%)	Yes	Yes
PG	Symbol	PROCTER & GAMBLE	Equity						

**Real-time Schwab Account Positions**

**Schwab OpenView Gateway<sup>™</sup> by Salentica Account Balances** Data as of 5/26/2013 11:22 PM Eastern Standard Time from Schwab Advisor Center<sup>®</sup>

Total Account Value:	\$107,158.55	Cash available to withdraw:	\$94,834.47
<b>CASH &amp; CASH INVESTMENTS</b>		<b>SECURITIES</b>	
Cash	\$0.00	Securities: Market value long	Non-Margin \$0.00 Margin \$84,413.08
Sch Cash Reserves	\$22,745.47	Securities: Market value short	\$0.00
Margin Balance	\$0.00	Options: Market value long	\$0.00
Short Balance	\$0.00	Options: Market value short	\$0.00
Total	\$22,745.47	Total	\$84,413.08
<b>FUNDS AVAILABLE</b>			
Cash available to withdraw	\$94,834.47		

**Real-time Schwab Account Balances**

## Benefits of Salentica CRM

- Prebuilt Integrations = Lower TCO
- Full Support & Training
- Improved Accuracy & Efficiency with Client Data
- Business Development Pipeline Management
- Cloud or On Premise Deployment options

**CONTACT** ▼  
**Tim Clarke**

**Contact Information**

Salutation: Mr.  
Full Name: Tim Clarke  
Contact Role: Client  
Job Title: VP  
Household: Clarke, Tim & Joanne  
Use Address From: Household - Contact  
Address: 245 Park Avenue, Suite 3900, New York, NY 10167, USA  
Dear (mail merge): Dear Tim

**Relationship Team**

Relationship Manager: Davey, Tim (RM Notify)  
Wealth Manager: Chris Reid (WM Notify)  
Investment Manager: Alex Cheong (IM Notify)  
Client Service Associate: Patti Smith (CS Notify)  
Operations: Ireland, Dave (Ops Notify)  
Relationship Reminders: Do not talk about Tobacco  
He is a conservative, friend of the environment

**Investment Accounts**

Account Name	Account Number	Account Value
Cash 2	123456233	
Clarke - Investment (Margin)	51011438	
Clarke Growth Account	2354690	

Client Profile and Household view of Accounts



HOUSEHOLDS/INSTITUTIONS : INFORMATION ▼

Clarke, Tim & Joanne

Account Associated View ▼

+ ADD NEW ACCOUNT   ADD EXISTING ACCOUNT   BULK DELETE   CHART PANE ▼   RUN

Account Name	Custodian Acc...	AUM	Custodian
IRA	98387693	\$9,003,587.10	Fidelity
Clarke, Tim 401K - TDA	959000043	\$456,012.12	TD Ameritrade I...
Clarke - Investment (Margin)	51011438	\$971,371.87	Schwab
Clarke Trust	510114	\$5,892,201.87	Schwab

**iParties**

Add New   Add Existing

- Clarke, Tim & Joanne
  - Connections
    - Client / (CPA)
      - Theresa Adams, CPA
    - Client / (Lawyer)
      - Andrea Camara
    - Client / (Not specified)
    - Signing Officer / (Not specified)
    - Accounts (13 Accounts)

Salentica iParties—track COIs and other Interested parties



*With the legacy systems we have in place, we knew an out-of-the-box solution wouldn't meet our needs. We wanted something that would integrate well, and be delivered by people who understand our business.*

*-\$7 Billion AUM Asset Management Client*

Salentica is a market leader providing innovative, integrated Client Relationship Management (CRM) and Document Management solutions for wealth managers, we have a successful track record of over 25 years in developing and implementing financial software.

Salentica's industry leading clients include Registered Investment Advisors, Broker Dealers, Family Offices, Private and Institutional Wealth Managers, Trust Companies and Banks.

**About Us:**

**Clients**

5000+ users  
RIA's, Family Offices & Wealth Managers

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