CLIENT TESTIMONIAL

CI FINANCIAL INC.

A fully integrated Private Client

Wealth Management Platform

A fully integrated Private Client Wealth Management Platform

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Tony Issa, Executive Vice President and Chief Technology Officer, CI Financial

"We at CI and Assante value the relationship we have with Odyssey, and know that we have made the right choice in terms of product and services partner", Tony Issa, Executive Vice President and Chief Technology Officer, CI Financial.

A fully integrated platform for Assante's advisors

Managing HNW client assets and delivering new client acquisition & service capabilities >>>

CI Financial, the Toronto-based mutual fund manager, which is the second largest non-bank fund manager in Canada, uses Odyssey's Portfolio and Relationship Manager Workstations throughout its HNW (high net worth) division, Assante Wealth Management. This fully-integrated platform supports the management of HNW client assets and delivers new client acquisition and service capabilities to Assante's advisors.

The new Private Client Management System replaces several Assante systems currently in production (including IMGR, AMP, MIP, & Denver) and provides CI Financial with measurable operational improvements. To support the business case, CI Financial and Odyssey implemented Odyssey's Portfolio Management platform, powered by Triple'A & Relationship Management desktop. Odyssey delivered their standard packaging, and then provided the required configuration with the assistance of CI Financial personnel.

Why was Odyssey's solution chosen? >>>

The bank required a solution that offered a breadth of depth and functionality in both Portfolio Management and Relationship Management, allowing Assante to meet the needs of their advisors and asset managers with one platform. The same breadth of functionality means Assante will be able to replace several legacy systems with a single platform. The Odyssey platform also brought productivity gains – fewer staff will be required to support the operational end of the business.

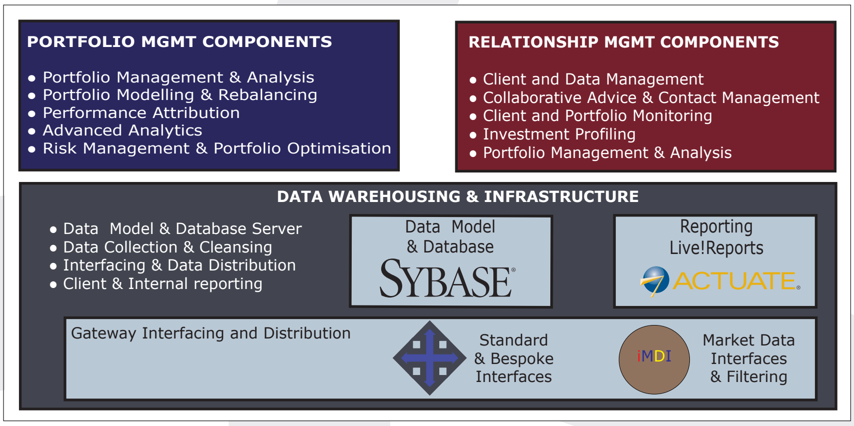
Another requirement was the scalability of the new solution. CI Financial, Assante's parent company, wanted a platform that could support new businesses as they are acquired. The bank also required a solution that could handle multiple asset classes, currencies, and languages.

An integrated Private Client Wealth Management Platform powered by Odyssey >>>

Odyssey's Private Client Management Platform – which combines the capabilities of the sophisticated Portfolio Manager Workstation with the Relationship Manager Workstation – is designed around the same team approach to HNW client management as employed at Assante.

This sophisticated, modern Private Client Management Platform meets Assante's current and future requirements in the HNW, UHNW, mass affluent, retail private banking, and institutional & fund management sectors. Based on a fully-integrated implementation of Odyssey's Portfolio & Relationship Manager Workstations, the solution covers Discretionary and Advisory Portfolio Management, Separate Accounts, Asset Management, Relationship Management, Data Warehousing and Customer Reporting functionalities.

Data Warehouse - highly optimized Database Server and Data Model.
Portfolio Management Components – cover Portfolio Modeling, Performance Measurement & Attribution, Investment Strategy, Rebalancing Management, Advanced Analytics, and Portfolio Risk Diagnosis.
Relationship Management Components – apply the latest database management and MCQ technology to the business of gaining and retaining clients: full portfolio & client monitoring, collaborative advice & workflow management, and client data management.
Reporting Component – the Odyssey reporting module, Live!Reports, is powered by the Actuate Information Application Platform and delivers the highest quality external and internal client reporting.



Private Client Wealth Management Platform

Sophisticated tax optimization and tax reporting

The portfolio management function "Check Strategy" returns all the portfolio positions and indicates deviation from targets by market segment. It is always run on a set of child portfolios, with the overall balance displayed at the parent level.

The data of non-aligned portfolios is passed to the external Java calculation engine, Optimizer. Optimizer uses the Check Strategy results to generate the orders required to align the portfolios with their strategy. Through reiterated analysis, it not only identifies under/over-weighted segments but also calculates the taxes due if the client sells a specific instrument, the non-tradable instruments (based on the portfolio type), the fees incurred by the trades, and the trades that can be deleted without affecting portfolio alignment.
The trades generated in Optimizer are sent directly to the order management system.

Highly-evolved Tax reporting >>>

Assante's advisors can select a list of portfolios for reporting via their Private Client Management Platform. The parameters are transmitted to the Actuate Report Server.
The Report Server produces the report using data retrieved from the Triple'A Server: the Financial Server takes the relevant data from the Triple'A database and populates the Report database. The Actuate Report Server then requests

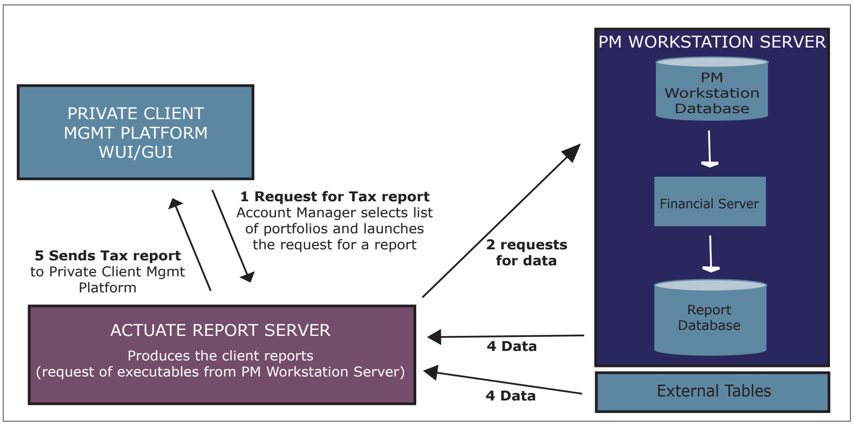
About CI Financial / Assante

CI Financial is a leading Canadian financial services company. More than two million Canadians rely on CI to help realize their goals and dreams. Together, CI Financial and its affiliated companies are responsible for $68 billion in client assets. For further information, please visit http://www.cifunds.com.

Assante Wealth Management is a diversified, full-service organization offering a wide range of integrated wealth management products and services. Over 1000 Assante professional advisors work to provide hundreds of thousands of clients with trusted, face-to-face advice and personalized wealth management solutions. For further information, please visit http://www.assante.com.

"We wish to thank the two teams for their seamless collaboration and exceptional commitment that made this project implementation a success. The Odyssey team provided the needed product knowledge and guidance with utmost professionalism", said Tony Issa, Executive Vice President and Chief Technology Officer, at CI Financial.

the data from the report database, produces the client tax report and sends it to the Private Client Management Platform. Advisors can print the report directly, generate a PDF file or distribute the report using other applications.



Tax report Process

Development of Actuate & Formats
(Canadian specific requirements)
- adjusted cost base calculations
- recognition and treatment of various types of distributions and adjustements
- differention of Canadian and foreign income

A reduced implementation cycle >>>

This first phase of the implementation saw the installation of several Triple'A components. This entailed a complete Triple'A Back-to-Front (B2F) and Front-to-Back interface (F2B), over 20 interfaces with several internal applications and their custodians, a tax optimisation process and a complete tax reporting tool. These modules were the building blocks of the final Workstation solution.

The next phase of the project implemented the Client Data Management component, a powerful client reporting tool, Live!Reports, as well as a report distribution tool: MailManager.

Phase 1:
Implementation of B2F - F2B Triple'A (Web, Tax Optimization & Tax Reporting)

Phase 2:
Implementation of the Client Data Management component, Client Reporting, MailManager

Business Benefits >>>

Using a single, stable, flexible system rather than independent packages that are difficult to manage and maintain results in reduced costs.
Automating manual procedures improved the bank's efficiency. As well as increasing productivity and reducing response time, automation reduced the possibility of human error.
Compliance was greatly improved through the simple, direct monitoring of client assets in relation to restrictions and legal guidelines. Fund splitting lets compliance officers directly monitor the underlying assets of CI Fund instruments.
Easy access to information helps Assante's Relationship Managers to provide better customer service and instantly supply clients with relevant information.

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