



## Odyssey's solutions successfully implemented at HypoVereinsbank

**Munich, Luxembourg, 7th February 2006** - Building on the initial Private Banking TripleA implementation, Odyssey Financial Technologies has successfully deployed its solutions throughout the wealth management operations of HypoVereinsbank (HVB).

As of the 31st October, 1500 HVB investment managers manage several hundred thousand portfolios and advise their clients with this efficient, intuitive, and web-based investment management platform. Based on Odyssey's fully integrated component suite (OCS), this new platform enables a better control of the advice and distribution processes, more efficient workflows as well as improved customer services. The implementation of this unified platform also enables HVB to consolidate its systems and processes, resulting into important cost reductions and efficiency gains. Administrative tasks are significantly reduced, so that investment managers can focus on more pertinent value-adding client services.

The investment adviser can now access all the necessary information for analysis, advice and reporting relevant to a particular client or group of clients. These range from advice-based investment proposals, made through pro-active monitoring of all portfolios with an advisory contract, to further asset management operations such as, for example, automatic strategy checks. The unified platform allows portfolio managers and relationship managers to advise clients both in the private banking and in the affluent market, offering pro-active and highly individualised services.

HVB started first with a change management review in all relevant areas of its wealth management operations, aiming to improve the quality of the advisory process, to modularise and standardise products and processes, and to consolidate the various IT systems. In order to meet these challenges, sales, advisory and production processes had to be re-designed, based on industrialisation principles. This resulted in the specification of requirements to be supported by a powerful and scalable IT platform, such as that which has now been put into production.

The investment proposal for the client is configured directly at the 'Point of Sale', based on standard modules, according to client requirements, investment objectives and constraints. The possible combinations of these modules lead to highly individualised investment solutions even though the underlying IT and transformation

processes are fully industrialised. Following definition of the client investment profile, the target/actual comparison can be carried out either centrally or locally in a fully automated manner, based on standard products and streamlined processes.

According to Hendrik Pelckmann, Head of Product Management Securities/ Wealth Management Germany, "Thanks to the TripleA wealth management framework we are able to modularise our investment solutions and therefore reduce the time-to-market for new products as well as map a variety of investment strategies in a standardised way."

Jan Wohlschiess, Head of IT and Process Management Securities/ Wealth Management Germany commented that "HVB now represents the leading edge in combination of customer-orientation in the advisory process and industrialisation of production in wealth management - in Germany as well as the European banking market; powered by Odyssey solutions."

Bernhard Schmid, Program Manager for the implementation says: "The implementation of "VermögensDialog" has been a big step for the bank, as we now have a highly advanced system in the area of advisory and portfolio management. For Odyssey this is the biggest and most advanced TripleA installation so far and we're proud to have completed such an ambitious joint project both on time and budget."

According to Michel Jongen, Odyssey's General Manager for Western Europe, "Thanks to HVB we have again demonstrated that it is perfectly possible to serve distinct user groups and client segments with one common, scalable and adaptable solutions platform. Our browser based presentation layer allows end-user solutions to be customized to specific content and workflow needs while leveraging from common infrastructures, processes and shared investments."