

Consolidated View + Complex Reporting = Clear Oversight of Your Family Office



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A Family Office's wealth management strategy typically goes beyond managing investments like stocks and bonds. Your ultra-high net worth clients have a variety of alternative investments, businesses, second and third homes, private equity investments, partnerships, collectables, art, and more within their portfolios. They need portfolio reporting that provides a consolidated view of their complex investments.

— With our robust reporting you can keep track of everything, including alternatives, philanthropy, and partnership reporting.

The Black Diamond® Wealth Platform offers a fully-integrated cloud-native solution complete with customizable and robust household performance reporting, alternatives data aggregation, an immersive client portal, and seamless connections to a vast ecosystem of smart integrations. Proactive, personalized attention from a dedicated service team ensures you can focus on providing your high-value clients with an exceptional level of service.

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An elite combination of high tech and high touch service ensures a seamless transition.

With Black Diamond's industry unique and specialized service model, your assigned Implementation Consultant will be your primary point of contact throughout the onboarding process. These experienced professionals will work closely with you and get to know the unique needs of your family office. They will leverage other specialized support resources in areas such as Reporting Consulting and Data Conversion to ensure your firm is ready to service your ultra-high net worth clients. As you prepare to launch the platform, your Implementation Consultant will introduce you to your dedicated Service Representative. As your single point of contact going forward, your Service Representative will function as an extension of your team so they can effectively work as your technology partner. This allows you to focus more time on your clients.



A comprehensive solution, designed with Family Offices in mind.

In addition to the more than 400 person service team, Black Diamond is constantly enhanced, confidently compliant, and available from anywhere, 24/7. Over the past few years we have significantly increased our investment in R&D to ensure that we are providing firms like yours the tools and types of solutions that matter the most.

1,900+

**firms using
Black Diamond**

\$2T+

**in assets under
management**

800+

data sources

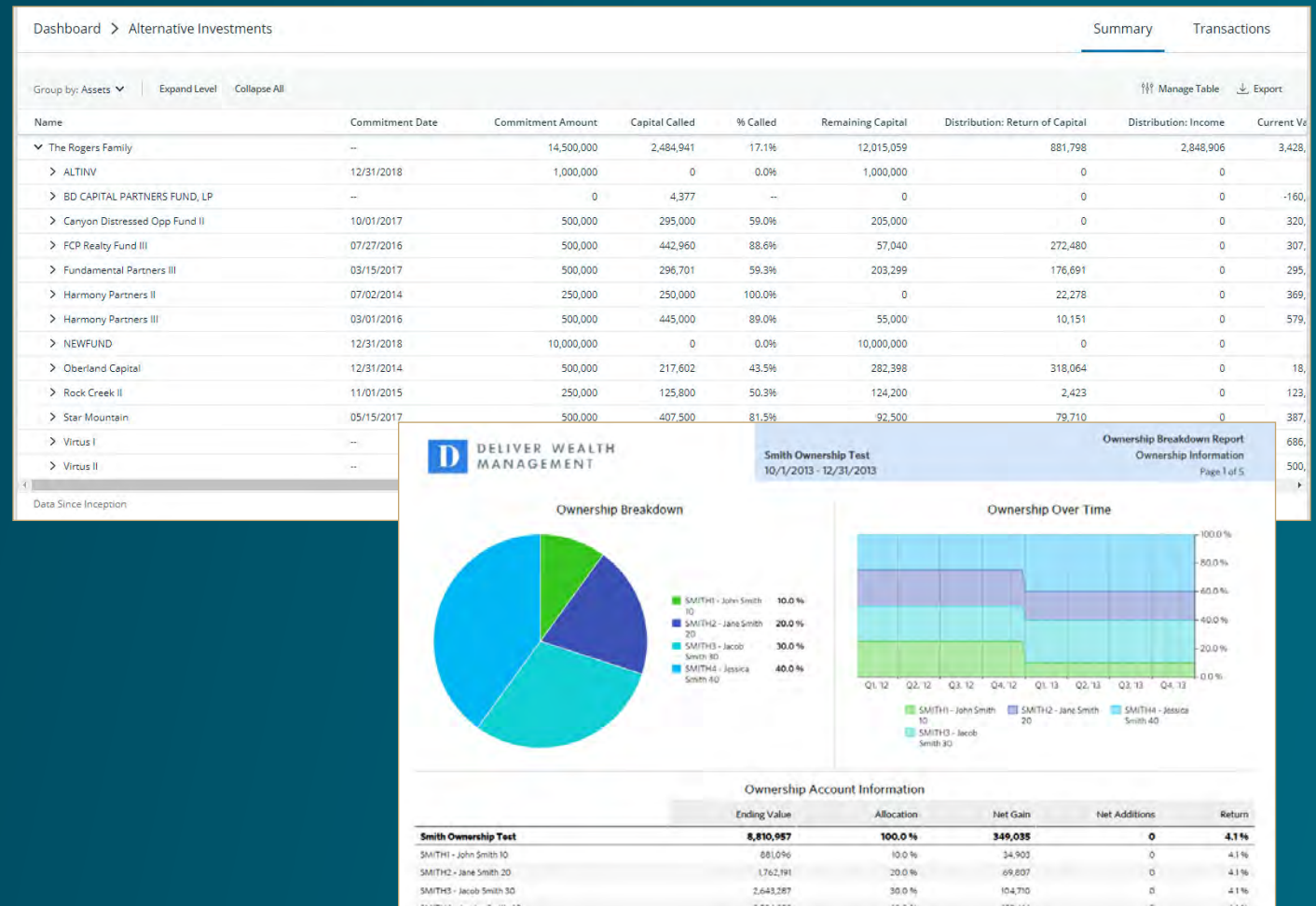
8,000+

**compliance related
user roles**

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Portfolio Management & Reporting

Oversee portfolios in the context of the entirety of a family client relationship or, through a centralized command center, look for subsets of entities within the family or view household by household. Insights are viewable at-a-glance through dynamic and configurable portfolio metric cards. You can also choose between the use of drag-and-drop functionality and pre-built templates to easily generate beautifully crafted reports that will show all of the family accounts and assets, including alternative assets and partnerships, which can be shared in the appropriate client's portal.



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Business Intelligence & Compliance

Take the pulse of your business, identify trends and outliers, and examine the finer performance details and your single or multi-family relationships. Compliance-ready formats, report automation, and more make oversight manageable while providing a 360-degree view into your practice.

Global Asset Allocation and Return							
Switch View ▼							
	As of 12/31/2018		Quarter To Date	Year To Date	Last 12 Months	Last 5 Years	Last 10 Years
Name ▲	EMV	Allocation of Total	Return	Return	Return	Return	Return
▼ Deliver Wealth Management	1,656,352,507	—	-6.4%	-4.5%	-4.5%	3.0% ²	4.8% ^{1,2}
> Domestic Equities	530,942,037	32.1%	-13.6%	-7.5%	-7.5%	5.9% ²	9.2% ^{1,2}
> International Equities	161,478,206	9.7%	-12.7%	-13.4%	-13.4%	1.6% ²	5.6% ^{1,2}
> Municipal Bonds	78,757,146	4.8%	1.4%	1.1%	1.1%	3.1% ²	3.3% ^{1,2}
> Taxable Bonds	111,244,934	6.7%	0.0%	-0.2%	-0.2%	2.0% ²	2.8% ^{1,2}
> Opportunistic Credit	20,780,880	1.3%	-1.9%	-0.1%	-0.1%	2.2% ²	5.1% ^{1,2}
> Derivatives	1,184,589	0.1%	-30.3%	-21.6%	-21.6%	8.6% ²	8.4% ^{1,2}
> Alternative Assets	26,550,527	1.6%	2.9%	4.5%	4.5%	7.0% ²	6.6% ^{1,2}
> Real Estate	13,696,235	0.8%	-5.5%	-4.7%	-4.7%	6.5% ²	8.6% ^{1,2}
> Commodities	1,018,654	0.1%	0.7%	-4.6%	-4.6%	-7.1% ²	-4.6% ^{1,2}
> MLPs	11,113,447	0.7%	-15.8%	-13.8%	-13.8%	-5.7% ²	4.7% ^{1,2}
> Global Infrast.	133,413	0.0%	-4.0%	-7.5%	-7.5%	9.9% ²	12.1% ^{1,2}
> Structured Notes	122,999	0.0%	-7.5%	-7.7%	-7.7%	0.3% ²	1.2% ^{1,2}

Templates							
Search Name, Description, Owner							
<input type="checkbox"/> Show Favorites <input type="checkbox"/> Show Shared Templates							
CATEGORY <input checked="" type="radio"/> User <input type="radio"/> System <input type="radio"/> Custom <input type="radio"/> Compliance							
TYPE <input type="checkbox"/> Snapshot <input type="checkbox"/> Transactions <input type="checkbox"/> Realized Gain/Loss <input type="checkbox"/> Unrealized Gain/Loss <input type="checkbox"/> Allocation <input type="checkbox"/> Business Intelligence							
OTHER <input type="checkbox"/> Show Hidden Templates							

User (6)							
New Template							
Name	Description	Type	Share	Owner	Last Edited	Schedule	
☆ Bond Maturities		Snapshot	Firm	integrations.user	09/14/2020	Add	🗑️ 📄 📅
☆ Discretionary Management Fees		Transactions	Share	cthompson.axd...	09/16/2020	Add	🗑️ 📄 📅
☆ Quality of Client Report		Transactions	Share	cthompson.axd...	09/16/2020	Add	🗑️ 📄 📅
☆ Standard Exposure Report		Snapshot	Share	cthompson.axd...	09/16/2020	Add	🗑️ 📄 📅
☆ Unrealized Gain/Loss - Lot Level	UGL Report - Lot Level	Unrealized Gain Loss	Firm	integrations.user	11/03/2020	Add	🗑️ 📄 📅
☆ Unrealized Gain/Loss - Security Level	UGL Report - Security Level	Unrealized Gain Loss	Firm	integrations.user	11/02/2020	Add	🗑️ 📄 📅

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Client Experience & Communications

Through a custom-branded, interactive client portal, you can document communications with family members or interested parties such as attorneys and accountants, showcase dynamic portfolio metrics, post to a secure document vault, incorporate outside account aggregation, balance sheet reporting, and more.

The top screenshot displays the Deliver Wealth Management client portal dashboard. It features a greeting "Good Afternoon, Matt!", a total value of \$9,466,343.20, and a list of accounts including Brokerage, Retirement Accounts, and Thrift Accounts. The bottom screenshot shows the "Reports" section, which includes a table of reports and a sidebar with alerts.

Name	Portfolio / Account	Start Date	End Date	File Size
Quarterly Performance Report	The Rogers Family	12/31/2018	12/31/2018	4.7MB
Executive Summary: Performance	The Rogers Family	12/31/2018	12/31/2018	1.5MB
Quarterly Report	The Rogers Family	12/31/2018	12/31/2018	5.4MB
Quarterly Report	Rogers Family	10/01/2018	12/31/2018	6.5MB
Investment Overview	Rogers Family	12/01/2018	12/31/2018	15.4MB
Quarterly Performance Report	Rogers Family	10/01/2018	12/31/2018	6.1MB
Quarterly Performance Report	Rogers Family	10/01/2018	12/31/2018	6.1MB
Investment Overview	Rogers Family	10/01/2018	12/31/2018	15.4MB
Executive Summary: Performance	Rogers Family	01/01/2018	12/31/2018	1.5MB
Gain/Loss: Realized	Rogers Family	12/01/2018	12/31/2018	1002.3KB

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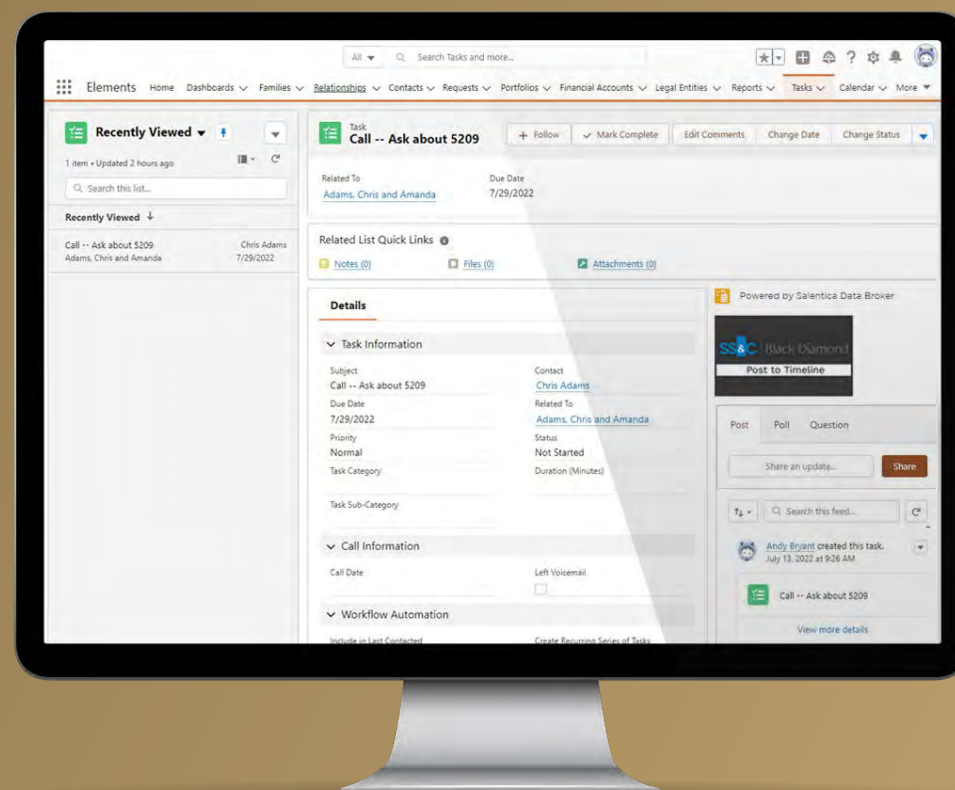
CRMs for Better Client Service

Together Black Diamond and SS&C Salentica CRMs empower advisors to effectively and efficiently manage client relationship.

Salentica's purpose-built CRMs put an incredible array of features right at your fingertips, with the ability to configure countless more. From automating efficiency tracking to suggesting proactive client outreach, these CRMs out-perform generic CRMs at prices growing firms appreciate. Through Black Diamond family offices can:

- Manage every type of client relationship
- View aggregated AUM value
- Automate processes and elevate client service
- Review, filter, and report on the prior day's holdings
- And much more

The combined power of these solutions allows a family office to leverage deeply integrated services and technologies to thrive in today's dynamic global market. With a deep understanding of a family office's needs, SS&C functions as an extension of your practice, providing the performance reporting and operational solutions needed to reach business goals.



Easily push an Activity from the CRM into Black Diamond's Client Experience Relationship Timeline.

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Exceed A Family Client's Expectations with Trust and Technology

The SS&C Trust Suite merges the power of industry leading trust offerings from SS&C Innovest, Black Diamond, and SS&C Salentica CRMs.

A complete solutions for family offices and trust companies, the SS&C Trust Suite is a unique end-to-end solution for trust firms to deliver a competitive client experience while increasing operational efficiency.

Key features include:

- Front-office tools powered by your back-office data
- Automatic cash flow of account, transaction, and position data
- Client trust statements and tax forms available via an immersive client-experience portal
- Straight through order processing eases operational burdens



SS&C Trust Suite solutions at-a-glance.

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— Manage unique and complex portfolios with an end-to-end, best-practice technology stack enhanced by our partners.

Productivity Enhancing Integrations

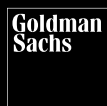
The complete, robust network features over 55 solutions from across the industry in financial planning, portfolio analytics, CRM, managed accounts, and more. Single-sign-on, embedded content, automated data syncs, connected workflows, and more enrich your overall experience.

Reliable, Clean Data

Each day the platform is automatically powered with up-to-date account-level position and transaction data. The extensive data comes from hundreds of sources such as direct custodian feeds, the Advent Custodial® Data network of 800+ account providers, and third-party account aggregators. Plus, custodial-specific integration points include benefits such as cost basis synchronization, straight-through trade processing, statement imports, and digital account opening.

No matter which custodian(s) you work with, you can begin your day focused on your client relationships, not managing data.

A selection of ACD interfaces include:



- From the front office to the back office, the Black Diamond Wealth Platform provides family offices with the tools to operate efficiently while delivering a sophisticated, modern client experience.

Within Black Diamond, advisors leverage cutting-edge solutions that drive success, such as:

- Comprehensive portfolio management
- Robust *Reporting*
- Immersive *Client Experience* portal
- Alternative data feeds
- Compliance oversight
- Intuitive dashboards
- Next-generation *Rebalancer*
- And much more

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At the Heart of Your Business: One platform to support your unique needs.

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— For more information:

No matter your size or structure, Black Diamond has the flexibility, infrastructure, and power to support your unique wealth management business. To learn how the Black Diamond Wealth Platform can support your new business, request your personalized demo, call 1-800-727-0605, or email info@advent.com.

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