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Investors Trust Invest | Pro™ Case Study



Case study: Investors Trust Assurance (ITA)

How Invest|Pro™ & Invest|Retail™ assisted the launch of a new portfolio bond product for sale in South America, Asia, CIS and Africa.

Highlights

- **The new platform and portfolio bond was launched within six months**
- **FRS's Web application Invest|Retail™ has enabled real-time delivery of policyholder valuation statements**
- **On-line trading in collectives, bonds, structured notes and equities is available to policyholders 24 hours X 7 over Invest|Retail™**

Background

Investors Trust Assurance (ITA) is an international insurance company licensed and regulated by the Cayman Islands Monetary Authority. ITA has gained a leadership position in the international insurance markets by specialising in the provision of investment - linked insurance products and first class customer service.

The challenge

ITA were looking to launch new portfolio bond products in Latin America, Asia and Africa. They recognised that, to enable effective growth, it would be important to undertake a broader project to strengthen and underpin their systems. They identified the need to:

- **Launch an open architecture portfolio bond with on-line trading and valuations**
- **Establish a secure and scalable single platform for global investment operations and accounting**
- **Offer brokers and policyholders real time and continuous access to their products and investments**

The solution

ITA decided to work with FRS to implement a number of their specialist solutions.

ITA had a requirement to provide brokers and policyholders access to valuation statements as well as the ability to place trades, request withdrawals and manage their personal portfolios directly over the web in real-time. They felt that Invest|Retail™, an FRS white-labelled web application, would very effectively support this aim. They also determined that FRS's Invest|Pro™ solution was the best fit to help manage their investment administration tasks, including daily valuations, trading, charges and corporate actions for their new portfolio bond business.

Launched under the product name 'Access Portfolio' the deployed solution was configured to display US Dollars, Euros and GBP Sterling, with three different charge structures to choose from - ensuring that the solution could easily be adapted to suit the requirements of each individual investor. The solution framework provided ITA clients with an open-architecture platform and a tax-efficient environment, along with the capability to manage and control a variety of assets wrapped in one holding vehicle, while utilising a superior, secure account access website.

The key functionality made available to ITA clients through the combined solution included:

Using ITA's Invest|Retail™ platform, independent financial advisors can perform the following activities online:

- **Place trades for clients**
- **Rebalance client portfolios**
- **View client reports, such as valuation statements and transaction statements**
- **View contract notes**
- **View settled and unsettled trades**



Policyholder's can perform the following activities in respect of their own accounts:

- **View their own valuation statements, transaction statements and recent trades**
- **Place trades**
- **View contract notes**
- **View settled and unsettled trades**

The results

The creation of a single platform for investment operations and accounting requirements has helped establish a scalable, open architecture investment platform in a robustly controlled environment. In turn, this has enabled ITA to efficiently and confidently launch the new portfolio bond. The key achievements of the project were:

- **The new platform and portfolio bond was launched within six months**
- **FRS's web application Invest|Retail™ has enabled real-time delivery of policyholder valuation statements**
- **On-line trading in collectives, bonds, structured notes and equities is now available to policyholders 24 X 7**
- **Centralised investment data now allows the same data to be used for financial reporting, policyholder reporting, custodian reconciliations, cash reconciliations, compliance and risk management**
- **Investment accounting is now produced from a single general ledger with automated reporting.**
- **Operational risk has been minimised.**

The deployment of Invest|Retail™ has also facilitated strong new relationships with independent financial advisors because of the value-added benefits provided by the system. Moving valuations and investment accounting to the Invest|Pro™ solution has also given ITA a highly scalable, efficient and robust platform which will position them well for future growth and development.

"Working with FRS and their technology allowed Investors Trust Assurance to launch a successful portfolio bond into the market securely and in a short period of time. This offering is currently being scaled in several markets, which is one of the many benefits of the technology solutions that they provide. Working with the team at FRS helped us benefit from their experience and knowledge of the life assurance industry and we look forward to a long relationship into the future."

**Bob Pain,
Managing Director,
Investors Trust**

"The implementation and launch of the individual portfolio bond was a very successful project. The FRS team quickly built up a strong working relationship with us and we moved through test cycle, parallel run and live in two quarters. Today we benefit from the server version of Invest|Pro™. In addition, we were able to integrate Invest|Pro™ with our core policy admin system and our company general ledger, and also link Invest|Retail™ with our website rather easily and within the entire project timeframe of six months".

**Tonio Alemann,
Chief Operations Officer,
Investors Trust**

About Financial Risk Solutions (FRS)

Founded in 1999 by actuaries and IT specialists, Financial Risk Solutions Ltd (FRS) is a leading provider of unit pricing, investment administration, asset reporting and compliance oversight software specifically designed for the Life Assurance and Asset Management industries.

FRS offer a proven range of modular, intuitive technology solutions which allow customers to pro-actively monitor and administer investments as well as mitigate risk by continually monitoring breaches and exceptions to critical investment processes. These solutions include:

Invest|Pro™ securely automates multiple complex fund administration processes within a single application.

Invest|Pro™ unit-pricing and investment administration software is scalable, modular and flexible.

Invest|GRC™ empowers insurers and asset managers to meet Pillar III asset reporting standards in the Solvency II world via a single, analytics-driven database, combining data from internal and external sources.

Invest|OPS™ automates the validation of operational activity performed by outsourcing partners, enabling firms to supervise outsourced functions, data and to manage the associated risks.

For more information visit <http://www.frsLtd.com> or follow FRS on LinkedIn at www.linkedin.com/company/frs-ltd

"We believe that the addition of Access Portfolio supports the innovative mission of the company by providing a variety of opportunities for investors to diversify and control their investments. With the launch of our new portfolio bond business, we wanted our investment administration to be as secure, efficient and as scalable as possible so that we can focus on providing great products for our clients. The Invest|Pro™ software allows us to do exactly that and FRS has done an excellent job in understanding our requirements and providing a system to do precisely what we need for our growing international client base."

**Ariel Amigo,
Chief Marketing Officer,
Investors Trust**



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