

## **Another new reference for BSB's Soliam software package from a major player in wealth management: the Martin Maurel group**

**The Martin Maurel group has chosen BSB's Soliam software package for its entire wealth management activity. As such, Soliam will replace the solution currently used by the group for the bank's wealth management activity and also for its subsidiaries and its wealth management companies clients.**

The Martin Maurel group will use Soliam as an IT tool for its entire wealth management activity. Soliam will therefore be made available to more than 200 users within the bank's wealth management business (Martin Maurel Gestion) as well as in all the group's wealth management subsidiaries in France and Monaco.

Furthermore, the Soliam software package will allow Banque Martin Maurel to offer dedicated access to wealth management companies clients for whom the bank provides a depository – account holder service.

The acquisition of this new reference will allow Soliam to significantly increase its Wealth Management references on the European market while having a new and original configuration at its disposal (tool for the group's wealth management activity and a portal dedicated to its wealth management companies clients).

The key selling arguments of the Soliam tool during the selection process were:

- CRM module natively integrated into the portfolio management module,
- Dynamic & interactive order book (double vision "quantity available & settled"),
- "Industrialisation of customization" to increase the service/cost ratio,
- Specific functionalities relating to asset management in life assurance contracts,
- Increase in the wealth of information available to steer the business,
- Workspaces and dedicated processes per management entity and users based on a unique platform to optimise operating costs.

Highlighted amongst the major advantages that make the Soliam software package stand out the presence of particularly innovative functionalities allowing the management of "made-to-measure" solutions to be industrialised within the framework of the wealth management activity, for instance, but also ergonomic functionalities such as executing mass orders on a large number of accounts under discretionary management.

All these innovations have allowed the BSB group to gather more than 60 references for its Soliam software package.



“After a detailed analysis of the software providers market, we opted for Soliam mainly because of its ability to meet our group’s specificities in terms of wealth management and to increase the level of services for our clients” says Michel Paisin, Member of the Board and Administration Director of the Banque Martin Maurel.



The bank provides merchant banking (credit, savings, services) and private asset management to companies of various sizes, institutional establishments and high-level private customers. Conventional banking services, a wide range of investment funds, all foreign transactions and individual tax and asset management consulting are available to the bank's customers.

“We are delighted to have the opportunity of supporting the Banque Martin Maurel in this project which is strategic for both our companies. This new major reference confirms the current success of our Soliam software package and allows us to further emphasise our competitive advantage” says Florent Fabre, Head of BSB France.



**For more information:**

*Paul Massart, Market & Product Strategy Director, tel. +32 (0)10 48 34 80*

[marketing@bsb.com](mailto:marketing@bsb.com); [www.bsb.com](http://www.bsb.com)

**BSB – [www.bsb.com](http://www.bsb.com)**

BSB is a European IT services provider and financial software developer, founded in 1995. BSB’s 250 employees are divided between two “divisions”: the “services” division and the “software” division.

The “services” division covers “professional” advice activities (with experts mainly in insurance and asset management), made-to-measure developments and the integration of third-party software (SAP and IDIT).

The “software” division is responsible for the development of two software programs for the financial market: Soliam (portfolio management software program) and Solife (administrative management software program for life assurance policies).

Mainly present in Belgium, France, Ireland and the Grand Duchy of Luxembourg, BSB has been quoted on Euronext’s Alternext since 18<sup>th</sup> July 2008.

As a listed company, BSB has the obligation to disclose to the market all the information that may have a significant impact on its financial situation. BSB has decided to communicate information on contracts whose amounts exceed 3 % of the group’s turnover.