Trust Accounting Systems Comparison Chart

	AccuTech Systems AccuTrust Gold	**Citi** OpenWealth®	**Delta Data** Trust Accountant	**Fi-Tek** TrustPortal	**FIS** TrustDesk	**HWA International** TrustNet
	Ease of operation; account review management, automated risk scoring; can generate multiple reports. Customer reports major service problems.	Award winning UMH capabilities servicing both trust and brokerage, fully integrated with custody and a wealth management solution.	Intuitive, reliable, full-featured, with customizable reports. Suitable for small-medium business.	Incorporates the best features of all systems. Integrated Wealth Management with superior pre-trade compliance and portfolio management capabilities.	Front-office efficient; enhanced service delivery, productivity and usability. End users receive superior reporting and web-based tools.	Provides firms the most cost effective solution, excellent contact manager. Very customizable and needs no onsite extra staff for administration.
System Features						
Number of Clients	325+	NA	NA	100+	200	100+
Target Client Size	$200M–$5B	$1B+	1–2,000 accounts	$400M-$20B+	$1B+	$50M–$10B
Price[1]	$15k yr. (in-house)	NA - Flexible	$1k+ year	NA - Flexible	Volume based	$10k+
STP Trading[2]	Yes	Yes	No	Yes	Yes	Yes
Portfolio Performance	Yes	Yes	Yes	Yes	Yes	Yes
Proposal Generator	Yes	Yes	No	Yes	3rd Party	Yes
Built in CRM	Yes	Yes	Limited	Yes	Yes	Yes
ASP Accessible by Internet	Yes	Yes	In-progress	Yes	Yes	Yes
3rd-party Operational Outsourcing	Revzon (877) 254-7085	Citi[3] (212) 816-6953	N/A	FSTC (732) 632-8194	M&I (414) 287-8700	Revzon (877) 254-7085
Recommended for Family Offices	Yes	Yes	No	Yes	Yes	Yes
Rating	★★★	★★★★	★★	★★★★	★★★★	★★★★
Primary Contact	Ray Unger Phone: (800) 686-0470	Jonathan Flitt Phone: (212) 816-6953	Rich McCabe Phone: (612) 867-1050	Kevin Fisher Phone: (732) 632-8194	Jeff Bloedorn Phone: (414) 815-4451	Harry Sullivan Phone: (901) 388-6120
Provider Furnished Comments		OpenWealth® provides a customizable modular platform that offers a web-based all-in-one solution.		Lots of great feedback. ASP deployment and highly scalable for large banks. Can be white labeled for resellers in different markets.		Users say system is much faster than other systems, very easy to customize and priced right.

[1] Pricing is an estimate based on a start-up system (5 users, 500 accounts). Several vendors declined furnishing details on pricing (NA: not available)
[2] STP Trading: Straight Through Processing - "seamless trading"
[3] Vendor provides 3rd-party operational outsourcing
Sources (September 2011): Vendor contacts and Celent

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	HWA International Trust Processor	Infovisa Maui	Innovest InnoTrust	SEI Trust 3000	SunGard Charlotte	SunGard AddVantage
	General Ledger-based; core system with add-on modules; functional and versatile. Supports CTFs, very modular.	Easy of use technology; investment tools; 3rd party interfaces; custom statements.	Robust trust accounting and sophisticated portfolio management.	Both the trust accounting system and the gateway device for trust organizations to utilize SEI.	Open design, rich functionality, flexibility; includes front office solutions.	Delivers large-volume, STP processing from front- to back-office operations. Earns top-honor as the best system on the market.
System Features						
Number of Clients	60+	140	50	125 (2007)	435	100
Target Client Size	$50M - $5B	$1M - $3B	$2B+	$1B+	<$2B	$2B - $50B
Price[1]	$15k+	Licence fee + mo. Fee	NA	NA	NA	NA
STP Trading[2]	Yes	Yes	Yes	Yes	Yes	Yes
Portfolio Performance	Yes	Yes	Yes	Yes	Yes	Yes
Proposal Generator	No	No	3rd Party	Limited	Yes	Yes
Built in CRM	Yes	Yes	Limited	No	Limited	Yes
ASP Accessible by Internet	Yes	Yes	Yes	Yes	Yes	Yes
3rd-party Operational Outsourcing	Revzon (877) 254-7085	NA	Call for options	SEI[3] (800) 342-5734	TMN (214) 247-0470	Reliance (404) 266-0663 SI Trust (800) 684-6518
Recommended for Family Offices	Yes	No	No	Yes	Yes	Yes
Rating	★★★★	★★★★	★★★★	★★★	★★★★	★★★★★
Primary Contact	Harry Sullivan Phone: (901) 388-6120	Jeff Carlisle Phone: (770) 720-1992	Steve Borst Phone: (704) 807-1652	Dave Schug Phone: (610) 676-4952	Bill McFadden Phone: (610) 251-6789	Bill McFadden Phone: (610) 251-6789
Provider Furnished Comments	One of the best all-in-one systems. Offers all features of TrustNet plus general ledger. Available both in-house and ASP modes.					

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