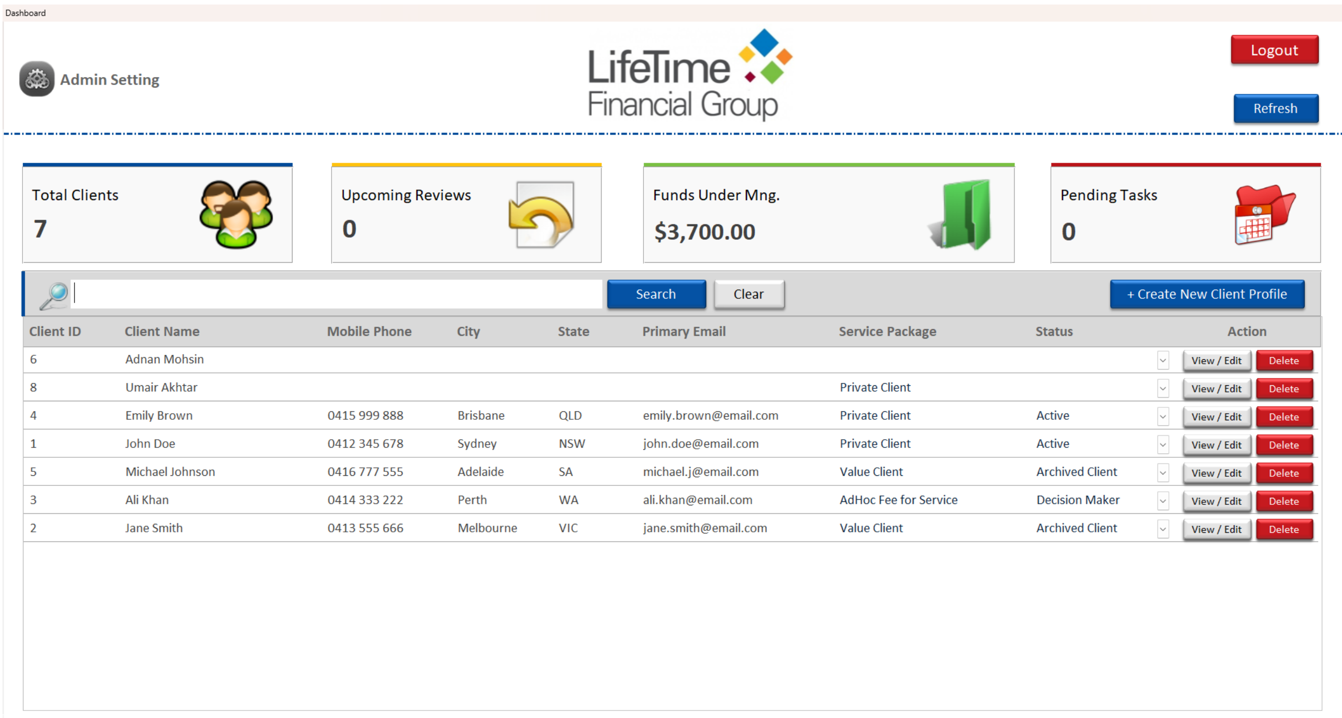
Client Management Hub: Wealth Management CRM

Admyon Systems

Building Smarter Business Solutions



Project Overview

The Client Management Hub is an enterprise-grade financial ERP designed specifically for Australian wealth management and financial advisory firms. It centralizes client portfolio data, tracks complex corporate entity structures (SMSFs and Trusts), and strictly automates the calculation and compliance documentation of Ongoing Fee Agreements (OFAs).

Business Problem

Financial planners in Australia operate under strict regulatory frameworks. Managing complex client portfolios often spread across individual accounts, Self-Managed Super Funds (SMSFs), and Family Trusts requires meticulous record-keeping. Calculating advisory fees manually based on Funds Under Management (FUM) or applying annual CPI (Consumer Price Index) increases leads to revenue leakage and massive compliance risks. Without a centralized system to track "Statements of Advice" (SoA) and generate legal "Consent to Renew" forms, advisory firms face severe regulatory penalties.

Our Solution

Admyon Systems engineered a custom Wealth Management CRM tailored to the exact legislative and operational needs of Australian financial planners. The platform features an advanced "OFA Platform" that instantly calculates both flat-rate and percentage-based FUM fees, factoring in CPI adjustments and GST. By structurally organizing clients into their respective corporate entities (Trusts/SMSFs) and actively tracking vital retirement and estate planning milestones, the system ensures the practice remains 100% audit-ready and operationally efficient.

Key Features

- Automated Ongoing Fee Agreement (OFA) Calculators (Fixed, CPI, and % of FUM)
- Australian Financial Compliance Tracking (SoA Dates, TFN, ABN)
- Corporate Structure Management (Linking Individuals to SMSFs and Trusts)
- Retirement & Estate Planning Tracking (Target Incomes, Peer Nominations, Will Executions)
- Automated Compliance Document Generation (Consent to Enter / Consent to Renew)
- Executive Dashboard Tracking Total Funds Under Management (FUM)

Technologies Used

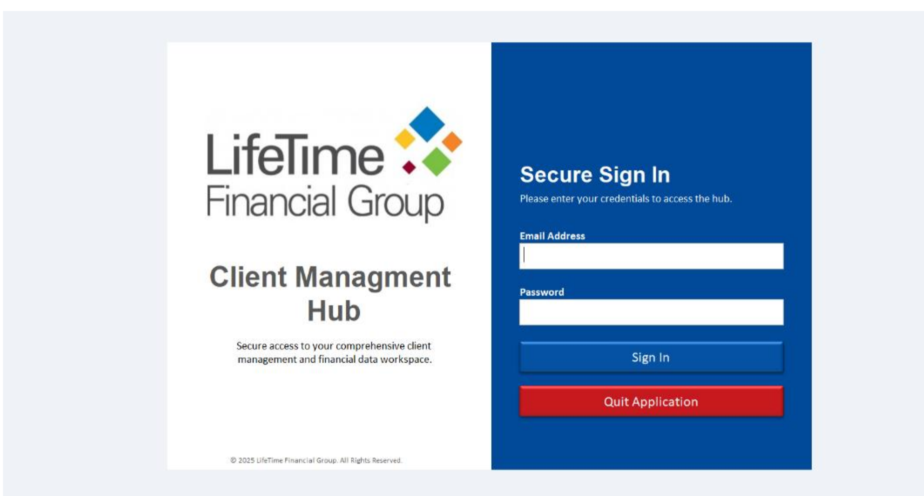
Technology	Used
Microsoft Access	✅
VBA (Visual Basic for Applications)	✅
SQL	✅

System Modules

- Secure Sign-In Portal
- Advisory Dashboard & Client Directory
- Master Client Profiles & Relationships
- Corporate Structure (SMSF & Trust Management)
- Client Review Time (Retirement & Estate Planning)
- OFA Platform & Fee GST Calculators

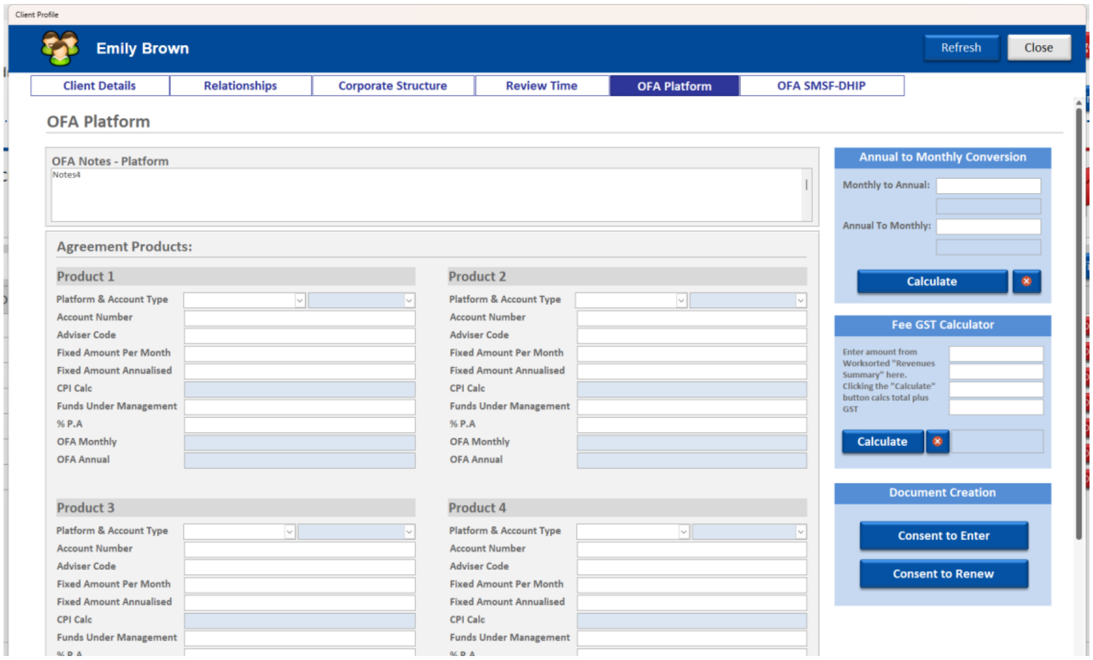
Screenshots

Secure Authentication Gateway



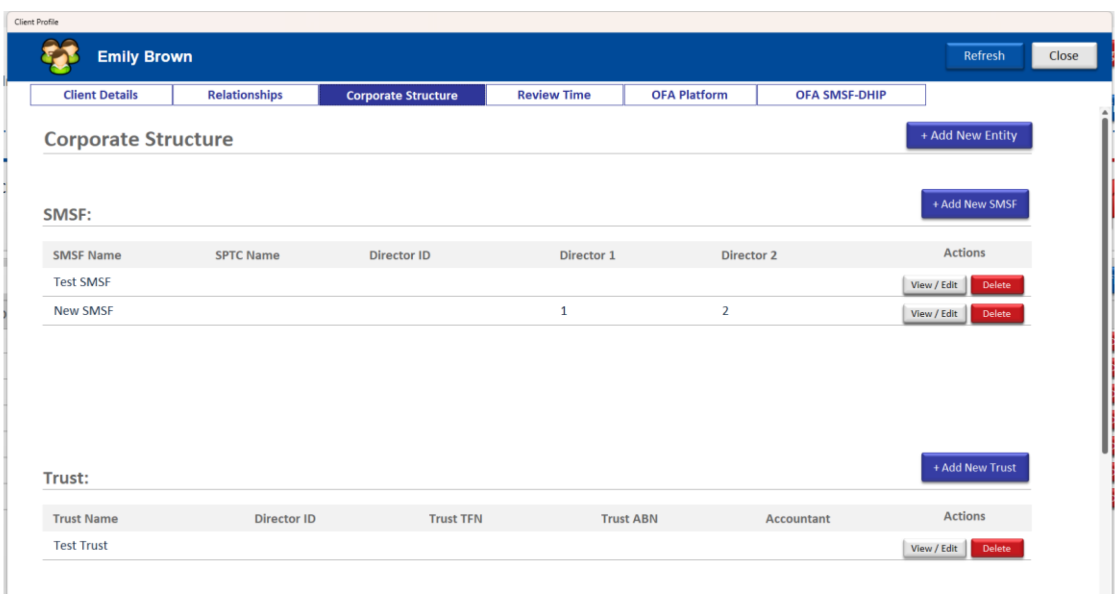
A corporate-branded, highly secure login portal ensuring that sensitive client wealth data, tax file numbers, and investment portfolios remain strictly protected.

OFA Platform & Compliance Documentation



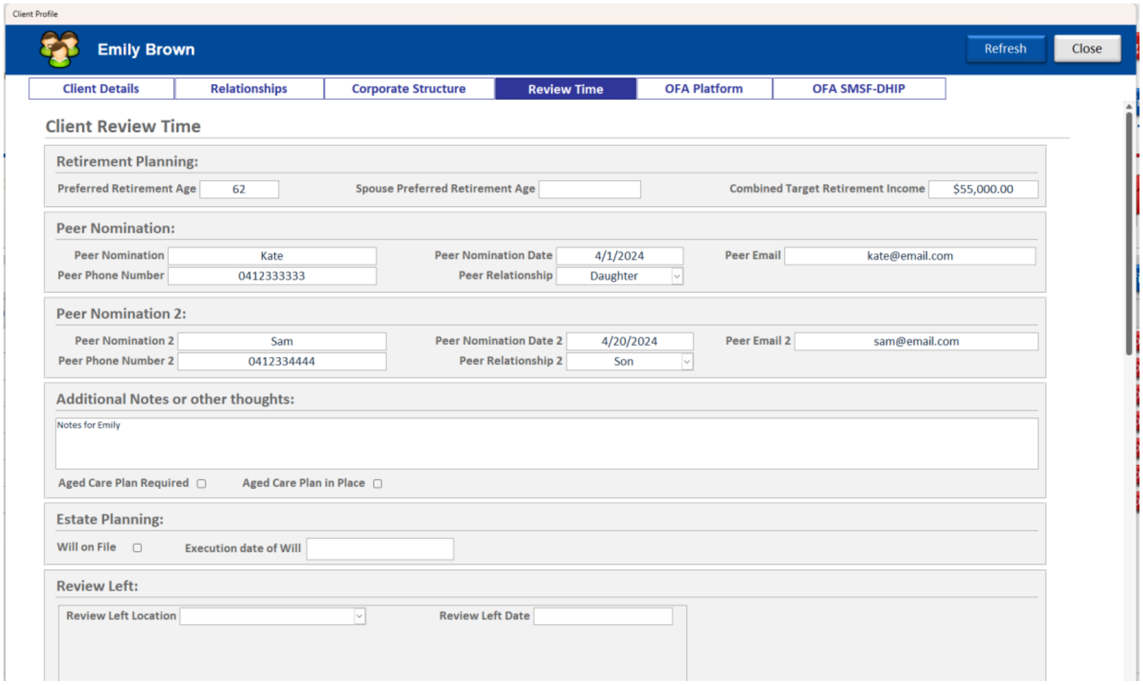
The financial core of the system. This module calculates exact advisory fees across multiple products based on Funds Under Management (FUM) or CPI, and features one-click document generation for mandatory "Consent to Renew" compliance forms.

Corporate Structure Management



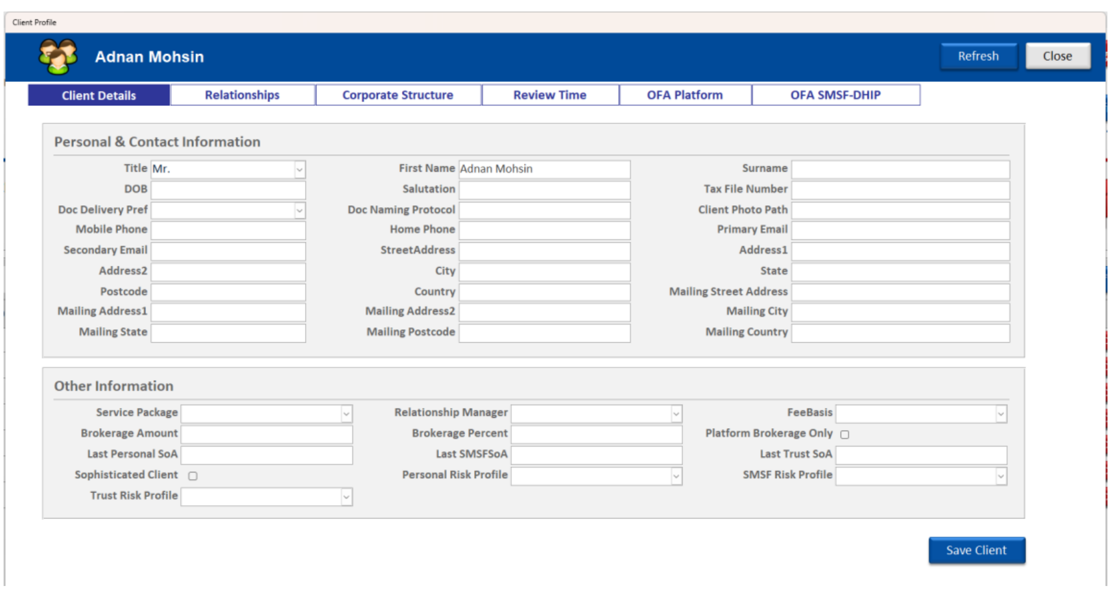
A specialized architectural view that logically links individual clients to their complex financial entities, specifically tracking Self-Managed Super Funds (SMSFs) and Trusts alongside their respective Director IDs and ABNs.

Client Review & Estate Planning



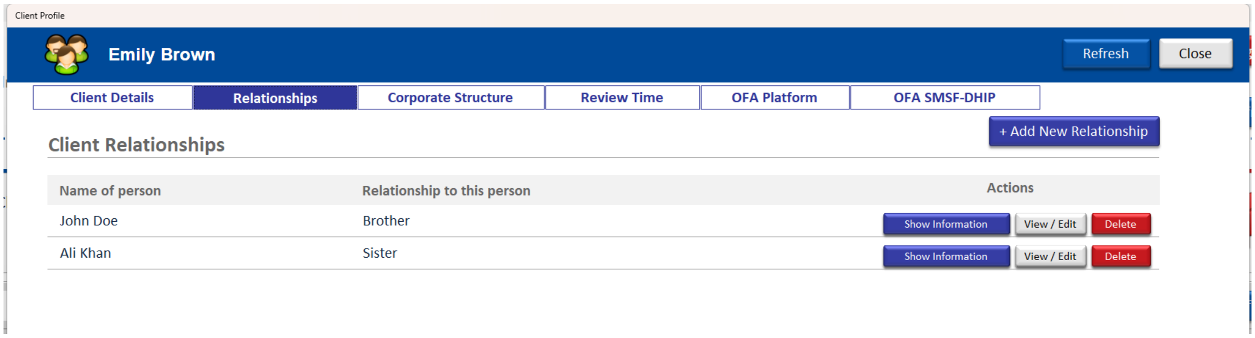
A dedicated advisory interface capturing long-term wealth strategies. It logs preferred retirement ages, target incomes, peer nominations, and vital estate planning details like the execution dates of Wills.

Master Client Profile



A comprehensive CRM database tailored for the Australian market, tracking specific financial markers such as Tax File Numbers (TFN), Risk Profiles, and the issuance dates of the Last Statement of Advice (SoA).

Client Relationships



A relationship mapping tool allowing financial planners to connect family members (Brothers, Sisters, Spouses) within the database, providing a holistic view of intergenerational family wealth.

Business Benefits

✓ Eliminated compliance risks by automating the tracking of SoA dates and generating mandatory Consent to Renew documents

✓ Maximized practice revenue with an automated OFA engine that ensures no CPI increases or FUM fees are missed

✓ Streamlined annual client reviews by consolidating retirement goals, estate planning, and fee structures into a single hub

✓ Provided total clarity over complex family wealth by linking individual clients to their respective SMSFs and Trusts

✓ Accelerated administrative tasks with built-in Annual-to-Monthly fee conversion and GST calculators

Project Highlights

- Australian Wealth Compliance
- FUM & CPI Fee Calculators
- SMSF & Trust Data Architecture
- Automated Legal Document Creation
- Estate & Retirement Tracking

Future Enhancements

Future versions of this system may include:

- API integration with wealth platforms (e.g., Macquarie, Netwealth, Hub24) to pull live Funds Under Management (FUM) balances daily.
- Digital signature integration (e.g., DocuSign) to execute OFA Consent forms directly via email.
- Automated workflow triggers to notify administrative staff 60 days prior to a client's Annual Review date.
- A secure client-facing portal for document sharing and basic fact-find updating prior to review meetings.

Project Summary

The Client Management Hub serves as a masterclass in Admyon Systems' ability to navigate highly regulated financial environments. By fusing strict Australian compliance requirements with sophisticated fee calculation engines, the platform equips financial planning practices with the robust digital infrastructure required to manage high-net-worth clients confidently and profitably.