

Client Management Hub: Wealth Management CRM

Admyon Systems

Building Smarter Business Solutions

Dashboard

 Admin Setting



[Logout](#)

[Refresh](#)

Total Clients
7

Upcoming Reviews
0

Funds Under Mng.
\$3,700.00

Pending Tasks
0



[Search](#) [Clear](#)

[+ Create New Client Profile](#)

Client ID	Client Name	Mobile Phone	City	State	Primary Email	Service Package	Status	Action
6	Adnan Mohsin							View / Edit Delete
8	Umair Akhtar					Private Client		View / Edit Delete
4	Emily Brown	0415 999 888	Brisbane	QLD	emily.brown@email.com	Private Client	Active	View / Edit Delete
1	John Doe	0412 345 678	Sydney	NSW	john.doe@email.com	Private Client	Active	View / Edit Delete
5	Michael Johnson	0416 777 555	Adelaide	SA	michael.j@email.com	Value Client	Archived Client	View / Edit Delete
3	Ali Khan	0414 333 222	Perth	WA	ali.khan@email.com	AdHoc Fee for Service	Decision Maker	View / Edit Delete
2	Jane Smith	0413 555 666	Melbourne	VIC	jane.smith@email.com	Value Client	Archived Client	View / Edit Delete

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

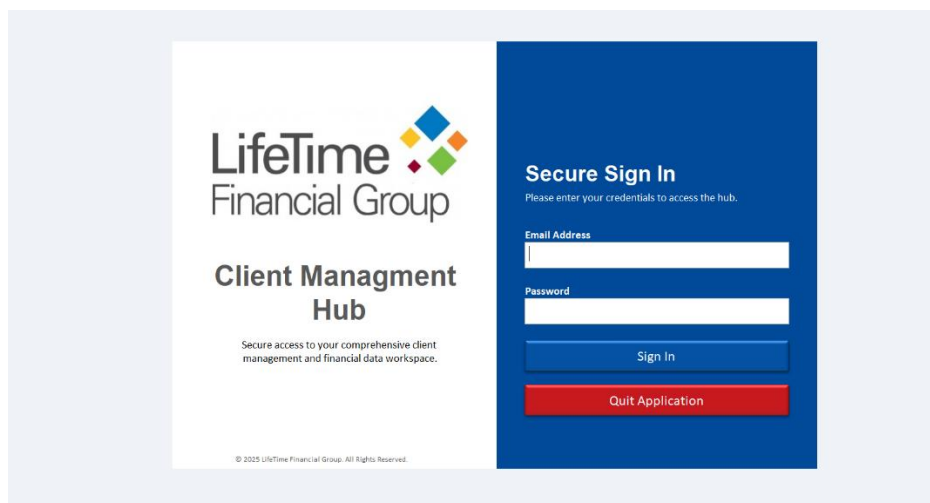
Technology	Used
Microsoft Access	✓
VBA (Visual Basic for Applications)	✓
SQL	✓

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 screenshot shows the 'OFA Platform' tab selected in the 'Client Profile' window for 'Emily Brown'. The interface includes a navigation bar with tabs: Client Details, Relationships, Corporate Structure, Review Time, OFA Platform, and OFA SMSF-DHIP. The main content area is titled 'OFA Platform' and contains a section for 'OFA Notes - Platform' with a text area. Below this is a section for 'Agreement Products' with four product forms (Product 1, Product 2, Product 3, Product 4). Each product form has fields for Platform & Account Type, Account Number, Adviser Code, Fixed Amount Per Month, Fixed Amount Annualised, CPI Calc, Funds Under Management, % P.A, OFA Monthly, and OFA Annual. To the right of the product forms are three utility boxes: 'Annual to Monthly Conversion' with input fields for Monthly to Annual and Annual to Monthly, and a 'Calculate' button; 'Fee GST Calculator' with an input field for amount and a 'Calculate' button; and 'Document Creation' with buttons for 'Consent to Enter' and 'Consent to Renew'.

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

The screenshot shows the 'Corporate Structure' tab selected in the 'Client Profile' window for 'Emily Brown'. The interface includes a navigation bar with tabs: Client Details, Relationships, Corporate Structure, Review Time, OFA Platform, and OFA SMSF-DHIP. The main content area is titled 'Corporate Structure' and contains a section for 'SMSF:' with a table listing SMSFs. The table has columns for SMSF Name, SPTC Name, Director ID, Director 1, Director 2, and Actions. There are two rows: 'Test SMSF' and 'New SMSF'. Below the SMSF table is a section for 'Trust:' with a table listing trusts. The table has columns for Trust Name, Director ID, Trust TFN, Trust ABN, Accountant, and Actions. There is one row: 'Test Trust'. To the right of the SMSF table is a button '+ Add New SMSF'. To the right of the Trust table is a button '+ Add New Trust'.

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

Client Profile

Emily Brown

Refresh

Close

Client Details

Relationships

Corporate Structure

Review Time

OFA Platform

OFA SMSF-DHIP

Client Review Time

Retirement Planning:

Preferred Retirement Age

62

Spouse Preferred Retirement Age

Combined Target Retirement Income

\$55,000.00

Peer Nomination:

Peer Nomination

Kate

Peer Nomination Date

4/1/2024

Peer Email

kate@email.com

Peer Phone Number

0412333333

Peer Relationship

Daughter

Peer Nomination 2:

Peer Nomination 2

Sam

Peer Nomination Date 2

4/20/2024

Peer Email 2

sam@email.com

Peer Phone Number 2

0412334444

Peer Relationship 2

Son

Additional Notes or other thoughts:

Notes for Emily

Aged Care Plan Required

Aged Care Plan in Place

Estate Planning:

Will on File

Execution date of Will

Review Left:

Review Left Location

Review Left Date

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

Client Profile

Adnan Mohsin

Refresh

Close

Client Details

Relationships

Corporate Structure

Review Time

OFA Platform

OFA SMSF-DHIP

Personal & Contact Information

Title

Mr.

DOB

Doc Delivery Pref

Mobile Phone

Secondary Email

Address2

Postcode

Mailing Address1

Mailing State

First Name

Adnan Mohsin

Salutation

Doc Naming Protocol

Home Phone

StreetAddress

City

Country

Mailing Address2

Mailing Postcode

Surname

Tax File Number

Client Photo Path

Primary Email

Address1

State

Mailing Street Address

Mailing City

Mailing Country

Other Information

Service Package

Brokerage Amount

Last Personal SoA

Sophisticated Client

Trust Risk Profile

Relationship Manager

Brokerage Percent

Last SMSFSOA

Personal Risk Profile

FeeBasis

Platform Brokerage Only

Last Trust SoA

SMSF Risk Profile

Save Client

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

The screenshot shows a web application interface for 'Client Profile' of 'Emily Brown'. The interface has a blue header bar with a user icon and name, and buttons for 'Refresh' and 'Close'. Below the header is a navigation bar with tabs: 'Client Details', 'Relationships' (selected), 'Corporate Structure', 'Review Time', 'OFA Platform', and 'OFA SMSF-DHIP'. A '+ Add New Relationship' button is located to the right of the 'Relationships' tab. The main content area is titled 'Client Relationships' and contains a table with two columns: 'Name of person' and 'Relationship to this person'. The table lists two entries: 'John Doe' (Brother) and 'Ali Khan' (Sister). Each entry has three action buttons: 'Show Information', 'View / Edit', and 'Delete'.

Name of person	Relationship to this person	Actions
John Doe	Brother	Show Information View / Edit Delete
Ali Khan	Sister	Show Information View / Edit Delete

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.