"With more than 70,000 users, NaviPlan ranks among the largest software companies in the world and a leader in financial planning software. Its new generation of online products and effective market segmentation make it an invaluable planning tool that provides exceptional flexibility, scalability, and performance."
Dave McClure, *Accounting Technology* January 2005

Financial Planning Your Way.

The NaviPlan Enterprise Solution

Every large-scale financial institution has a unique way of doing financial planning that sets it apart from the competition. Your organization's technology investment needs to support your distinct financial planning model.

The NaviPlan Enterprise Solution is a configurable financial planning platform for large-scale financial enterprises that can be integrated with your existing wealth management platform. Your organization can choose to implement the NaviPlan Enterprise Solution as-is, or modify it in more than a dozen business-critical areas.

Working with Emerging Information Systems Inc. (EISI), developer of NaviPlan financial planning software, your organization can configure the planning features of the NaviPlan Enterprise Solution, and completely customize the user interface so that it looks like your other tools and retains the distinct traits of your company's brand (including your fonts, color scheme, and logos).

Experience is important. EISI has partnered with dozens of North America's largest financial services companies to create custom configured solutions, and, as a result, has developed a proven method for implementing NaviPlan and delivering results.

EISI's extensive experience enables organizations such as yours to comfortably roll out a wealth management platform that lets you to do financial planning your way.

Client reporting

Data integration

Asset allocation

User interface branding

Entitlements

Collaboration

Workflow

Custom business rules

Management reporting

Technology

Check-in / Check-out

Training and Technical Support resources

Founded in 1990, EISI is a pioneer in developing productive software solutions for financial advisors. EISI's staff of 230 professionals is solely committed to the NaviPlan product line, which is licensed to more than 70,000 financial services professionals in North America.

Client reporting

Reinforce your organization's unique value to your clients, and completely distinguish yourself from your competitors. The NaviPlan Enterprise Solution provides you with a client reporting template that enables your organization to implement its unique branding elements to the more than 300 client reports and graphs available, including your colors, fonts, logos, conditional statements, and business rules.

Easy-to-understand, sales-oriented client reports summarize the client's goals and ability to meet their needs, and provide the client with a clear set of action items to help your advisors shorten the sales cycle. Detailed client reports substantiate the action required of your clients by illustrating their needs and abilities year-by-year over a given period.

Your organization can choose to redesign the layout, content, and style of the client reports, use them as-is, or use them as building blocks to create your own unique set of client reports similar to those already being used in your organization.

Once client reports are customized to meet your organization's needs, they are never reused by any of EISI's other clients. While the same proven calculation engine generates the results, your client reports are unique and proprietary to your organization.

Data integration

Cut the time it takes your advisors to create a comprehensive financial plan, and increase user adoption in your organization. The NaviPlan Enterprise Solution smoothly integrates with other applications, including Customer Relationship Management (CRM) systems, asset allocation applications, and third-party data sources that deliver client demographics, accounts & holdings, and asset allocation data.

Using industry-standard XML data transfer; the NaviPlan Enterprise Solution has an extremely robust, well-documented data integration interface that enables NaviPlan to import data from any source. Your organization may choose to pull: client demographics; accounts & holdings; and information about your clients' goals, expenses, liabilities, insurance policies, and more from multiple sources including state-of-the-art CRM tools, your own legacy and proprietary in-house back office systems, and book of records. Should your organization ever decide to change your back office system, NaviPlan will smoothly handle the transition and continue to support your desired data integration.

Importing data from your organization's back office system to NaviPlan is immediate. While creating a financial plan, your advisors can simply click the *Import* button within the software, and automatically populate a client's plan. EISI's enterprise clients are finding that by importing client demographic information and accounts & holdings to a comprehensive financial plan, data entry time is reduced by up to 65% and data entry errors are dramatically reduced.

Updating the data in financial plans to accommodate annual reviews with clients and to track a client's progress on their goals is an efficient process with the NaviPlan Enterprise Solution's data import capabilities. Should your organization desire, the NaviPlan Enterprise Solution can be configured to support two-way integration so that when advisors update the data in their clients' plans, the updated information, such as demographics and held-away assets, can be pushed back to your organization's system of record.

Asset allocation

Incorporate your organization's unique investment philosophy with your financial planning platform for consistent portfolio recommendations, and less compliance risk. The NaviPlan Enterprise Solution provides the framework to support any customization requirements, including multiple asset allocation configurations that are specific to particular business units within your organization.

Work with EISI to integrate your organization's unique risk tolerance questionnaire, asset classes, model portfolios, capital market assumptions and return rates, correlations, proxies, standard deviation, security classification database, and specific scoring algorithm. The integration is seamless, and the results calculated by NaviPlan are completely consistent with the recommendations generated by the asset allocation systems within your organization.

If it's easy-to-use, your advisors will use it.

Entitlements

Address the unique planning needs of various organizational groups and individuals. The NaviPlan Enterprise Solution supports enterprise management through a skill-based Entitlements feature in the NaviPlan administrative interface, which enables your organization to provide various user types with access rights to specific features and functionality. For example, your organization can restrict the use of estate planning functionality to Certified Financial Planners.

Check-in/Check-out

Provide flexible access to suit the way your advisors need to work. The NaviPlan Enterprise Solution provides flexible configurations that accommodate your company's technical infrastructure and business needs, including unique data check-in / check-out capabilities that allow your advisors to continue working, even when they travel.

Your organization can choose to deploy either an online solution (NaviPlan Online), whereby NaviPlan can be hosted on your servers or at the application service provider (ASP) site you choose, or as an offline solution (NaviPlan Offline), which enables advisors to work independent of a network connection. Both NaviPlan Online and NaviPlan Offline can also be deployed together as a complete solution that enables advisors to connect to the centralized database (via the Internet) from virtually anywhere, or disconnect and take their financial plans with them on a laptop when they travel. No re-training is required—whether your advisors are working online or offline, the user interface is the same.

Training and Support resources

Accommodate diverse learning and comprehension styles, and evolving needs. NaviPlan Training and Technical Support resources are available in multiple formats to accommodate users' needs during the initial roll-out and beyond.

The complete training program includes three courses, which aim to progressively improve the user's skills with the software: Fundamentals, Intermediate, and Advanced. Advisors can master each course using any of four delivery methods: Self-Study Guide, Training Video Clips, Live Web-Based Training, and In-Person Training. Customized user training and Train-the-Trainer programs are also available.

The EISI Help Desk provides technical support, which includes both operational support and functional support of the NaviPlan software, and is available on both a first-line and second-line basis. EISI's Technical Support Specialists may be reached via toll-free telephone, and via *NaviPlan User Services*, which is a secure, web-hosted application that enables users to safely upload client files and work with a Technical Support Specialist to resolve an issue.

Additional technical support and training resources are accessible at *Support.naviplan.com*, which is the product-specific support site for NaviPlan users. Within this site, all training, support, and software update resources are conveniently grouped by product.

Reduce compliance risk.

Collaboration

Improve data accuracy, expedite the approval process, and incorporate specialized advice. The NaviPlan Enterprise Solution provides four configurable collaboration modules that enable advisors to access, view, and collaborate on financial plans with assistants, a central planning group, managers, specialists, and their clients. Read-only attributes protect the base plan so that, while several people can view it, only one person controls the editing. Workflow controls enable your organization to track and control the flow of work within your organization.

Workflow

Ease your compliance concerns by controlling and tracking the flow of work within your organization, and the output your advisors generate for clients. The NaviPlan Enterprise Solution includes a *Workflow* module that is at your option to customize. Your organization can represent itself hierarchically within the application, and grant read, write, and control access to specific users so that they can oversee all planning activity and uphold your compliance standards. While the status of a financial plan can be changed from *Draft* to *Proposed* to either *Approved* or *Rejected*, the exact workflow process is configurable to your organization's specific needs.

Custom business rules

Evaluate your advisors' work against your business rules. The NaviPlan Enterprise Solution enables your organization to incorporate its business rules (such as limiting return rates to certain maximums) into the NaviPlan *Planning Assistant* feature and *Workflow* module to validate every plan your advisors create. The Planning Assistant reviews plans against the business rules you define to provide constructive feedback, such as highlighting problems, opportunities, and questions. Within the *Workflow* module, your business rules can be used to validate each page of information, and thus guide your financial planning process.

Management reporting

Track and manage the efficiency of an employee, branch, or region over a given period. The NaviPlan Enterprise Solution stores historical data within the database, which can be used to generate management reports that give your organization an oversight capability. By using your management reports to monitor planning activity, system usage, and track workflow; your organization can evaluate its planning goals, measure its success, and reduce compliance risk. Control and modify these reports as needed by using industry-standard tools such as Crystal Reports.

Seamlessly integrate with your technology platform.

Platform independent

With an open-architecture, the NaviPlan Enterprise Solution can operate on a wide range of industry-standard application servers, databases, and technical platforms—EISI is impartial to any platform, and is happy to configure to your existing web environment.

Security system integration

The NaviPlan Enterprise Solution has been designed to either plug into the security framework of the host web server environment, or to interface with a customized security system. In either case, your organization can specify to which planning features and client data each user is entitled. At a single sign-on point, the user ID and password determines which features and data are accessible by that user, and then either grants or denies access.

Technical documentation

Ask about EISI's extensive library of technical documentation to support the needs of your organization's technology department.

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