

## WealthWorx® BPM Value Assessment Achieves 60% Improvement!

**Oakbrook Solutions Inc.  
Newsletter**

**December 2008**

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**Client Spokesperson** - "Oakbrook Solutions understands our current challenges in the Wealth Management arena. Their recommendations for process improvement resulting from the Value Assessment and the ultimate WealthWorx® automation will reduce our Account On-boarding cost significantly and greatly enhance our goal of building valuable and lasting client relationships."

### Seasons Greetings from the WealthWorx® team at Oakbrook!

In an effort to stay in touch with all of you who have shown interest in our solution over the past year, we are excited to launch our first WealthWorx® Update newsletter.

Despite the economic conditions in the industry, 2008 has been a year of investment and opportunity for us. We have received tremendous response in the market to our offering since our 2nd quarter launch, and as we begin 2009, we are happy to announce the following milestones:

Forty two product demonstrations, 2 webinars, and 4 conferences have helped to get the word out and build the WealthWorx® brand. Our response in the market has been overwhelmingly positive, with 95% of prospective clients expressing interest and excitement over our offering.

Our first WealthWorx® BPM Value Assessment, detailed in the below Case Study,

was delivered on-time and under budget. Our Value Assessment methodology is the key to identifying, unlocking and optimizing value for WealthWorx® initiatives within your organization.

We have significantly enhanced our Account On-Boarding process architecture, adding functionality for Tax, Real Estate and other special asset on-boarding tasks and further enabling complete transparency and flexibility of this important process from Qualification, Acceptance and Opening through Asset Funding and Review.

Additionally, we added new forms to the Operations Requests module, and developed new process templates for Discretionary Payment Management, Bill Payment, and Account Closing.

Finally, we are most excited about our zeroing in on our first WealthWorx® implementation and are confident we'll be able to make more specific announcements sometime in the first quarter!

Probably the biggest lesson our clients have come to understand through the launch of WealthWorx® is the value of seasoned industry expertise with this type of solution. Our Business Analyst team averages 25 years of experience, much of that in managing operations, developing workflows & procedures, and installing and integrating the systems in our industry. The best-in-class BPM technology delivered by our partners at Appian enables our Business Analysts to capture our industry body-of-knowledge in the form of pre-defined process templates, and very rapidly deliver a comprehensive solution completely tailored for your organization. The result is truly transformational!

In our next newsletter, I will provide details on added processes and integration capabilities that we anticipate in 2009. Until then, we wish you all a safe and productive start to the New Year!

Sincerely,  
John Bovatsek  
Managing Director  
WealthWorx Process Solutions

As John launched this newsletter I wanted to add a footnote on the effort and investment we have made to WealthWorx®. This solution is a true value-add for our clients and is the perfect compliment to our experience as a firm. As a relatively small firm we were in the position of investing significant resources during the last year and a half. No other solution of such value exists like this and this fact has become very evident as we have made entry to the market over the last eight months. We are very proud as a firm to be in the position of offering such a valuable product solution in WealthWorx® to our clients.

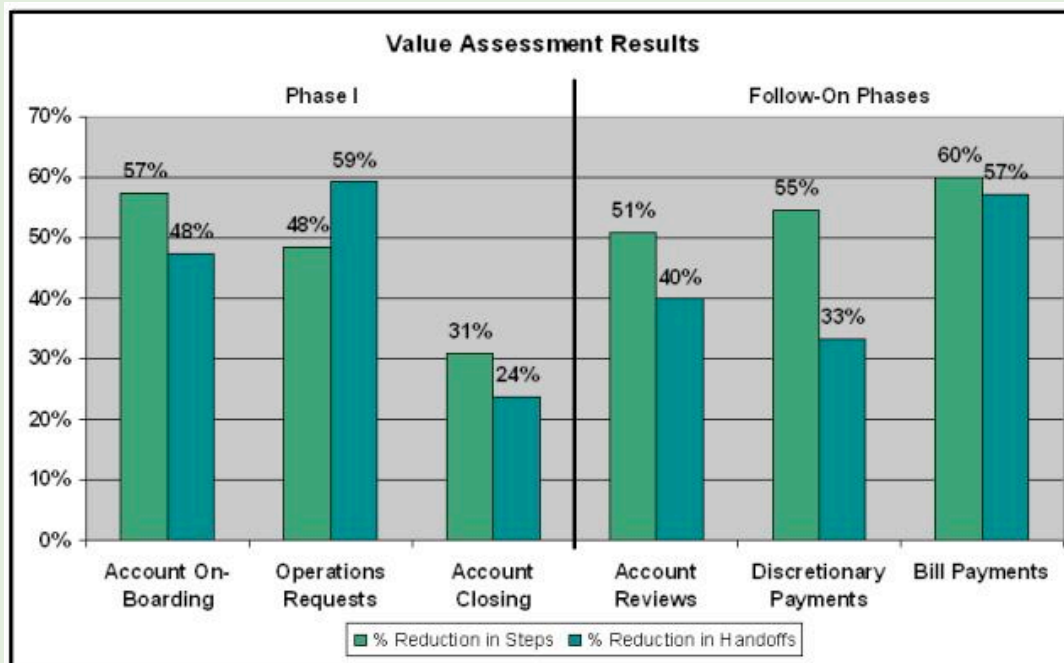
Tony J. Painter  
CEO

Oakbrook Solutions, Inc. conducted a BPM Value Assessment for a multi billion dollar trust company to provide a rapid and thorough analysis of existing business processes to improve efficiencies through the use of Business Process Management (BPM) technology. The Assessment resulted in optimized processes and a phased implementation plan to achieve up to 60% efficiency in the following processes:

Functional Area	Reduction in Steps	Reduction in Handoffs
Account On-Boarding	57%	48%
Operations Requests	48%	59%
Account Closing	31%	24%
Account Reviews	51%	40%
Discretionary Payments	55%	33%
Bill Payments	60%	57%

The benefits to be achieved through the implementation of WealthWorx® was measured as the reduction of manual steps and handoffs for each process. This reduction in steps and handoffs results in efficiency gains for each process as follows:

- Implementing process improvements from our Value Assessment without WealthWorx® yields a reduction of 27% in process steps.
- Implementing WealthWorx® automation for six major processes yields an average of 50% reduction in steps and 43% reduction in handoffs
- Account On-boarding is the most manually intensive and complex process. 146 steps and 67 handoffs per account were decreased by 57% and 48% respectively.



Without WealthWorx® Trust Company processes were encumbered by (1) a prevalence of paper forms and spreadsheets, (2) a complex and irregular flow of

work, (3) substantial duplication of work, and (4) lack of transparency, visibility and flexibility. As a result of the BPM Value Assessment, the client has an actionable plan to implement BPM process solutions that will enable the organization to achieve strategic growth objectives.

**Oakbrook Focus and Expertise** - Since 1999 Oakbrook Solutions, Inc. has been providing systems, process and delivery expertise to the Wealth Management industry. Our industry focus and expertise enables us to deliver unmatched value to your process improvement initiatives:

**Speed of Implementation**

Pre-developed processes and interfaces enable more rapid implementation and quicker return on investment.

**Reduced Risk**

Proven processes and methodologies provide guidance for a quality implementation.

**More Effective & Comprehensive Processes**

Industry expertise and experience leveraging BPM technology will transform processes in your organization

**Innovation & Change**

We facilitate consensus and manage change for true process innovation.

**To talk to someone now about WealthWorx® call (336) 714-0321**