

ACCLAIM

RECOGNISING LEADERS ACROSS THE GLOBAL WEALTH MANAGEMENT INDUSTRY
THROUGH THE *WealthBriefing* AWARDS PROGRAMME

The Fifth *WealthBriefing*
WealthTech Americas
Awards 2026





Foreword

STEPHEN HARRIS
CEO, *WealthBriefing*

For five years, this awards program has been dedicated to recognizing and supporting excellence in American wealth technology. At *WealthBriefing*, we take this responsibility extremely seriously and deliver it with great pride.

This edition of *Acclaim* highlights this year’s winners, who have distinguished themselves through a rigorous and independent judging process. The awards form part of a global program run by *WealthBriefing* and its sister publications *WealthBriefingAsia* and *Family Wealth Report*. Together, this platform enables the brightest and best across the private client and wealth management ecosystem to demonstrate pre-eminence in their field to clients, prospects, peers, and colleagues.

In the technology space, this recognition is particularly significant. We are living through an epoch-defining era in which technology has evolved far beyond reporting, accounting, and back-office functionality – important though the efficiencies derived from these capabilities remain. Today, technology sits at the strategic heart of wealth management, driving innovation, enhancing client experience, strengthening compliance and risk management, and shaping the future of the industry itself.

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Overview of the Wealth Technology Market in the Americas

Smart use of technology - such as making firms and advisors more productive, responsive to client needs, or able to reach decisions more rapidly - continues to be a real competitive edge for wealth managers.

The rise of AI tools is the talk of the industry and raises questions about where that leaves human advisors. But whatever the future holds, technology can never be a side issue: it is at the heart of the conversation.

Increasingly, the client’s user experience is defined by technology. AI is one part of this, along with enabling clients to view the full balance sheet of their assets and liabilities online, manage bills and asset inflows, keep on top of tasks, and be alerted by advisors to opportunities. To give one example,

a cluster of businesses seeks to help clients make sense of the complexities surrounding private market investing.

For banks, wealth managers, and family offices, understanding the wisest way to procure technology that serves a need - and to avoid expensive mistakes - is crucial. There is a bewildering variety of firms operating in the wealthtech universe as businesses battle to exert dominance and avoid being overtaken by events.

We congratulate the winners on their success in these awards and thank the judges for their diligence and expertise. We very much hope that readers will find much to help them navigate wealth technology.



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The Judging Panel

The *WealthBriefing* WealthTech Americas Awards 2026 judging process was guided and assisted by a panel of independent experts, each of whom has been actively involved in the wealth management industry for many years and have an in-depth knowledge of the WealthTech sector.



VIKRAM CHUGH
Chief Operating Officer
Robertson Stephens



HOWARD GELLER
Principal, Strategic Consultant
Hudson Peak Group



RYAN KERRY
CEO
Knowledgeger



GREG KING
Senior Director and Head of Wealth Management
FactSet



TANIA NEILD
CTO and Owner
InfoGrate



KEVIN REED
Chief Revenue Officer
Aquilance



GREGORY F. ROLL
Co-Founder
Touchpoint



DANIELLE ROSEMAN
Managing Director
Lazard Family Office Services



DANIELLE VALKNER
Partner, US Family Office Leader
PwC



BRIAN WEINER
Founder and CEO
Family Office Resource Group



BILL WYMAN
President, Family Office Services
Summitas



HELEN YANG
Founder and CEO
Andes Wealth Technologies



The Challenge is to Stay Ahead of Your Clients

Your Advantage is AgilLink®

Designed for Family Offices and the Clients They Serve, AgilLink Enables you to Offer Innovative Bill Payment and Client Accounting Solutions.



Secure

As an affiliate of City National Bank, AgilLink is held to bank level security protocols and safeguards, keeping your and your client's data safe.



Transparent

AgilLink features role-based permissions, automated alerts, and comprehensive audit trails, for transparency and control of all operations.



Integrated

Key functions for bill payment and client accounting are integrated, eliminating the need to piece together multiple systems.

Get the AgilLink Advantage.

Learn More at AgilLink.com



Purpose Built for Complexity: How AgilLink is Redefining Family Office Operations



Erin Oremland
General Manager
AgilLink



What has been the most impactful innovation your firm introduced recently, and how has it shaped client outcomes or internal efficiency?

The most impactful innovation we have delivered is the expansion of our platform into a truly unified financial operations ecosystem for family offices. By deeply integrating bill pay, accounting, banking, treasury, and cash management into one secure, cloud-based environment, we've eliminated silos that used to create friction and risk across our clients' workflows.

With the launch of Connect to Bank, our enhanced integration designed to streamline financial data management for firms, family offices can automatically download prior-day activity from third-party banks, view updated balances directly on their AgilLink dashboard and leverage our automated account reconciliation tool kit. By maintaining a bank-agnostic platform, Connect to Bank reinforces our commitment to client-centric solutions, ensuring flexibility and convenience for our clients and the families they serve.

What makes this innovation especially powerful is that it's purpose-built for firms managing multiple households and entities. Every feature is designed for scale, control, and adaptability. These are the hallmarks of what modern family offices require.

With the launch of Connect to Bank, our enhanced integration designed to streamline financial data management for firms, family offices can automatically download prior-day activity from third-party banks, view updated balances directly on their AgilLink dashboard and leverage our automated account reconciliation tool kit. By maintaining a bank-agnostic platform, Connect to Bank reinforces our commitment to client-centric solutions, ensuring flexibility and convenience for our clients and the families they serve.

What role has collaboration – either internally or with external partners – played in your success?

Collaboration is at the heart of how we build, support, and evolve AgilLink. Internally, we have fostered tight alignment across product, engineering, implementation, and client success. Everyone is connected to client feedback, which keeps us agile and ensures enhancements address real world challenges.

Externally, our integration partners have been critical in making AgilLink a flexible platform. Whether integrating investment reporting tools like Addepar and Black Diamond, or integrating to other partners, we work collaboratively to support each firm's unique tech stack.

But our most vital partnerships are with our clients. Several of the platform's best features have come directly from client conversations. We believe true innovation is co-created, not invented in isolation.

What does winning this award mean to your firm, and how will you use this recognition going forward?

This award validates the dedication and deep expertise our team brings to serving family offices. For 50 years, we have focused on the operational needs of firms supporting complex, high-net-worth client. This recognition confirms that our purpose-built approach evolves with the market.

We will leverage this platform to educate the industry on the importance of scalable, secure financial operations. Winning is an honor, but more importantly a challenge to keep raising the bar for ourselves and the firms we serve.

AgilLink is an RBC company and is an affiliate of City National Bank Member FDIC. Addepar and Black Diamond are independent companies and are not associated with AgilLink, City National Bank, or RBC.



Wealth Management Solution

Take Control of Your Technology

Charles River is creating a new paradigm to empower firms with the technology and services that will drive business growth and improve investor outcomes.

Winner of Best Investment Platform (US)



WealthTechAmericas
AWARDS 2026

brought to you by WealthBriefing

WINNER

Investment Platform or Tools

Charles River Development



Charles River Development Offers a New Paradigm for WealthTech

Charles River is creating a new paradigm to empower firms with the technology and services that will drive business growth and improve investor outcomes. Our cloud-based solution is designed with the scalability and resiliency needed for high-volume businesses and global business operations and wealth programs all on one platform with support for all asset classes and currencies. Our open architecture, next-gen technology democratizes and streamlines access to networks and third-party providers and solutions. To learn more about Charles River, go to www.crd.com.

Please explain why you/your business was able to reach this award-winning level?

Our collaborative partnerships with clients and our strong culture of native technology development are key factors in Charles River's ability to succeed. We work with clients closely to help them solve operational challenges with technology, enabling them to derive as much value as possible from the platform and to enhance efficiency in their business. Those relationships directly inform our product development strategy, which is why we see our clients as true partners.

Our technology is built 100% in-house. That is a significant advantage that helps us keep pace with rapidly advancing technology needs and to meet the needs of our global clients.

We have always made significant investments in research and product development across Charles River's wealth management solution and are increasing that commitment over the short term to enhance existing and build out new capabilities. Those financial commitments drive innovation and improvement across the entire platform.

How do you intend to remain on the front foot and continue to set a high standard?

As I mentioned, our in-house technology and clients drive our success and we believe those tenets will continue to help us deliver products and services that our clients need. We are keenly aware of the challenges facing advisors as well as wealth and asset managers. As they try to innovate and remain competitive, they are dealing with fee compression, increased operating costs, and advisor retention, among others.

We believe that staying competitive in the market requires a modern, complete technology solution that can handle high volumes and the flexibility to manage multiple lines of business on one platform.

Whom to look for, either inside or outside your business, for ideas and inspiration?

Our global client base of enterprise wealth management firms inspire our product and engineering teams to provide the best technology and client experience possible. Client feedback and collaboration enables Charles River to continuously incorporate new innovations in our wealth management platform.

Also providing inspiration are our teams of highly skilled technologists and professionals, who are agile thinkers and problem solvers, committed to our end users and engineering excellence.

What will winning this award do for your business and colleagues?

The recognition of our technology in the wider industry validates our overall goals and what we are delivering for clients both on a business level and for individual colleagues. We will continue to operate by the guiding principles of helping clients grow and enhance their business goals and strategy.



Swati Verma
Head of CRD Wealth
and Advisory Platforms
Charles River Development



From Fragmented Data to Confident Advice

Unify fragmented client information, surface red flags early, and deliver deeper, faster advice with AI-powered intelligence.



Unified Foundation + Validations + AI Intelligence

Clarista uses zero-copy access with validations and traceability, to deliver real-time and defensible insights.

20%

**More Clients
Per Advisor**

2 Hours

**Saved Per Review
Meeting.**

0%

**Red Flags &
Alerts Missed.**

See why the industry's leading firms are choosing Clarista.
Email Contact@Clarista.io to schedule your personalized demo.

Unlock Knowledge

Trust, Transparency, and Scale in Modern Wealth Management



Suvrat Bansal
Founder and CEO
Clarista

I'm Suvrat Bansal, founder and CEO of Clarista. I've built my career around driving business outcomes with data and AI, while keeping governance and controls front and center. I've led large-scale data, analytics, and AI programs at global financial institutions, where you have to move fast and still prove accuracy, security, and accountability.

I started Clarista to make those institutional-grade capabilities available to every wealth manager, without the massive upfront cost, long timelines, or heavy infrastructure that usually comes with it. Clarista connects to the data and documents firms already have and creates a unified view, without copying or duplicating sensitive data.

The key for us is trust. We build in quality checks, traceability, and governed access so AI outputs are not just helpful, they are defensible. The goal is to help advisors and client teams serve more households in a more personal way, with more context and far less manual effort.

Can you share a story that best illustrates your team's commitment to client service or problem solving?

A good example is our work with Leerink Partners. They were rolling out a new SaaS CRM on a hard deadline, and it depended on near real-time sync with a legacy system that held the system-of-record view of client trading and financial activity. The CEO's message was simple: hit the deadline, and do not disrupt client coverage.

We treated it like a mission-critical delivery. Our team worked around the clock to build the sync, but we also put the right controls under it. We stood up a cloud data foundation that centralized feeds from both systems, validated the data, and ensured what was flowing into the CRM was correct and consistent.

So, the outcome wasn't just "we made the deadline", in less than 4 months. They also ended up with a governed, unified data environment that improved ongoing data quality, reduced operational friction, and made analytics much easier to deliver going forward.

Where do you draw inspiration for innovation, within the wealth industry or beyond it?

A lot of it is personal. I watched my parents work relentlessly with limited access to quality guidance, and I still see friends and extended family making major financial decisions, saving, investing, education, retirement, without advice that feels clear, personalized, and cost-effective. It reminds me that wealth management is deeply human, and service matters as much as performance.

Professionally, I draw from regulated environments where mistakes are expensive. I've seen what happens when controls are treated as an afterthought, and the cost of remediation can be enormous. That experience taught me that innovation only scales when it is reliable, traceable, and disciplined.

So, the combination we aim for is simple: consumer-grade simplicity in how teams use the product, and institutional-grade trust in the outputs. That's the standard we're building toward wealth AI.





Croesus **Vidia**

AI-powered video solution

Transform data and report into personalized video experience to improve:



Client experience



Performance



Productivity



Business growth

Powered by **Storyline**

The Trusted WealthTech Leader

To learn more: croesus.com

Rewriting the Rules of Client Communication in Wealth Management, Thanks to AI



Marc Riel
Vice-President Business
Development and Strategic
Partnerships, North America
Croesus

Please explain why you/your business was able to reach this award-winning level?

“Croesus identified a fundamental gap in wealth management communication – and addressed it with purposeful innovation.

For decades, investor reporting has been dominated by static PDF statements: complex, technical, and often difficult to understand. When we launched Croesus Vidia (powered by Storyline) in September 2025, the first solution of its kind in the Canadian WealthTech market, we were not simply adding another digital feature. We were redefining how advisors connect with clients.

By leveraging generative AI with backend portfolio data, Croesus Vidia (powered by Storyline) transforms complex portfolio reports into personalized, compliant video summaries – delivered securely in real time and in the investor’s preferred language. The solution combines clarity, accessibility, and regulatory rigor in a way the industry had not previously achieved.”

As Marc Riel explains, this is not about replacing advisors with technology, but about equipping them with tools that make every client conversation clearer, more personally relevant, and more meaningful.

The measurable impact reinforces that vision. Investors retain information up to 9.5 times better through video than text, and 75 percent prefer interactive updates. Advisors save approximately 20 percent of preparation time per review cycle.

“This combination of innovation, tangible outcomes, and alignment with our mission to simplify and humanize wealth management is what elevated Croesus Vidia (powered by Storyline) to award-winning status.”

How do you intend to remain on the front foot and continue to set a high standard?

“Remaining on the front foot requires more than technological advancement – it demands discipline, integrity, and continuous listening.

As AI capabilities evolve, we will continue to prioritize compliance, data security,

and transparency. Our reputation – built over nearly 40 years of trusted partnerships with Canada’s largest financial institutions – rests on reliability and integrity.

We also see continued opportunities to enhance personalization and engagement. Croesus Vidia powered by Storyline already enables firms to integrate clickable calls-to-action and introduce complementary services within video reports, transforming reporting into an interactive touchpoint.”

Marc Riel notes that compliance has long been viewed as a constraint, but with Croesus Vidia (powered by Storyline), compliance-driven reporting becomes an opportunity to strengthen client relationships and create new value.

“Our commitment is to ensure that technology consistently amplifies – rather than replaces – the human dimension of advice.”

What will winning this award do for your business and your colleagues?

“Winning this award serves as both recognition and reinforcement.

Internally, it validates the vision and dedication of our teams – from product development and compliance specialists to client-facing professionals. It confirms that our focus on humanized technology resonates meaningfully in the market.

For our colleagues, it reinforces pride of purpose. Croesus Vidia (powered by Storyline) embodies our mission to simplify and humanize wealth management, empowering advisors to communicate with empathy, precision, and transparency while maintaining the highest regulatory integrity.

Externally, the award enhances confidence among clients and partners. In an industry built on trust, independent recognition reinforces that Croesus continues to lead with innovation that is both responsible and impactful.”

Riel emphasizes that investors want understanding, not just numbers, and that video enables advisors to transform data into a story clients can truly grasp.

For more information, visit:

www.croesus.com

www.croesus.com/solutions/video-reports



d1g1t



The Wealth Management Platform Your Clients Wish You Had.

Powered by an institutional-grade performance and risk analytics engine d1g1t streamlines workflows, arms advisors with real-time intelligence, and delivers the best digital client experience.

How d1g1t Delivers the Best Advisor and Client Digital Experience

What has been the most impactful innovation your firm introduced recently, and how has it shaped client outcomes or internal efficiency?

d1g1t transforms how financial advisors deliver a modern digital client experience. Our integrated wealth management platform powered by an institutional-grade performance and risk engine provides on-demand analytics across reporting, billing, trading, compliance, and client engagement workflows. We recently re-engineered our platform's core data and processing layers to process millions of accounts instantly and render list views containing thousands of objects in seconds. This delivers unprecedented speed, scalability, and resilience, enabling advisors to access critical information immediately and respond to client inquiries in real-time. We've also accelerated complex operations like bulk data loading, rebalancing, reporting, and billing, while introducing sophisticated cash and trade management capabilities and upgraded contact management tools. These enhancements transform raw data into real-time actionable intelligence, freeing advisors to focus on quality advice rather than administrative tasks. Ultimately, we empower firms to serve more investors effectively while delivering the always-on access today's clients expect.

What are the key challenges you foresee in wealth management over the next five years, and how are you positioning your business to meet them?

With 74% of investable assets held by clients over 60 and more than \$100 trillion transferring across generations over the next two decades, wealth management is undergoing a fundamental shift. A 2025 Capgemini survey found that 81% of next-generation millionaires plan to switch firms after inheriting assets due to poor digital experiences. Today's clients across all age groups demand seamless digital experiences, hyper-personalized service capturing their unique objectives and risk profiles, plus real-time portfolio access. They expect immediate responses, not callbacks. Our institutional-grade platform addresses these challenges by replacing fragmented legacy

systems that hinder scalability and slow response times. We empower firms to deliver exceptional digital experiences through advanced analytics, integrated workflows, and an interactive advisor desktop paired with a dynamic client portal and mobile app that enable real-time two-way communication and access. Our approach ensures technology strengthens advisor-client relationships, enabling personalized service at scale while positioning firms for growth during this intergenerational wealth transition.

What role has collaboration - either internally or with external partners - played in your success?

We believe that collaboration drives innovation and creates exceptional value for our customers. Our strategic partnerships with industry-leading vendors form a vital ecosystem that extends our capabilities and enables us to deliver comprehensive solutions that meet the evolving needs of our clients. By combining our wealth management expertise with that of our partners, we ensure our clients benefit from best-in-class products, services, and support. For example, our collaboration with Mako Financial Technologies, enables us to bring together a fully integrated client experience from onboarding to portfolio management. By combining Mako's expertise in digital onboarding, KYC oversight, and operations automation with our institutional-grade analytics engine and unified wealth management platform, we can reduce manual processes, enhance data accuracy, and accelerate processing times for advisors.

Where do you draw inspiration for innovation - within the wealth industry or beyond it?

Our clients are our inspiration, driving us to create innovative technology solutions that address their challenges. By listening to their needs, we transform ideas into actionable features that enhance our platform. Through collaboration, we uncover new functionalities that empower advisors to deliver the best client experience. Their feedback fuels our commitment to continuous innovation, ensuring we evolve to meet their ever-changing needs.



Dan Rosen
CEO and Co-founder
d1g1t



Winner

- **Family Office Solution**
- **Overall Canadian WealthTech Provider**



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Eton Solutions is the 2026 WealthBriefing WealthTech Americas Awards winner in Client Accounting

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AWARDS 2026
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Request for a live demo
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Embedding Intelligence at the Core of Family Office Accounting

What has been the most impactful innovation your firm introduced recently, and how has it shaped client outcomes or internal efficiency?

Beginning mid-2023, we embedded agentic, enterprise-grade AI directly into the core of our accounting platform. That architectural decision reshaped how AtlasFive® handles reconciliation, journal entry creation, period close, and financial risk at scale. Operating on a unified accounting data model, this AI automates bank, cash, and credit-card reconciliation; generates and posts journal entries; performs IBOR-ABOR-CBOR matching with full traceability; supports accruals and inter-entity activity; produces mark-to-market valuations with explainable narratives; and sources FX rates and benchmarks from trusted providers.

Clients now analyze cash flow, liquidity, and obligations in near real time. In practice, this has delivered up to 70% faster close cycles, 2-3× analyst efficiency during peak periods, and materially fewer reconciliation breaks or late-stage adjustments – reducing financial risk allowing teams to scale without adding headcount.

Can you share a story that best illustrates your team's commitment to client service or problem solving?

Our roots are in the family-office industry itself. We have lived the reality running complex family offices, we understand the expectations placed on accounting teams. That perspective shapes how we solve problems.

In one instance, a client undergoing a major generational transition needed to restructure entities, ownership, and reporting under intense time pressure. Rather than forcing them into rigid system constraints, our teams worked alongside their accountants to model the chart of accounts exactly as they operated – preserving history, transparency, and control. That flexibility wasn't a feature request; it was an obligation. For us, client service means adapting the platform to the family's reality, not asking the family to adapt to the software.

What are the key challenges you foresee in wealth management over the next five years, and how are you positioning your business to meet them?

Wealth management is moving toward intelligent orchestration. Core activities – transaction posting, bank and cash reconciliation, inter-entity eliminations, principal-and-income calculations, partnership allocations, and period-close validation – will increasingly be handled by AI agents, while professionals focus on review, judgment, and governance.

We've positioned our business for that shift by embedding AI directly into a unified accounting platform for general ledger, partnership, trust, and tax accounting. Automation and controls are built into the ledger itself, allowing family offices to scale complexity without adding risk and headcount.

What role has collaboration – either internally or with external partners – played in your success?

What's made the difference is that we've built AtlasFive® from shared understanding of how family offices actually operate. Many of us come from that world, so we know the realities of general ledger accounting, financial statement reporting, trust and partnership structures, and the pressure of getting it right every time. Being cloud-native has allowed us to evolve the platform continuously, incorporating real user feedback into how workflows, controls, and reporting are designed. That closeness to the work – and the people doing it – has shaped a system that supports complex accounting requirements without forcing teams to change how they operate.



Robert E. Mallernee
Chief Executive Officer
Eton Solutions



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Get your data working for you to break silos, lower risk, and make better decisions.

- Integrate and unify client holdings from any source—effortlessly
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FactSet: Delivering a Single Source of Truth for Wealth Data, Analytics, and Advice



Greg King
CFA
FactSet

For readers who may not know you, what does FactSet do as a business?

FactSet provides financial data, analytics, and technology to over 239,000 users worldwide. In the U.S., we support private banks, RIAs, and multi-family offices with an integrated platform that powers advisor, client, and home office workflows – including market and security research and news, prospecting, proposal generation, portfolio construction and monitoring, performance measurement, risk management, compliance, reporting, and digital client portals.

Our unified data model combines more than 30 proprietary and third-party datasets, covering global equities, fixed income, funds, ETFs, private markets, alternatives, exchange data, and news. Nearly half our team of 13,000 employees focus on content operations and data engineering, ensuring high-quality data and scalability across all asset classes and delivery channels.

What are the key challenges you foresee in wealth management over the next five years, and how are you positioning your business to meet them?

We see growing complexity. Wealth firms manage more data sources, specialized tools, and diverse portfolios – especially as alternative asset classes like private markets, private credit, and real assets become more popular. Meanwhile, clients expect more personalization, quicker responses to market changes, and a seamless experience across all channels.

FactSet helps firms tackle these challenges by bringing everything together in a normalized data model and supporting consistent, accurate analytics for performance, risk, compliance, and reporting. Our open architecture means firms can use dashboards, APIs, and feeds to bring FactSet's capabilities into their own systems – without creating new silos.

What role has collaboration – either internally or with external partners – played in your success?

Collaboration is central to how we deliver value. Internally, our content operations, data engineering, product, implementation, and client success teams work closely to ensure data is consistently mapped, validated, and ready for use across workflows.

Externally, we focus on strategic partnerships and integration-first delivery to make adoption as frictionless as possible. Many wealth managers are modernizing while safeguarding advisor productivity, so we tailor deployment models to fit established ecosystems – embedding FactSet into CRMs, portals, research tools, and custom platforms. This approach supports smoother change management, allowing teams to adopt new capabilities with familiar workflows and accelerating time to value across the firm.

What does winning this award mean to your firm, and how will you use this recognition going forward?

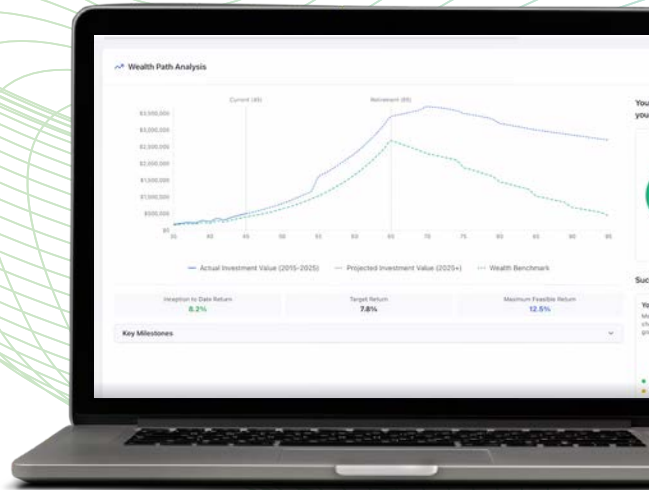
This award reinforces our commitment to delivering enterprise-grade data management and analysis for wealth management firms. It reflects the work required to ingest, normalize, and enrich holdings and market data from multiple sources – while ensuring consistency, transparency, and scalability.

We see this award as validation of a long-term strategy: helping wealth managers break down data silos, improve operational efficiency, and deliver more reliable client experiences. Looking ahead, we'll continue to invest in cloud-enabled delivery, open architecture, and wealth workflow tools, so firms can meet rising expectations for speed, personalization, oversight, and digital engagement – without complicating their operations.



FIRST RATE WEALTHTECH

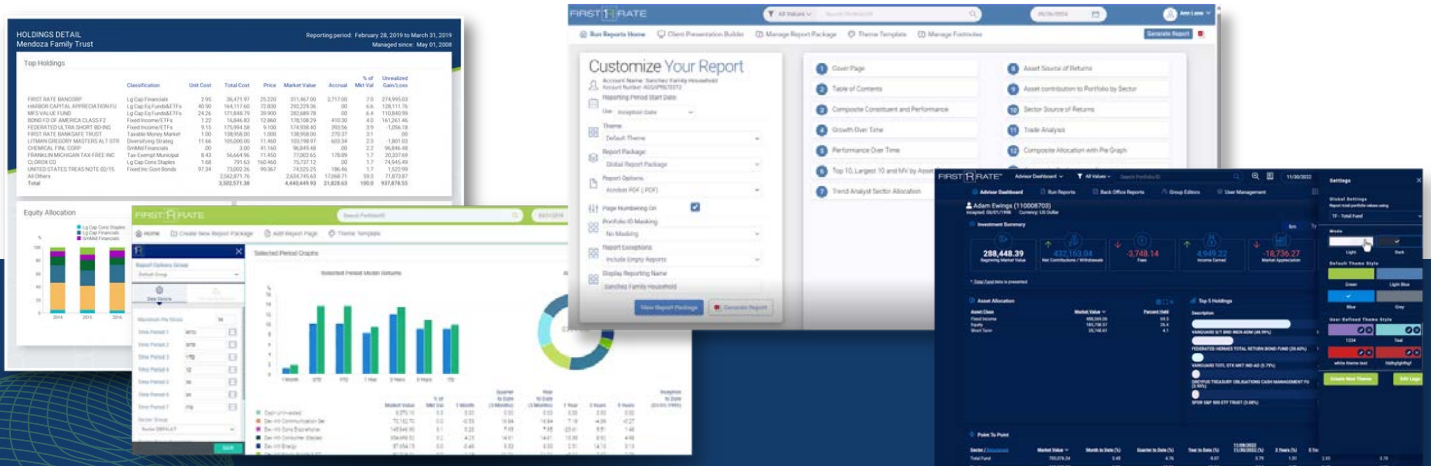
RECOGNIZED FOR LEADERSHIP.
TRUSTED FOR EXECUTION.



First Rate is a long-standing leader in the WealthTech industry, with more than three decades of experience and a commitment to remaining privately held. Guided by a 300-year mission, we are not building toward an exit – we are building for permanence. As a permanent holding company, our purpose is clear: to serve our co-workers, customers, and communities for generations to come.

We are relentlessly focused on delivering bespoke technology and world-class service solutions at scale to private banks, family offices, wealth managers, and institutional financial firms. Through advanced data aggregation, reconciliation, performance reporting, and data activation capabilities, First Rate helps firms eliminate operational inefficiencies, strengthen governance, and deliver a more personalized wealth experience.

We do not simply build technology. We build enduring infrastructure designed to support precision, partnership, and long-term growth.



DATA MANAGEMENT | INVESTMENT PERFORMANCE |
CLIENT REPORTING | DATA INSIGHTS

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LOVE. GIVE. SERVE. ENJOY.

Leading with Love: Vision, Service, and the Future of WealthTech



Trina Stone
Executive Chair & Co-Founder
First Rate, Inc.

Receiving the 'Female Executive' award at the Fifth *WealthBriefing* WealthTech Americas Awards 2026 is deeply meaningful – not only personally, but because it reflects the values that guide our work every day. Leadership in wealth technology is ultimately about service. It is about loving what you do, giving your best consistently, serving with integrity, and enjoying the journey alongside the people you build with.

Those four values – love, give, serve, and enjoy – are not abstract ideals. They are operating principles.

We are entrusted with something significant in this industry: confidence. Our customers rely on us to deliver precision, transparency, and stability in an increasingly complex financial landscape. That responsibility requires discipline and innovation – but it also requires care. When we say we are committed to serving our customers, co-workers, and community, we mean it holistically. Excellence in technology is inseparable from excellence in relationships.

One of the most impactful advancements our firm has introduced in recent years has been the continued evolution of our data and reporting ecosystem. As portfolios expand into alternatives, regulatory scrutiny intensifies, and client expectations rise, firms need more than reporting – they need clarity and trust. By strengthening data governance, enhancing automation, and investing in secure, scalable architecture, we are helping customers operate with greater confidence and agility.

But innovation is never just about systems – it is about people.

I am deeply committed to cultivating a culture where diversity is not simply acknowledged but valued as a strategic advantage. Inclusive leadership drives better outcomes. When individuals from different backgrounds and experiences are empowered to contribute fully, we unlock stronger problem-solving and more resilient decision-making. Representation matters – particularly for women in financial services and technology – and I view mentorship as both a privilege and a responsibility.

Within our organization, we strive to create an environment where co-workers feel seen, supported, and challenged to grow. We invest in developing future leaders who understand that performance and purpose are not mutually exclusive. High standards and humanity can and must coexist.

Looking ahead, the wealth management industry faces defining challenges: increasing demands for transparency, rapid technological evolution, heightened cybersecurity risks, and the growing complexity of alternative assets. Meeting these challenges requires visionary thinking paired with operational discipline. We are positioning ourselves to lead by building infrastructure that is adaptable, secure, and intelligent – while never losing sight of the human relationships behind every data point.

This award is an honor, but it is also a reminder of responsibility. Leadership is not about recognition; it is about stewarding customers' trust, co-workers' growth, and the broader community we serve. If we continue to lead with love, give generously of our expertise, serve faithfully, and enjoy the privilege of building together, the future of WealthTech will be not only more advanced – but more inclusive, more resilient, and more meaningful.



YOUR CLIENTS RELY ON YOU.

You Can Rely On Us.

Your HNW clients trust you to help them with their estate planning goals. And when those goals include philanthropy, you can trust us to serve as your expert resource. We're on-hand when you need us for questions that fall outside your practice area, and we offer a configurable suite of solutions backed by technology, administration and expertise for donors, nonprofits, professional advisors, and financial institutions.

WHY WORK WITH US?

98% client retention

100+ years of combined experience

190K+ grants and planned gifts facilitated annually

5,600 private foundations

15K+ advisor relationships

\$55+ billion charitable assets administered

\$4+ billion in charitable aid deployed annually

*Data as of 12/31/25.

Want to learn more?

Visit foundationsource.com to see what specialists like you have to say about the benefits of comprehensive giving solutions for your clients.

“One of the great things about working with Foundation Source has been that it is a partnership. Just like a client needs to be close to their attorney, advisor, and CPA, you can just add Foundation Source as one of those other advisors.”

— Barron's ranked advisor
overseeing \$2 billion in AUM

FOUNDATIONSOURCE

Powering Purpose at Scale: The Platform Advancing Modern Philanthropy in Wealth Management



Joe Mrak
CEO
Foundation Source

Please explain why you/your business was able to reach this award-winning level?

As the leading provider of philanthropic software and services, Foundation Source is uniquely positioned to help advisors engage with foundations and nonprofits confidently and effectively. We are the only provider to deliver scalable, end-to-end digital solutions across private foundations, donor-advised funds and planned giving to help advisors grow their practice with philanthropy. We work with donors, nonprofits, wealth advisors and financial institutions to launch, enhance or augment charitable initiatives that meet a wide range of philanthropic objectives quickly, professionally, and compliantly.

Foundation Source supports more than 5,600 private foundations, 20,000 DAF account holders, and 1,700 nonprofits, administers more than \$55 billion in charitable assets, and facilitates more than 190,000 grants and planned gifts that represents more than \$4 billion in charitable aid annually.

What are the key challenges you foresee in wealth management over the next five years, and how are you positioning your business to meet them?

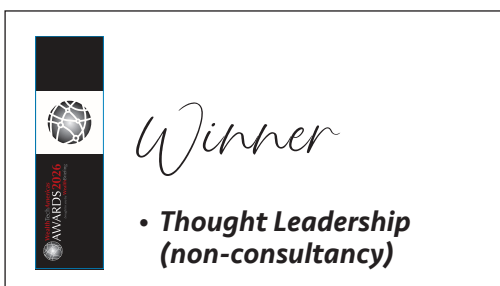
A historic wealth transfer is already underway – an estimated \$84 trillion is expected to be passed to the next generation over the next two decades. These heirs view wealth through a new lens, prioritizing impact, values, and purpose alongside performance. This shift is reshaping what clients expect from their wealth managers, and those who fail to integrate philanthropy into their offering will struggle to connect with the next generation.

That's where Foundation Source comes in: our team delivers comprehensive support through innovative tools and robust educational resources that make it easy to manage charitable planning alongside other core wealth management functions. We meet advisors wherever they are on their philanthropic journey – whether they're just beginning to introduce giving conversations or already supporting sophisticated charitable strategies – so they can successfully support clients' philanthropic goals and optimize financial outcomes. As this transition accelerates, our focus is on equipping advisors to meet this moment with confidence, enabling them to align clients' values and goals with their broader wealth plans, without adding unnecessary operational complexity to their practice.

What role has collaboration - either internally or with external partners - played in your success?

Internal collaboration has been fundamental to our success as a thought leader bridging the gap between charitable giving and wealth management. Our team has expanded significantly over the past couple of years as we have added planned giving services, donor-advised fund capabilities, and more sophisticated philanthropic support to our platform.

In combination with our flagship private foundation platform, acquisitions in these areas have supercharged our deep bench of experts. Drawing on more than 100 years of combined experience, we work together to anticipate emerging trends, address complex planning challenges, and translate nuanced topics into practical guidance for the wealth management community.





NICE Actimize

Know more. Risk less.

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for Wealth Management Firms

- Multi-Dimensional Analytics Using Trades & Communications
- Monitor Advisor Disclosures and Recommendations
- Discovers Previously Unknown Risk
- Cloud Agility and Cost Savings
- Provides Full Global Regulatory Coverage

niceactimize.com | compliance@niceactimize.com

NICE Actimize: Strengthening Suitability and Regulatory Certainty Through AI-Driven Supervision

At NICE Actimize, we help financial institutions strengthen trust, reduce regulatory risk, and deliver client-centric outcomes through advanced compliance, surveillance, and financial crime prevention solutions. Serving top-tier banks, wealth managers, and capital markets firms globally, NICE Actimize combines artificial intelligence, automation, and deep regulatory expertise to help firms meet evolving obligations while improving operational efficiency and investor protection.

Our suitability and sales practices supervision capabilities provide holistic oversight across the advisory lifecycle – from client profiling and recommendation review to supervisory workflows and audit readiness – ensuring firms can consistently demonstrate that investment advice is appropriate, transparent, and well documented.

What has been the most impactful innovation your firm introduced recently, and how has it shaped client outcomes or internal efficiency?

One of our most significant recent innovations is AI Assist within Compliancentral, a transparent, chat-like alert research capability that helps compliance teams quickly understand why an alert was triggered and distinguish false positives from genuine risks. By embedding explainable insights directly into the workflow, AI Assist accelerates case progression, streamlines triage, and reinforces supervisory best practices. A differentiating innovation is that the AI Assist agent is not just a chatbot. While it can answer questions and provide insights like a chatbot, it can also perform tasks like an agent with user supervision. For example, it can advance the alert through case management steps, add comments, or engage other users for feedback.

Combined with our AI-driven suitability monitoring and automated dashboards, this innovation enables firms to move from reactive review processes to proactive, risk-based supervision. Supervisors gain real-time visibility into advisor behavior, recommendation patterns, and documentation quality – strengthening oversight while ensuring clients consistently receive suitable, well-aligned advice.

How do you cultivate a culture that consistently drives excellence and high performance?

Excellence at NICE Actimize is rooted in a shared mission: protecting markets and consumers while enabling financial institutions to operate with confidence. We foster accountability and innovation by bringing together regulatory specialists, data scientists, and client-facing teams to translate complex obligations into practical, defensible workflows.

Our own product development mindset is grounded on two leadership principles: trustworthiness and competence. These define the way we work internally, and what we project to our customers. We measure success not only by technological advancement but by measurable outcomes – improved compliance effectiveness, reduced supervisory burden, and increased transparency.

What does winning this award mean to your firm, and how will you use this recognition going forward?

Winning the 'Suitability' category at the *WealthBriefing* WealthTech Americas Awards extends a multi-year global winning streak for NICE Actimize and reinforces our commitment to helping firms deliver compliant, client-focused advice.

As regulators heighten expectations – including the focus highlighted in FINRA's 2026 Oversight priorities on evidencing best-interest decisions, documenting costs and alternatives, and strengthening surveillance coverage – firms must demonstrate that suitability and supervision programs are robust, explainable, and audit-ready. NICE Actimize supports this mandate by surfacing higher-risk recommendations, automating supervisory checks, and evidencing best-interest decisions at scale.

This recognition validates our holistic approach: AI-driven monitoring, automated oversight, explainable insights, and comprehensive audit trails that enhance supervision, reduce risk, and ensure investment advice remains suitable, transparent, and defensible.



Konstantinos Rizakos
General Manager,
Compliance
NICE Actimize



Trusted by 30,000+ advisors
Net Promoter Score (NPS) 71



The Moment Your Client *Understands* the Plan.

Showcase the value of advice
in every client meeting.

Financial plans are *complex*.
Clients need to see how everything fits together.

Nitrogen helps advisors turn complex financial
insights into clear, persuasive visuals so clients
understand the plan, and stay *committed* to it.

Connected AI
intelligence across:

- ▶ Risk alignment
- ▶ Retirement income
- ▶ Investment research
- ▶ Tax education



Demonstrating the Value of Advice: How Nitrogen is Transforming the Advisor–Client Conversation



Justin Boatman
Chief Marketing Officer
Nitrogen Wealth

Why is Nitrogen considered an award-winning company?

Nitrogen is a connected suite of advisor products designed to help financial advisors demonstrate the value of their advice in every client meeting. Using agentic AI to power Risk Alignment, Investment Analytics, Income Planning, and Tax Intelligence, Nitrogen turns complex financial insights into persuasive visuals that help clients understand their financial strategy and stay aligned with their long-term goals. Today, more than 30,000 advisors use Nitrogen's tools. By focusing on clarity and connection in client conversations, Nitrogen empowers advisors to deliver deeper, more personalized advice while strengthening trust and long-term client relationships.

What has been the most impactful innovation your firm introduced recently, and how has it shaped client outcomes or internal efficiency?

One of the most impactful innovations we've introduced recently is Nucleus, Nitrogen's AI-powered advisor empowerment engine embedded directly within individual client profiles. Rather than functioning as a standalone chatbot, Nucleus operates as a task-execution assistant inside the Nitrogen platform, helping advisors navigate workflows, complete client-related tasks, and prepare for meetings more efficiently. Through a client-specific chat interface, advisors can ask questions about live client data, initiate workflows, and execute tasks such as assigning Risk Number® targets, preparing retirement income maps, translating documents such as investment statements and tax returns into analytics and insights, as well as creating proposals or portfolios. More than 1,000 client proposals are created daily in Nitrogen, representing over \$1.1 billion in assets analyzed each day. By combining natural language interaction with structured workflows, Nucleus helps advisors reduce manual work while maintaining full control over every action. The result is

a more efficient advisor experience, allowing advisors to spend less time navigating systems and more time focusing on meaningful conversations with clients.

What role has collaboration - either internally or with external partners - played in your success?

Collaboration has also played a critical role in Nitrogen's growth. Internally, teams across product, engineering, research, and advisor success work closely together to ensure new capabilities solve real advisor challenges. Externally, partnerships across the wealth technology ecosystem allow advisors to integrate Nitrogen seamlessly into their workflows. The platform holds an excellent Ezra Group integration score of 8.7 and integrates with all the major custodians, CRMs, financial planning platforms, and portfolio reporting and billing tools advisors use.

What are the key challenges you foresee in wealth management over the next five years, and how are you positioning your business to meet them?

One of the biggest challenges in wealth management will be managing increasingly complex technology ecosystems. The next phase of innovation will move beyond traditional integrations toward agent-to-agent collaboration between AI systems. Nitrogen is positioning itself as an open platform designed to support this level of connectivity while maintaining advisor control and transparency.

At the same time, the industry must establish stronger standards around AI governance and security. Nitrogen is proud to be ISO 42001 certified, reinforcing our commitment to responsible AI as these technologies become embedded across the advisor technology stack.

HARNESS THE WISDOM OF GENERATIONS

Backed by 40+ years of experience and trusted by more than 500 of the world's largest family offices, we know the realities of managing complex, multi-asset portfolios. **Anchor Intelligence** goes beyond static reports, uniting data analytics, interactive visual tools and an intuitive digital experience into a single dynamic platform — empowering families to govern with clarity, adapt portfolios quickly and make confident, well-informed decisions.

WINNER: FAMILY OFFICE SOLUTION
WealthTech Americas Awards, 2026

————— **WealthBriefing** —————



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INVESTING | BANKING | TRUST & ESTATE SERVICES | WEALTH PLANNING | FAMILY OFFICE

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Where Advanced Analytics Meet Human Judgment in Global Family Office Management

Global Family Office (GFO) supports Northern Trust's wealthiest of private clients, with an average net worth of US\$1 billion. Backed by the resources and expertise of a longstanding, global financial institution, GFO manages US\$194 billion in assets for more than 550 family office clients and serves as custodian of US\$908 billion in assets worldwide.

Our clients' complexity, investment horizon, and need for advanced technology architecture set them apart from the broader universe of wealth management. We equip families and their advisors with the tools and insights needed to navigate global markets, anticipate risk, and make decisions with confidence over generations.

What has been the most impactful innovation your firm introduced recently, and how has it shaped client outcomes or internal efficiency?

We launched Anchor Intelligence, a platform designed to unify and elevate wealth management for family offices. Our clients often mirror institutional investors in both sophistication and scale, and they need technology that moves beyond static reporting. Anchor Intelligence brings market, portfolio, and operational data into a single analytics environment, creating a clearer, more connected view of wealth.

While the platform is powerful, its real value is how it supports human expertise. By automating data consolidation and streamlining reporting, it reduces manual work and frees advisors to focus on higher value activities like strategic planning, risk management, and deeper client engagement. The result is greater productivity, accuracy, and scalability across our global client base.

Can you share a story that best illustrates your team's commitment to client service or problem solving?

Recently, we brought together about 100 family office clients – a power users conference if you will – to talk about their technology stacks and how they are used to manage their expansive portfolios. Many of these clients hold traditional investments alongside private markets, real estate, global assets, and complex entity structures.

What we heard repeatedly was that the challenge is not access to data, but bringing it together accurately and efficiently. In most cases, long-standing processes and habits make modernization difficult.

Our role is to help identify gaps and integrate solutions that simplify reporting while maintaining appropriate controls. This work increasingly extends beyond the family office to family members as well, who expect timely, intuitive access to information across devices.

What are the key challenges you foresee in wealth management over the next five years, and how are you positioning your business to meet them?

Looking ahead, the real challenge is not whether family offices will adopt modern technology, but how thoughtfully they do it. As scale and complexity increase, there is growing pressure to deliver consistent, high-quality experiences without turning every interaction into a custom build.

At the same time, expectations are diverging. Some moments call for fast, intuitive self-service, while others require deep expertise and human judgement. Our approach is to design technology that flexes across both. We focus on automation and intelligence where it adds speed and clarity, and on experienced client teams where context and advice matter most.



Mary Timmons
Chief Operating Officer
Northern Trust Wealth
Management



Where High-Touch Accounting Fuses with Secure Technology

Delivering financial peace of mind to high-net-worth individuals and family offices since 1996.



Plumb® Bill Pay App

We understand the need for access to your important financial data anytime, anywhere.

Dashboards: See what needs attention across your entire financial landscape in our refreshed mobile app dashboards.

Commitments: Keep track of your priority bills with your personalized 'Hot List,' ensuring timely payments every time.

Balances: See balances and funding needs across all your accounts in one place, giving you peace of mind on the go.



Stewardship in Service

We serve high-net worth individuals and family offices, and we partner with RIAs or Private Wealth and Financial Advisors in service to their clients.



Bill Pay Technology Solutions

We are not financial advisors; we are stewards of your day-to-day financial well-being. We provide the clarity you need about your bills and cash outflow with our proprietary bill pay app.



High-Touch Outsourced Accounting

We excel in the simplification and organization of complex accounting and consolidated reporting.

Stewardship at Scale: Redefining Financial Oversight for Modern Wealth



Rob Scherer
President of Plumb Bill Pay
& Family Office Accounting
Plumb Bill Pay

Plumb Bill Pay operates at the intersection of technology, accounting, and trust – providing a new category of financial oversight for HNW, VHNW, and UHNW families through the advisors who serve them. We call this category the Advisor-Led Family Office.

As wealth grows more complex, advisors must coordinate multiple entities and obligations across fragmented systems. Plumb closes this gap with a SOC 2-compliant platform and in-house expertise, delivering continuous oversight across payments, reconciliations, and multi-entity activity – bringing clarity, control, and confidence to daily operations.

Under the leadership of Rob Scherer, Plumb has evolved into a trusted operating partner for advisory firms and family offices, supporting millions of reconciled transactions annually while maintaining long-standing relationships rooted in discretion, precision, and reliability.

Most Impactful Innovation

Our most impactful innovation has been evolving the Plumb Bill Pay App into a financial oversight and control layer – an operational command center for the Advisor-Led Family Office.

Our platform shifts focus from transaction execution to proactive oversight, surfacing upcoming obligations, approvals, funding gaps, exceptions, and anomalies across multiple entities and accounts. Interactive, consolidated reporting provides real-time visibility, replacing after-the-fact reconciliation with continuous oversight.

This evolution elevates advisors from administrative coordination to operational leadership while enabling earlier issue detection, stronger controls, and scalable delivery. As part of this progression, Plumb has begun rolling out white-label capabilities, allowing advisory firms to extend this oversight experience under their own brand without taking on operational or technology risk.

Culture and Collaboration

At Plumb, culture is anchored in stewardship. We operate under a shared understanding that every payment, reconciliation, and report represents a family, a trust, or an advisor relationship that depends on accuracy, discretion, and sound judgment. That responsibility shapes how we hire, design systems, and make decisions.

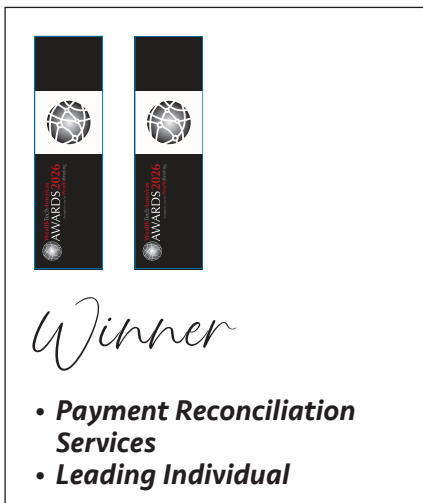
Our team is guided by 13 Plumb Principles that define excellence in practice – prioritizing consistency, security, and accountability. To keep these principles active, we spotlight one principle each week in company-wide meetings, reinforcing alignment and ownership across the organization. Performance is driven not by volume, but by sustained reliability at scale.

Collaboration further amplifies this model. Internally, our technology, operations, and accounting teams work in close coordination to ensure that innovation is operationally sound and client-ready. Externally, we partner closely with RIAs, family offices, and advisors to complement – not compete with – their leadership.

By integrating seamlessly into existing advisory relationships, Plumb strengthens trust, reduces operational drag, and allows advisors to focus on strategy. In this way, collaboration becomes a force multiplier across the ecosystem.

This Moment

This recognition comes at a pivotal moment for the industry. As AI and automation advance, execution is no longer the differentiator—oversight is. Plumb is intentionally building the operational and oversight infrastructure that enables advisors to move beyond coordination and into leadership, combining technology, human judgment, and stewardship to set a higher standard for clarity, control, and trust at scale.





Black Diamond
WEALTH SOLUTIONS



Celebrating the Power of Clear, Comprehensive Financial Insights.

Designed to bring clarity to complexity, **SS&C Black Diamond® Wealth Solutions** provide wealth managers with the tools they need to build long-lasting client relationships and optimize their business.

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WealthTechAmericas
AWARDS 2026

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WINNER
CRM Provider

SS&C Black Diamond Wealth Solutions

Black Diamond: Unifying Data, Technology, and Growth



Eli George

Senior Vice President, Solutions Management
SS&C Black Diamond® Wealth Solutions



SSS&C Black Diamond® Wealth Solutions is more than a technology platform; it is a growth engine for modern wealth management firms.

More than 3,300 firms, representing over \$4.3 trillion in AUM, rely on Black Diamond to manage operations, engage clients, and drive sustainable growth technologies.

How has your company's technology strategy evolved to meet the changing needs of wealth managers?

Wealth managers are clear about what they want. They want seamless workflows, less complexity, and a trusted partner who understands their entire business.

In 2025, we evolved from delivering strong standalone solutions to building a truly unified wealth ecosystem. We brought together SS&C's wealth offerings, including Black Diamond, Innovest, Salentica, and other advisor tools, under one cohesive strategy and identity.

The result is less friction, more clarity, and greater scale.

By aligning our capabilities under one unified approach, we have made it easier for firms to grow without stitching together disconnected systems. Whether a firm is expanding into new markets, serving complex households, or scaling operations, we are delivering the end-to-end ecosystem they need at every stage of growth.

What are the key challenges you foresee in wealth management over the next five years, and how are you positioning your business to meet them?

The next five years will redefine wealth management.

Regulatory shifts, persistent market volatility, the largest intergenerational wealth transfer in history, and rapidly advancing technologies are reshaping client expectations.

Yet one challenge remains constant: fragmentation.

Too many firms operate across disconnected systems, siloed data, and workflows that do not scale. That fragmentation slows growth, increases risk, and limits innovation.

Our focus is clear. We are unifying data, technology, and processes into a premier, integrated wealth management platform. We help firms simplify their tech stacks, streamline operations, and unlock the full value of their client relationships.

Regulatory shifts, market volatility, intergenerational wealth transfers, and emerging technologies will reshape wealth management in the coming years. Fragmentation remains a key challenge, as many firms operate across disconnected systems, siloed data, and unscalable workflows. In response, Black Diamond is focused on bringing data, technology, and processes together to deliver a premier suite of wealth management solutions and services. Our goal is to empower firms to optimize every aspect of their practice, enabling them to simplify their tech stack, streamline operations, and better serve their clients.

What emerging trends are shaping the future of wealth management technology?

Artificial Intelligence is no longer theoretical; it is becoming operational.

Wealth managers are seeking ways to deliver highly personalized, differentiated client experiences at scale. This push requires unified data and intelligent systems.

The firms that win will leverage natural language queries across structured data, generate predictive client insights, automate intelligent workflows, and center the CRM as the hub of both human and digital advice experiences.

At Black Diamond, we are building AI-ready infrastructure, so clients can harness AI with confidence.

The future of wealth management belongs to firms that unify data, intelligence, and experience. We are building the foundation to help them lead.



WealthTechAmericas
AWARDS 2026
TRAINING SOLUTION

— WINNER FOR THE FIFTH YEAR IN A ROW —

BEST TRAINING SOLUTION

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- *Enhancing communication & team dynamics for advisors and their teams*
- *Market-leading sales training through the Advisors Sales Academy*
- *And more!*

Contact us today 508-359-8216 www.the-collaborative.com



THE COLLABORATIVE

Listening, Learning, and Collaboration: A Culture Built to Deliver Bespoke Excellence

How do you cultivate a culture that consistently drives excellence and high performance?

The key underpinning of our culture is listening to clients and asking questions that other providers aren't asking. Clients tell us the questions are important to them because they make them think differently. Once we understand what a client is trying to solve for, we work internally to create a solution customized to their needs. Our culture is unique because we are constantly re-inventing ourselves. While we enjoy working with many of our tried-and-true programs and materials, we also enjoy innovating. This year, for example, one of our partners with a background in the Family Office space, developed a program to provide bespoke financial education to UHNW families to help the next generations manage expenses, invest wisely and plan for the future. The program opened communication amongst family members in a personalized way. This is one example of how our culture of listening, learning and creating solves for the needs of our clients and keep our team members engaged and excited about the work we do..

What role has collaboration - either internally or with external partners - played in your success?

We love collaborating with partners! When we developed the firm many years ago we had no idea how meaningful it would be to call ourselves "The Collaborative"! The partnerships with an asset management firm, acquirer of advisors, custodian, investment banking firm and so on allow us to work closely with the teams in these companies and understand their culture, create proprietary programs they are able to provide to their client base and to continue to innovate alongside these partners. For us, we feel as though we are part of these firms and we care deeply about outcomes in all of the work we do for them. We attribute much of our success to these long-standing partnerships.

Can you share a story that best illustrates your team's commitment to client service or problem solving?

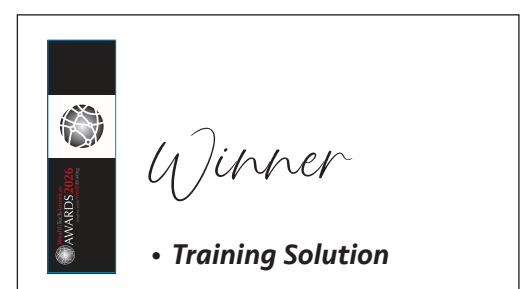
We have so many of these it is honestly hard to pick one. One example: for our partner firm, who is an asset manager, they wanted to create a program for their client - a large investment banking firm - focused on developing the next generation of rainmakers for the firm. We have a number of core sales programs we've created over the years but they wanted something customized to their client's environment. We worked with the partner, the client, and developed a proprietary program the client firm now uses with their younger advisors. We have developed a number of customized program for our partner's client firm using this methodology.

What does winning this award mean to your firm, and how will you use this recognition going forward?

We are a small firm who delivers big solutions for our clients. We provide solutions to some of the largest firms in our industry and we deliver what we say we will, when we say we will and with excellence. Clients stay with us for many, many years and often recommend us to others. This award means so much because we believe it validates the work we do by an independent third-party. We will reference this award in all we do!



Beverly D. Flaxington
Principal/Owner
**The Collaborative for
Investment Education, Inc**





Where Innovation Meets Acceleration

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Assets on Platform

5M+

Investor Accounts on Platform

72K+

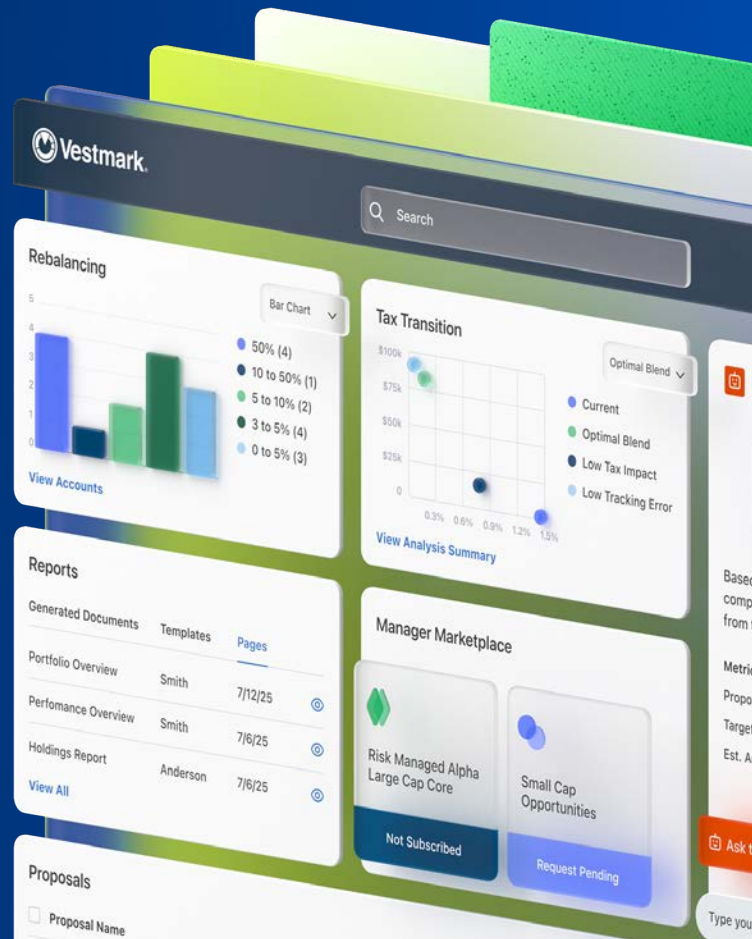
Financial Advisors Supported

20+

Years Empowering the Industry

6 of the top 10

Managed Account Program Sponsors Choose Vestmark



Vestmark stats as of 12/31/2025

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Removing Complexity, Increasing Confidence: Vestmark's Approach to Modern Wealth Management



Michael Blundin
President and COO
Vestmark

Vestmark delivers a comprehensive, future-ready platform trusted by growth-oriented wealth and asset management firms for more than two decades. As of January 2026, Vestmark supports over \$2 trillion in assets and 5 million investor accounts, helping firms operate at scale while navigating increasing complexity.

At its core, Vestmark is a sophisticated portfolio management and enterprise trading platform, complemented by a broad suite of solutions including accounting, reporting, outsourced services, and tax-aware portfolio capabilities.

What has been the most impactful innovation your firm introduced recently, and how has it shaped client outcomes or internal efficiency?

One of our most impactful innovations is enabling alternative investments to be incorporated directly into tax-optimized Unified Managed Accounts (UMAs). Historically, alternatives have lived outside managed portfolios due to operational, tax, and model construction complexity. By partnering with leading alternatives platforms and integrating them with our VAST UMA capabilities, advisors and model providers can now include alternatives as a managed sleeve within a unified, tax-aware portfolio. For clients, this improves portfolio construction and after-tax outcomes without compromise. For advisors, it significantly simplifies implementation and ongoing management.

How do you cultivate a culture that consistently drives excellence and high performance?

Culture is vital to Vestmark. We anchor our organization around values emphasizing shared success, accountability, curiosity, and positive energy. We reinforce these values through onboarding, daily behavior, and recognition programs that reward meaningful business impact. This focus fosters

collaboration, accelerates problem-solving, and encourages teams to take ownership of client outcomes – a critical advantage in our complex, fast-evolving industry.

Can you share a story that best illustrates your team's commitment to client service or problem solving?

We're collaborating with a leading investment management firm to create a multi-asset model portfolio incorporating fixed income and alternative investments as tax-managed account sleeves. Our subject matter experts worked closely with the investment manager and their clients to design a solution that fits both advisor workflows and client needs. Leveraging Vestmark's tax optimization and workflow automation, we simplified what would traditionally have been a manual, costly process. This demonstrates why advisors choose Vestmark: we remove complexity, increase confidence, and help deliver better client experiences.

What are the key challenges you foresee in wealth management over the next five years, and how are you positioning your business to meet them?

They'll be shaped by a shifting investment landscape influenced by market volatility, generational wealth transfer, and geopolitical uncertainty, while AI and technology reshape large parts of the economy and the wealth management industry itself. It's times like these that investors increasingly rely on advisors for guidance, personalization, and confidence. Advisors will depend on platforms that can help them manage complexity, adapt quickly, and help them better serve their clients. Vestmark is investing in AI-driven capabilities, advancing tax and portfolio intelligence, and building flexible solutions that help advisors operate more efficiently while delivering better outcomes. Our strategy has been and remains grounded in embracing new technologies while staying focused on risk management, trust, and long-term client success.



DEEP SPECIALISTS IN FAMILY OFFICE TECHNOLOGY

Providing operations and technology services to organizations that advise, manage, and support ultra-high net worth clients, whether it be a Single Family Office, Multi Family Office, Private Trust, Family Bank, or Foundation.



AI Development,
Training, & Security



Cybersecurity & Data
Accessibility



Application Search,
Selection, & Implementation



Development, Integration,
& Conversions

InfoGrate's core offerings include Retained CTO Services, AI Development/Training/Security, Cybersecurity and Data Accessibility, Application Search/Selection/Implementation, and Development/Integration/Conversions. Unlike traditional consultants who charge by the hour, InfoGrate always works on a **fixed bid or retainer** basis. InfoGrate is a tight family team and have been together for over three decades.

InfoGrate: Filling in the gaps and connecting people, AI agents, process, applications, and security.

The Fifth *WealthBriefing* WealthTech Americas Awards Winners 2026

US - INDIVIDUAL & LEADERSHIP WEALTHTECH CATEGORIES

Diversity

WINNER

InfoGrate 

Regional Management Team

WINNER

InfoGrate 

Thought Leadership (non-consultancy)

WINNER

FOUNDATIONSOURCE

Chief Technology Officer (CTO)

WINNER

BOB PISANI


ADDEPAR

Innovator of the Year

WINNER

MARK GILBERT

 zocks

Female Executive

WINNER

TRINA STONE

FIRST  RATE

Leading Individual

WINNER

ROB SCHERER

 Plumb®

Lifetime Achievement

WINNER

JEFF COYLE

 Libretto

US - GENERAL WEALTHTECH

Artificial Intelligence (AI) Application

WINNER



Bill Pay

WINNER



Business Infrastructure

WINNER



Client Accounting

WINNER



Client/Consolidated Reporting

WINNER



Client Lifecycle Management

WINNER



CRM Provider

WINNER



Cyber and Network Security

WINNER



Data Aggregation

WINNER



Data, Information or Business Intelligence Provider

WINNER



Data Management and Analysis

WINNER



Data Protection Solution

WINNER



Family Office Solution

WINNER



Financial Planning

WINNER



Fund Administration

WINNER



US - GENERAL WEALTHTECH - (CONTINUED...)

Innovative Solution

WINNER

*Investment Platform or Tools*

WINNER

*Outsourcing and Business Process Management*

WINNER

*Overall US WealthTech Provider*

WINNER

*Payment Reconciliation Services*

WINNER

*Suitability*

WINNER

*Structured Products Solution*

WINNER



US - WEALTHTECH CONSULTANCY & TRAINING CATEGORIES

Consultancy

WINNER

*Implementation/Partner*

WINNER

*Training Solution*

WINNER



US - REGTECH & COMPLIANCE CATEGORIES

Data Governance

WINNER



*Innovative Compliance/
RegTech Product*

WINNER



Regulatory Reporting

WINNER



CANADA - GENERAL WEALTHTECH CATEGORIES

Family Office Solution

WINNER



Innovative Client Solution

WINNER



*Overall Canadian WealthTech
Provider*

WINNER



CANADA - INDIVIDUAL & LEADERSHIP CATEGORIES

Chief Technology Officer (CTO)

WINNER

NATHAN DI LUCCA



Innovator of the Year

WINNER

AMAR AHLUWALIA



LATIN AMERICA - OVERALL WEALTHTECH CATEGORY

*Outstanding Latin America
WealthTech Provider*

WINNER



Clarity matters most at the point of decision.

Independent intelligence and insight for the
global wealth management community.

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incorporating Latin America
& the Caribbean

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FEB

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FEB

AMERICAS

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