



vider of multi-manager in the UK.

“This announcement demonstrates the increasing demand from advisers for products that give them access to funds from multiple managers. Skandia expects this trend to continue as advisers look to construct individually tailored investment portfolios for their clients as part of their overall holistic advice service, rather than rely on outdated with-profits funds.”

www.skandia.co.uk

Gov't rules on ecommunications

Listed companies will be looking for multi-media solutions following the government's proposal in the Companies Bill to make the internet and email the default option for shareholder communications.

Originally intended to be implemented in 2008, the move has been fast-tracked for introduction by January 2007 because of other demands businesses be able to include information on their supply chain within their Business Reviews.

www.customermesssage.com

ifaonline.co.uk

Pay-as-you-go seen as future of IT

Lasse Meholm, chief executive of new-ish UK IT player FinanceCube, says he believes a modular approach to IT software solutions coupled with the ability to pay only for services actually used has to be the preferred model in the next five years.

Meholm points out that this, obviously, is the view that FinanceCube has of what it sees as the best model for the industry, but also points out that the Application Service Provider-type model and other similar models are already making great strides in the form of IT providers such as Salesforce.com.

Information and communications technology now makes it realistic to rely on remotely hosted solutions, which do not tie users into CD-Roms or other hardware.

By taking a modular approach, users should also be able to link together any back-office or third

party supplier – such as a data or analytics supplier – to the front end – in this case Meholm notes integration efforts mean if not already in place with Finance Cube, they should be soon on the basis of customer demand for suppliers such as Quay, Plum or 1st Software.

However, where FinanceCube does not see a ‘best-of-breed’ solution pre-existing, it will initiate its own development process. For example, its current client fact-find solution is so developed.

The key to going forward will remain the ability of intermediaries to pick and choose which services they want to bring together as an overall IT package to drive their businesses on.

Meholm adds that getting the best out of any solution may require linking IT changes to thought-out strategic business changes, for example, to make the best out of improved new business

lead generation stimulated by the ability to better segment clients.

It is still the case too many IFA businesses, having struggled to develop a strategic response to depolarisation, are still not doing enough to fully use the internet to leverage the efficiencies offered by ecommerce. Also, as industry numbers suggest, even putting in place a simple web presence is often lacking, which could be used to direct and sift possible leads into existing business set-ups.

www.financecube.info

