Sonata

A comprehensive wealth management and life insurance administration solution

Financial software solutions that deliver.

bravura solutions

IN A COMPLEX AND COMPETITIVE FINANCIAL SERVICES ENVIRONMENT, YOUR BUSINESS MUST FOCUS ON MEETING YOUR CUSTOMERS' NEEDS **AND** IMPROVING EFFICIENCY TO BUILD PROFITABILITY.

WITH SONATA, YOU CAN ACHIEVE BOTH.

Sonata is a unified wealth management and life insurance application for the administration of superannuation and pensions, wrap and platform, master trusts, investment products and life insurance – all within a single solution.

Built on modern, open, scalable technology with the flexibility to meet changing needs, Sonata will enhance business growth, not constrain it, well into the future.

SONATA IS SUPPORTED BY

30+

YEARS OF EXPERIENCE AND EXPERTISE FROM BRAVURA SOLUTIONS.

SONATA DELIVERS **KEY BENEFITS**

BUILD STRONGER CUSTOMER RELATIONSHIPS

Across each sector of the financial services industry, changes in consumer expectations are driving competitive pressure and increasing the number and sophistication of communication channels.

Developed with this landscape in mind, Bravura Solutions has built Sonata to help improve your organisation's client engagement. Based on a holistic customer view, you are able to understand and communicate with your customers, using their choice of communication channel – desktop / laptop, tablet, smartphone or call centre.

OPTIMISE YOUR OPERATIONAL EFFICENCY

Improved business efficiency is a cornerstone of enhancing profitability. Empowered consumers are demanding lower fees and charges, and operational and process efficiencies are critical to enable organisations to meet these expectations. Sonata's built-in workflow and configuration enables customisation and real-time straight through processing to deliver these efficiencies.

Sonata's Operational Data Store allows reporting on product and client activity, enabling greater control and better management using timely, accurate and current information. It also enables the proactive management of sales and retention activities.

INNOVATE WITH RAPID AND FLEXIBLE PRODUCT DEPLOYMENT

New products can be launched faster than ever with the ability to easily configure the system, rather than having to undertake complex coding, using your IT support staff.

With Sonata, your business will benefit from rapid technical deployment and the ability to easily integrate with your current technology and business environment.

MAKE CLIENT ENGAGEMENT AND SELF-SERVICE A REALITY

SonataWeb is a personalised and user-friendly front-end portal, providing access for investors, members and advisors.

Using SonataWeb, client engagement is strengthened through the ability to target communications for individuals, leading to improved customer satisfaction and retention. Real-time, tailored information enhances communication with investors and advisors.

SUPERANNUATION AND **PENSIONS**

Bravura Solutions brings a wealth of experience in the superannuation sector, across accumulation and pensions.

ENABLING CONTINUOUS COMPLIANCE

The superannuation industry is subject to continuously changing regulatory reforms, most recently SuperStream, MySuper, TOFA and FOFA. At Bravura Solutions, our continuous regulatory compliance approach delivers software that helps funds comply with regulatory change. We have a dedicated regulatory manager to ensure timely compliance. Due to our large client base, the cost of compliance is spread over a number of organisations. In this way, Bravura Solutions delivers timely, cost effective software upgrades that help clients to meet ongoing regulatory obligations.

RANGE OF DISTRIBUTION CHANNELS

Suitable for any business model, Sonata and its web portal support a range of distribution channels – direct and advised, as well as white labelling.

SOPHISTICATED LIFE PRODUCTS

In addition to supporting superannuation and pensions, Sonata provides comprehensive life insurance administration within superannuation, providing access to the most sophisticated life insurance product capabilities available, and a key point of differentiation from your competitors. And with a number of automated functions including acceptance limits and underwriting, Sonata takes the complexity out of life insurance administration.

LIFE **INSURANCE**

Sonata offers a modern, policy administration solution with deep functionality that draws on a long heritage of innovation. It supports the administration of a broad range of life insurance products including term life, traditional life, unit linked life, universal life and group life.

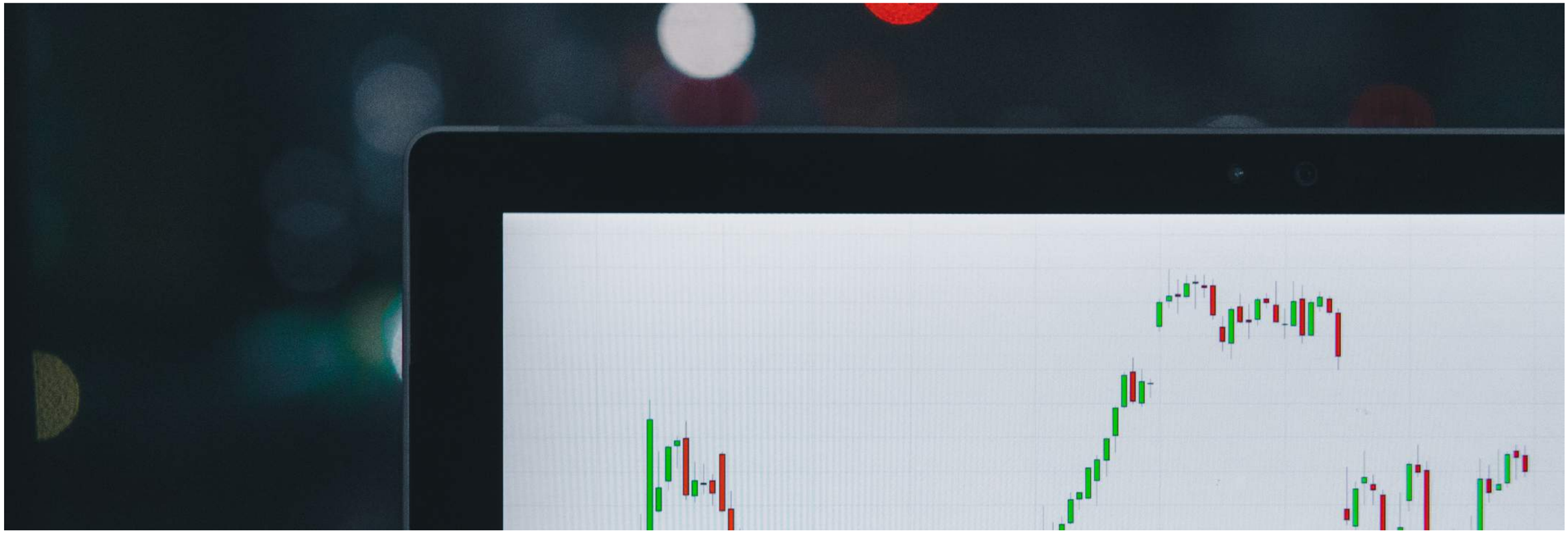
ENHANCED CUSTOMER ENGAGEMENT

Our technology allows clients and advisors to interact with you any way they want – via the web or call centre. Whichever channel they choose, Sonata allows you to cost effectively capture and review client information, write new business, and handle enquiries and correspondence, all with ease.

A range of distribution channels is supported, both direct and advised.

SIMPLIFIED NEW BUSINESS WRITING AND POLICY ADMINISTRATION

Writing new business is enhanced through a combination of quotation capturing, configurable underwriting questionnaires and automatic underwriting. Questionnaires can be captured online, over the phone or using traditional paper forms, then processed by the automated underwriting engine. Based on applicable rules, you can then fast track applications for auto-acceptance and auto-issue of policies. Sonata incorporates all aspects of the policy life cycle from quotation and new business capture, underwriting and issue, to policy servicing through to expiry, maturity and claims processing.



INVESTMENT, WRAP AND **PLATFORM**

Sonata offers a modern, web-enabled administration solution, supporting the full administration life cycle for wraps and platforms, master trusts, wholesale and retail unit trusts, individually managed accounts and self managed accounts.

SINGLE INTEGRATED PLATFORM

Bravura Solutions' wrap and platform offering enables you to consolidate your existing product suite onto a single integrated platform. From application and transacting, through to customer servicing and reporting, Sonata employs cutting edge service oriented architecture.

BROAD RANGE OF ASSETS

Sonata administers multiple asset types including cash, CMTs, term deposits, managed funds, direct equities and other listed securities. Sonata can also represent off platform assets and products.

CORPORATE ACTIONS

Sonata takes the paper trail out of corporate actions by allowing online notification of events, investor election and reporting. Sonata's workflow manages the end-to-end back office process flow.

The software's corporate actions engine updates the client's portfolio cost base per tax parcel. A range of administrator tools are delivered via its dashboard, including recent and upcoming corporate actions, status, entitlements, exceptions, reporting and positions. Each corporate action event can be automated using Sonata's workflow.

MODEL PORTFOLIOS

Sonata can support models that are advisor owned, client specific or for discretionary managers. Models can be linked to one or more accounts and multiple models per account are supported. To facilitate operational efficiency, models can be rebalanced, reweighted or switches applied in bulk.

TAX AND AUDIT

Sonata can store the tax cost base and required tax reporting at parcel or lot level. It also supports security and audit features at multiple levels, including security for database, middleware, data and user interface.

SUPPORTING **SONATA**

Underpinning our software are services that ensure Sonata comprehensively meets your business needs, now and into the future.

DEEP EXPERTISE

At Bravura Solutions we work in partnership with our clients to ensure our software applications continuously deliver optimal performance. We bring more than 30 years of experience to installing, supporting and upgrading our solutions. We have experience producing real-world outcomes based on industry best practice, having successfully implemented and maintained mission critical software applications for industry leaders.

FLEXIBLE DELIVERY OPTIONS

Bravura Solutions provides a range of deployment models, offering full flexibility in delivery. Our solutions can be delivered via a software only approach – a licence, support and maintenance – or as a hosted managed application service.

The managed application service enables you to maximise your software investment. You can focus your resources and efforts on designing and delivering world class products and services to your customers. We provide the skills and technical expertise to consistently deliver leading technology services to manage the registry functions that underpin your business.

BEST PRACTICE IMPLEMENTATION

Key deterrents to re-platforming administration systems are the risks inherent in delivering an IT change project: cost, technical risk, operational disruption and change management. Bravura Solutions' professional services team brings many years of experience, expertise and a proven methodology to the Sonata implementation process, directly addressing and minimising these risks to deliver reliable, customer-centric outcomes.

Our professional services team help our clients adopt best practice operation and IT processes, not just rebuild the legacy environment.

We employ a customer-centric testing approach to ensure our clients' mission critical needs are always met during implementation and through ongoing management and development of Sonata. To ensure our software hits the mark, we ask our clients what is important to them prior to implementation and then we check whether we have met these requirements prior to delivery.

Sonata also adheres to a Continuously Available Software (CAS) methodology which serves to protect mission critical operations during software development. With CAS, new Sonata development is automatically tested against client-defined criteria before it is deployed, allowing errors to be promptly resolved.

INTEGRATED WEB TECHNOLOGIES

SonataWeb is deeply and natively integrated with Sonata, featuring seamless integration into the core platform. It supports single sign-on, real-time straight through processing, and integrated data and account services. Servicing a range of wealth management channels – member, investor and advisor – SonataWeb is also accessible anytime, anywhere by members and investors from a range of devices, including desktop / laptop, tablet and smartphone. The interface delivers quick and easy access to accurate information, inquiries and transactions.

ABOUT BRAVURA SOLUTIONS LIMITED

Bravura Solutions Limited is a leading provider of software solutions for the wealth management, life insurance and funds administration industries, underpinned by functionally rich technology that enables modernisation, consolidation and simplification.

We are committed to increasing the operational and cost efficiency of our clients, enhancing their ability to rapidly innovate and grow, minimising their risk and enabling them to provide better service to their customers.

Backed by over 30 years of experience, our installed or managed hosted solutions are used by many of the world's leading financial institutions. In excess of A$2.8 trillion/ £1.6 trillion in assets are entrusted to our systems.

We support our clients with a team of more than 1,300 people in 12 offices across Australia, New Zealand, United Kingdom, Europe, Africa and Asia.

For more information about us visit bravurasolutions.com. You can also follow us on Twitter @BravuraFinTech.

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