



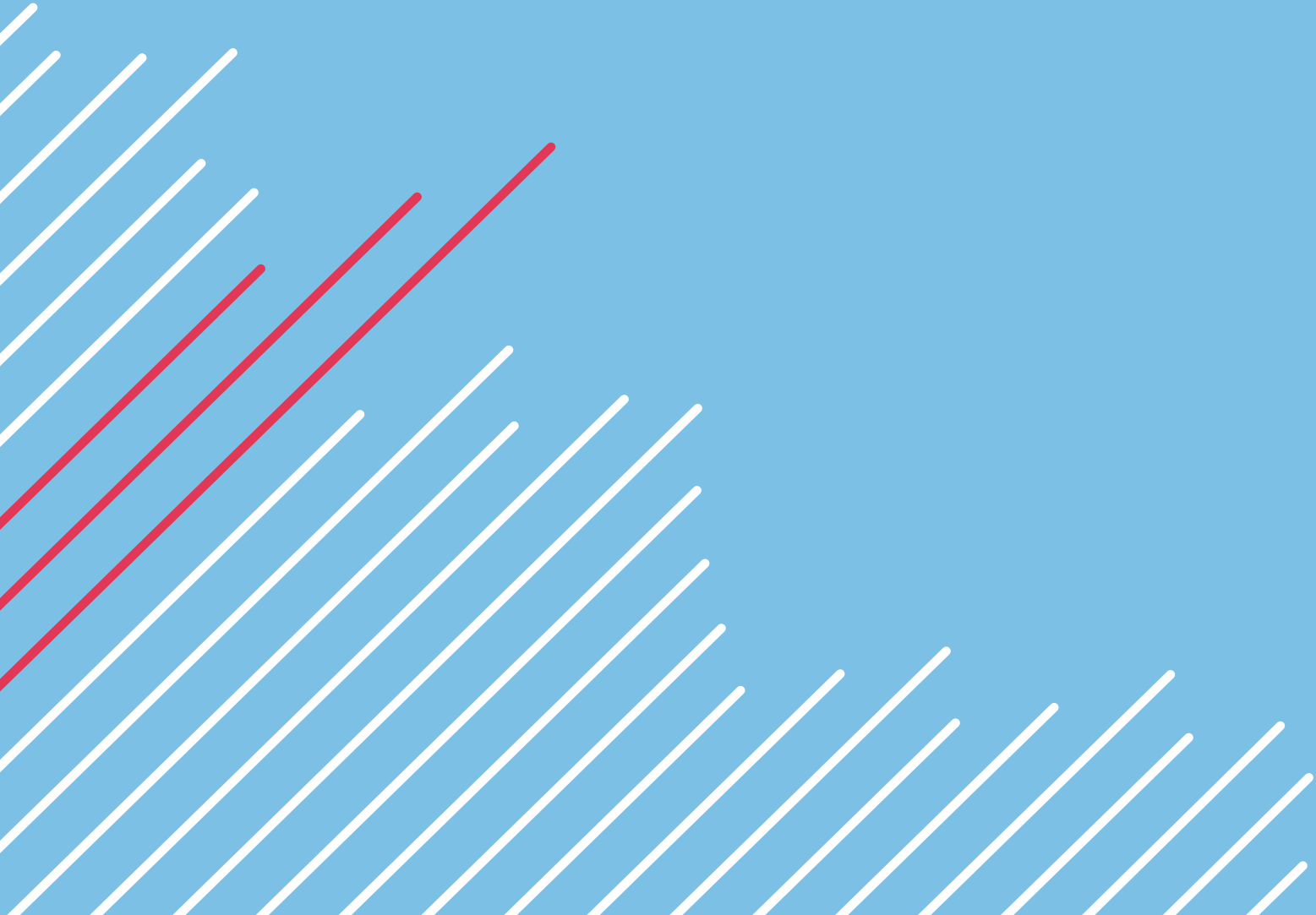
Verband Schweizerischer Vermögensverwalter | VSV  
Association Suisse des Gestionnaires de fortune | ASG  
Associazione Svizzera di Gestori patrimoniali | ASG  
Swiss Association of Wealth Managers | SAM

# Solutions Booklet

20

24

SAM solution partners' offers to support  
wealth managers in their activities



## Edito



### Filippo Recalcati

HEAD SOLUTIONS  
MEMBER OF THE  
EXECUTIVE COMMITTEE

The Swiss Association of Wealth Managers | SAM is committed to enhancing the professional capabilities and effectiveness of its members through its "Solutions" initiative. By curating a selection of high-quality products and services, SAM aims to provide its members with access to cutting-edge tools and resources beneficial for successful wealth management practices. Moreover, by fostering strategic partnerships with industry-leading solution providers, SAM ensures that its members have access to the latest innovations and best practices in the field.

Welcome to the first edition of the booklet dedicated to partner solutions of the Swiss Association of Wealth Managers. In this space, we will explore innovative solutions, best practices, and trends in the wealth management sector. Through strategic collaborations and partnerships, we aim to provide industry practitioners with the tools and resources useful to tackle the challenges of the evolving market. We are excited to share knowledge, experiences, and opportunities that will contribute to fostering success and growth in the field of wealth management.

Through this collaborative approach, SAM not only facilitates the procurement of essential solutions but also serves as a knowledge hub, where members can benefit from the collective expertise of both SAM and its partner network. By leveraging the specialized knowledge and experience of these solution providers, asset managers can enhance their capabilities and stay abreast of emerging trends and technologies in wealth management.

Ultimately, the goal of SAM's "Solutions" initiative is to empower its members to thrive in an increasingly complex and competitive market environment. By offering a comprehensive suite of products, services, and expertise, SAM aims to equip asset managers with the tools they need to navigate challenges, seize opportunities, and achieve sustainable success in the dynamic field of wealth management.

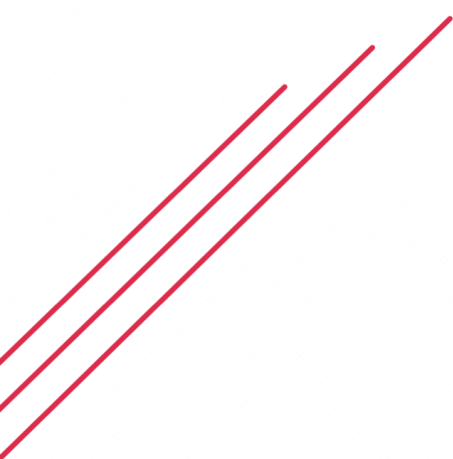
**Happy reading!**

## Concept

These new brochures compile offers from our Solutions partners, highlighting a diverse range of benefits and discounts for wealth managers who are SAM members. As an SAM member, you have access to a large range of benefits from various providers, including discounts on insurance services, PMS, compliance tools, fleet discounts, and much more. The first edition focuses on presenting compliance tools and insurance. Another publication is planned for the end of the year, primarily dedicated to our PMS partners (Portfolio Management Systems).

## Table of contents

<b>3</b>	<b>Compliance Tools</b> <ul style="list-style-type: none"><li>• Cynos</li><li>• Polixis</li><li>• Pythagoras</li></ul>
<b>6</b>	<b>Insurance</b> <ul style="list-style-type: none"><li>• AXA</li><li>• Octium</li></ul>
<b>8</b>	<b>Other Solutions partners offers</b>
<b>9</b>	<b>Information on SAM and contact details</b>



## Compliance Tools

# CYNOS

CYNOS is a Swiss-based company offering compliance services and a unique digital platform (the “C-Hub”) for wealth managers.

The C-Hub is a Software-as-a-Service platform that enables you :

- to meet your regulatory obligations (FinIA, FinSA and AML),
- to reduce your administrative efforts and compliance risks as well as
- to integrate our smart tools into your existing infrastructure.

Onboard and manage your clients easily with the C-Hub module “Client Management” and perform and document your mandatory internal controls efficiently with the module “Audit Cockpit”:

- The module “Client Management” (incl. a CRM) is tailored to your specific onboarding requirements/processes.
- The “Audit Cockpit” (incl. an optional CRM) is available as tailored version or as a plug in-and- comply standard module, with a predefined control inventory.

*Do you intend to digitize your specific compliance framework and other processes?*

No problem, we support you in optimizing your processes and implement your requirements in a fast and cost-effective way.

Would you like to step into the future of compliance and achieve significant efficiency gains in the compliance management - book a demo.

Three parallel red diagonal lines extending from the bottom left towards the top right, positioned to the left of the text.

**More information on the offer for SAM members:**  
[Click here](#)

## Compliance Tools

# POLIXIS

### **The Swiss Wealth Management specialized provider**

**Established in 2012 Polixis is the first Swiss company providing full circle AML & Compliance Data and Technology.**

We are providers to 6 out of 10 largest Swiss private banks and count among our clients some 200+ FIs, ranging from global banks like Unicredit or SocGen to Swiss IAMs, small, mid and large banks. We are also proud to be provider of AML & KYC data to several European prudential authorities.

How we can improve your Compliance and KYC stance ?

**ARDIS:** 70% of its users are Front Office to improve client knowledge with faster KYC exchange with their depository banks. ARDIS provides in-depth KYC corroboration about Persons and Companies (Bios, Shareholdings, Corporate Positions, Financial Figures, Press Corroboration along with classical risk analysis like PEP, Sanctions etc. It contains 600mio+ entities.

**PEP & REP:** With its 7.5mio PEPs, Sanctions and Watchlists it is one of the industry leading global datasets of its kind covering all aspects of AML Screening - Sanctions, PEPs, Watchlists etc. The tool is available both as Web-based for manual checks, but also API integrated together with your Portfolio Management System or CRM.

**CHECKMATE:** All-in-one tool, designed to regularly automatically screen your entire client list against sanctions, PEP's and Watchlists.

Most importantly, you don't need to subscribe to a Data provider and a Screening Solution provider separately to monitor your client base. You pay for one tool and get two.

Three parallel red diagonal lines pointing upwards and to the right, located in the bottom left corner of the page.

**More information on the offer for SAM members:**  
[Click here](#)

# PYTHAGORAS

### Pythagoras 360° Beyond Smart Compliance

Through our long-standing partnership with VSV-ASG the Pythagoras KYC and AML Screening Solutions are available for members at preferential conditions. This year, we have revised and simplified our pricing structure and present here several innovations:



**Pythagoras 360° Partner Screening:** available with a new modern look, based on cutting-edge technology, with configurable workflows and AI support for your daily compliance work.



**Adverse Media Screening:** with data by Netlive, who provides curated, profiled coverage for Adverse News at a very early stage, to alert you of rumors or allegations, and it can be systematically screened and processed in Pythagoras.



**LSEG World-Check Redistribution:** as new milestone in our long partnership with LSEG/Refinitiv, Pythagoras is now official redistributor of the World-Check data file for all clients with up to 10'000 Names to screen!



**UBO and ESG module :** with our new partnership with Dun & Bradstreet we can integrate additional data in our Pythagoras 360° Solutions to cover more of your compliance needs.



**More information on the offer for SAM members:**  
[Click here](#)

## Insurances



### **AXA's insurance package for financial service providers**

Financial market regulation (FinIA /FinSA ) also imposes requirements on insurance coverage. AXA offers you an insurance package specifically tailored to the needs of financial service providers: professional liability, directors' and officers' (D&O) liability, and fidelity insurance can be combined to suit your needs. SAM member companies benefit from attractive discounts on their insurance premiums.

#### **Three modules – combined according to your needs:**

##### **Professional liability insurance**

For service providers in the financial sector, protection against liability claims and financial losses is an essential part of their operations – with AXA's professional liability insurance, your sector-specific professional risks are ideally covered.

##### **Directors' and officers' liability insurance (D&O)**

Even management members are not immune to breaches of duty. Comprehensive protection against liability risks is important so that you don't have to pay for negligence or a wrong business decision out of your own assets.

##### **Fidelity insurance**

Whether fraud by employees or embezzlement by a director or officer of your company - major damage can be caused. With fidelity insurance from AXA, you are prepared for such cases!



**More information on the offer for SAM members:**  
[Click here](#)

## Insurances



With the headquarter in Luxembourg and offices in the main European insurance hubs - Dublin, Vaduz, Zurich and Milan - Octium is an independent international insurance group specialising in the design, structuring and distribution of unit-linked life insurance products. With assets under management of approximately €8.5 billion, Octium is one of the most highly capitalized groups on the international scene.

Following the acquisition and integration of the insurance businesses of the two major Swiss banks - UBS International Life DAC in 2017 and Credit Suisse Life & Pensions AG in 2021 -, Octium has further affirmed its growth strategy and intention to position itself among the leading independent players in the unit-linked life insurance sector through its current offering across a diverse array of markets: Italy, Spain, Portugal, Germany, UK, Greece, Cyprus, Turkey and several other international markets.

In addition to the insurance companies "Octium Life DAC" (Dublin) and "Octium Assurance AG" (Vaduz and Milan), the Group has the insurance intermediary "Octium International Insurance Agent AG" (Vaduz and Zurich), which acts as a multi-tied agent for the distribution of the Group's insurance solutions, while providing support to business partners such as Brokers, Banks and Asset Managers. This set-up represents not only an innovation in the entire European scenario but also a highly efficient and flexible solution.

Three parallel red diagonal lines extending from the bottom left towards the top right, positioned to the left of the text.

**More information on the offer for SAM Members:**  
[Click here](#)



## Others SAM Solutions partners offers

Business Software Asset & Wealth Management		
 <b>EAM.Technology</b>	EAM Technology	<a href="#">Link to offer</a>
	Efficiency	<a href="#">Link to offer</a>
<b>Evoq Edgelab</b>	Evoq / Edge Laboratories	<a href="#">Link to offer</a>
	Insa	<a href="#">Link to offer</a>
<b>SOBACO</b>	Sobaco	<a href="#">Link to offer</a>
Financial information		
	SIX	<a href="#">Link to offer</a>
Insurance		
	Zurich	<a href="#">Link to offer</a>
Fleet discount		
<b>ASTARA</b> 	Abarth / Alfa Romeo / Fiat / Fiat Professional / Jeep	<a href="#">Link to offer</a>
	Audi	<a href="#">Link to offer</a>
	BMW / Mini	<a href="#">Link to offer</a>
	Mercedes	<a href="#">Link to offer</a>
Office supplier		
	iba	<a href="#">Link to offer</a>
Credit card		
<b>cornercard</b>	Cornercard	<a href="#">Link to offer</a>

If you have any questions regarding the previously presented offers, [contact us](#).

If you are wealth managers and you also want to benefit from the previously presented offers, [contact us and become members](#).

If you offer products or services that could be useful to our members in their business, [contact us and become SAM partners](#).

Check out our flyer and discover all our services:

DE: [Link](#)



FR: [Link](#)



IT: [Link](#)



## Contact

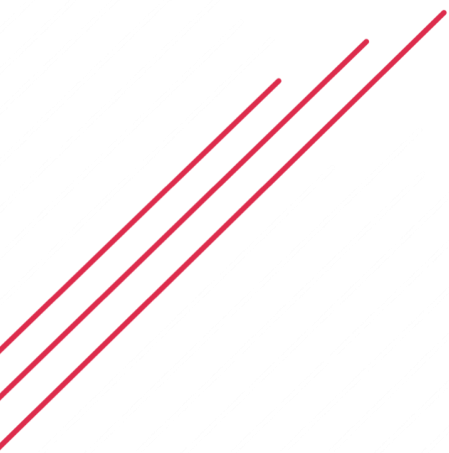
Filippo Recalcati  
Head Solutions  
Head Global Activities Ticino  
[filippo.recalcati@vsv-asg.ch](mailto:filippo.recalcati@vsv-asg.ch)

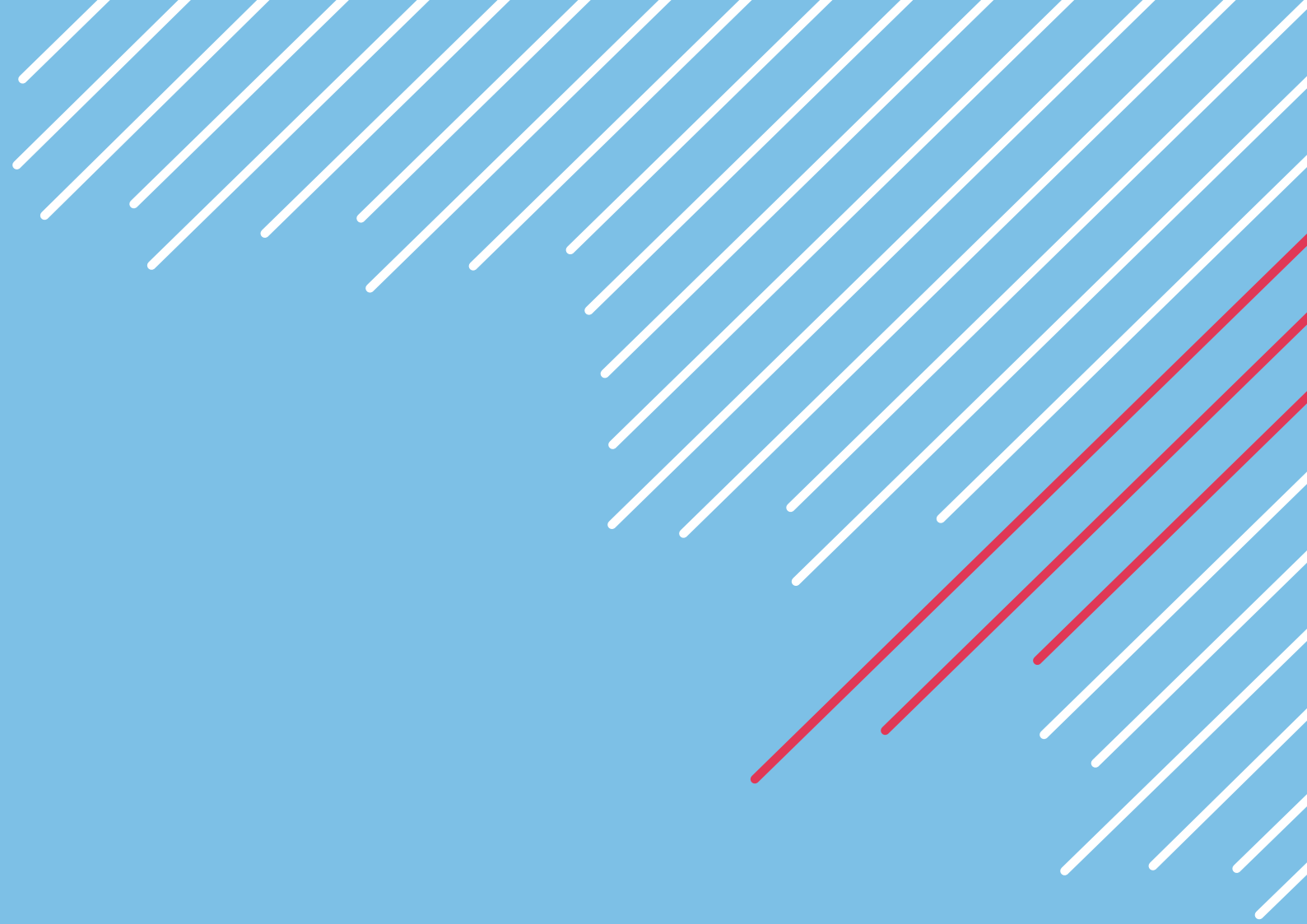
Manon Guiraud  
Marketing Project Officer  
[manon.guiraud@vsv-asg.ch](mailto:manon.guiraud@vsv-asg.ch)

## Follow us



## Other Partners





**Association Suisse des  
Gestionnaires de fortune | ASG**

Rue de Chantepoulet 12  
1201 Genève  
T 022 347 62 40

**Verband Schweizerischer  
Vermögensverwalter | VSV**

Höschgasse 30  
8008 Zürich  
T 044 228 70 10

**Associazione Svizzera di  
Gestori di patrimoniali | ASG**

Via Morosini 1  
6943 Vezia  
T 091 922 51 50

[www.vsv-asg.ch](http://www.vsv-asg.ch)