

Case Study



RINET Company, LLC, is an independent, fee-based investment advisory firm located in Boston, MA. The firm was founded in 1974 and manages more than \$1B with a staff of 11 professionals. RINET is comprised of primarily high net worth client relationships to which the firm provides comprehensive financial planning and asset management.

RINET takes a holistic approach to the planning process by monitoring the full spectrum of assets held by their clients at the individual and family levels.

“ByAllAccounts has significantly increased the scope of our client reporting which has contributed to higher client retention as well as giving us a competitive advantage over other advisors who do not have that capability.”

**Thomas Willard,
Operations Manager, RINET**

Efficient Reporting

RINET services a broad client base, and each client possesses several types of accounts. To advise their clients, the company depends on data from sources that are not directly managed. Working with ByAllAccounts enables RINET to provide their clients with complete and accurate reports inclusive of the data from the non-managed sources.

Every morning, RINET uses Custodial Integrator™ from ByAllAccounts to download positions and transactions directly into their Advent APX® Portfolio Management System for each of their clients' accounts. RINET's clients are now

provided a complete and accurate view of their allocations enabling them to make well informed decisions.

Prior to implementing Custodial Integrator™, RINET rarely reported on held-away assets for their clients. When they did, they would have to manually enter the data into their system. With ByAllAccounts, RINET is able to systematically gather more assets without concerns for the high cost of staffing and errors inherent with manual data entry.

Options

After considering several options, including outsourcing their back-office operations, RINET chose Custodial Integrator™ because of their preference to maintain control of the data. RINET realized that by implementing Custodial Integrator™ they would be able to supplement their existing feeds without the costly and error-prone alternative of manual data entry. Now, RINET avoids the painstaking process of deciphering confusing reports and enjoys the ability to convey necessary information to their clients in a timely fashion. According to Thomas Willard, Operations Manager at RINET,

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“ByAllAccounts has provided more data gathering without having to contemplate whether there was a need to hire another person to perform that function”



Streamlining Operations

RINET’s success is attributable to both the ability to satisfy and retain their growing client base

and the efficiency of its operations department.

ByAllAccounts compliments their business model by providing reportable

data that is also cost effective.

Without ByAllAccounts, RINET would have needed to hire at least one full time employee to maintain the accounts that they have acquired since implementing Custodial Integrator™. ByAllAccounts truly is the path of least resistance.

Competitive Advantage

RINET advisors note the considerable added value to their reporting capabilities, the increased client retention, and a significant operational cost savings since implementing Custodial Integrator™.

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