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## **KBC Securities Services selects OBJECTWAY for smart digital client onboarding for independent wealth managers**

### **Objectway Client Onboarding accelerates digital onboarding of clients increasing advisers' productivity and efficiency**

**KBC Securities Services has chosen the leading Digital Wealth & Asset Management software provider Objectway to implement Digital Client Onboarding for independent, Benelux-based wealth managers who rely on KBC Securities Services to safeguard their clients' investment portfolios.**

A member of the Belgian KBC group, KBC Securities Services is a global player in securities services, providing integrated solutions for banks, brokers and wealth managers. It provides three cornerstone services, namely Business Process Outsourcing (BPO), Brokerage and Custody, and Wealth Management, which this digital onboarding process will cover. This enhancement will allow KBC Securities Services' network of independent wealth managers not only to digitally onboard their clients, but also to offer them a digital signature facility via itsme®.

Objectway's Client Onboarding solution, which is part of the WealthTech Suite, will replace KBC Securities Services' manual data input system currently in use and ultimately improve processing throughput times and data quality. Wealth Management Advisers will be able to increase their productivity and efficiency through integrated digital capabilities that accelerate and improve both the onboarding and/or re-boarding process and client account management. With this development, managing and handling paper contracts and related documents is set to become a thing of the past.

*'Our expertise and proven track record were instrumental in successfully coming through a rigorous selection process involving international vendors. KBC's Information Security teams thoroughly analysed Objectway's hosting and infrastructure services before certifying them as compliant with the high standards of their security and personal data management policies,'* commented **Kurt Vanhee, Managing Director for Continental Europe & North America at Objectway.**

**Annelies Verbiest, General Manager at KBC Securities Services,** added: *'Client-centric thinking has been part of KBC's strategy for years. As client expectations have evolved fast, KBC has made significant investments in digital transformation over the past few years. With our recently updated strategy, 'Differently, the Next*

*Level', we are focusing more than ever on digital transformation, client experience and operational efficiency. This smart digital onboarding process from software provider Objectway enables us to offer the clients of independent wealth managers a future-proof service, thus increasing productivity and efficiency while maximising client experience.'*

## **Note for editors**

### **About KBC Securities Services**

A member of the Belgian KBC group, KBC Securities Services is a global player in securities services. Covering securities markets in 48 countries, the company provides three cornerstone services, namely Business Process Outsourcing (BPO), Brokerage and Custody, and Wealth Management.

As a solid B2B provider, it offers securities solutions to banks, brokers and wealth managers by providing integrated, yet modular end-to-end solutions that make their business future-proof.

[Securitiesservices.kbc.be](https://securitiesservices.kbc.be)

### **About Objectway**

With 30 years of business expertise in providing wealth and asset management technology and services, Objectway is in a position to enable its clients to deal with challenges in the future while ensuring they can perform effectively today. Objectway is a Global Top 100 fintech provider (IDC ranking). Its client base is made up of over 200 leading wealth managers, banks, asset managers, fund managers, insurers and outsourcing providers in more than 15 countries. It supports around 100 000 investment professionals in managing assets worth more than £1 trillion. Objectway operates from offices in Italy, the United Kingdom, Ireland and Belgium and serves clients on four continents.

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