Problem Solved: How RIAs can Easily Implement a Complete Unified Managed Household (UMH) Solution That Works with Legacy Infrastructure

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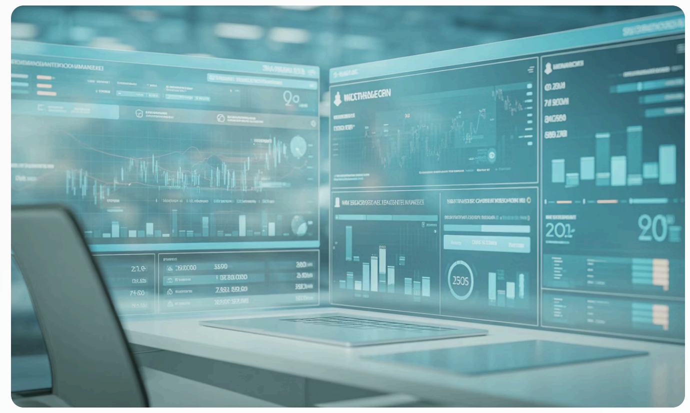

The Challenge: RIAs Want a Comprehensive Household Level Portfolio Management Solution - But Today's Providers are Finding it Difficult to Deliver

RIA firms today face a paradox: The industry is overflowing with new wealth-tech innovation, yet **adoption remains extremely low**. Firms know they need automation and personalization, but most are paralyzed by:

Integration friction

Each new solution takes 6–18 months to implement and rarely connects easily and cleanly to legacy infrastructure.

Operational risk

Decision-makers hesitate, fearing that something better will emerge after investing in a complex rollout.

Capacity limits

Advisors have a full workload and lack the capacity and motivation to reconstruct their portfolio management process.

One Solution at a Time

Emerging tech solves one step of a process; the RIA is responsible for making it work seamlessly with the rest of the stack.

Industry Data Snapshot

- **>80% of RIA assets** sit with Schwab / Fidelity / Pershing—custodians built on legacy architecture.
- **538 wealth-tech solutions** are all competing for integrations into legacy infrastructure.
- **Organic growth** has averaged just **3–4% for RIAs** over the last two years; capacity, not demand, is the constraint.
- Datos Insights reports: "True innovation in wealth management will come from infrastructure, not applications."

The Result

Most firms operate across disconnected systems—proposal tools, planning software, TAMPs, sub-advisors, and private asset platforms—that don't share data. The result: highly manual workflows, limited capacity for personalization and tax-optimization, and a collection of investment solutions that are complicated to manage and difficult for clients to understand.

Introducing: FinWeb Ultra — Terrible Name, Terrific Solution

FinWeb Ultra solves the core problem first: **data infrastructure.** Establishing a secure data translation and integration layer allows multiple new and existing technologies to work together and easily integrate into a RIA's existing infrastructure. It does this by creating a custom **financial web** for data that allows for **ultra** adaptability and flexibility. No more tech debt, no more painful adoption onboards — just an enhanced service model and happier clients, advisors, and firms.

Goal

Deliver all asset classes, investment products, and emerging technologies through one customizable, pre-integrated, and cost-efficient **Unified Managed Household**.

Outcome

Prospect proposals go from weeks to minutes

Automate tax-optimization and trading

Reduce **cost**, unlock **capacity**, activate **growth**

The FinWeb Ultra Approach

Data infrastructure solutions are a new option for most RIAs because, until recently, the costs to implement them have limited access to the largest independent wealth managers. Breakthroughs in agentic and generative AI have brought the cost of development and coding down for providers. This creates new application opportunities.

RIAs can combine their existing processes, technology stack, and product lineup with emerging tools to deliver a fully integrated, end-to-end portfolio management solution that is open architecture, adaptable, and highly automated.

Seamless Data Flow: Client, prospect, and account data move automatically across legacy and new systems eliminating manual imports, exports, and reconciliations.

Goal-Aligned Portfolios: New technologies optimally select models or build custom portfolios, across all asset classes, that are aligned to the client's updated plans and the firm's market outlook.

Comprehensive Investment Options: Modern solutions make it easy to identify, source, and select complex securities like custom indexes, private assets, options, and structured notes.

CIO Investment Consistency: When the firm's investment views change, the UMH approach can implement the new allocations across every account, in one day, managed by one person.

Real Personalization at Scale: Advisors can deliver individually tailored portfolios with full tax optimization and client constraints that are traded and managed daily at a household level.

Master Proposal and Reporting: Data integration enables combining the best charts, graphs, and reports across all applications into one customizable master template by pushing one button.

Built-in Compliance: Industry first approach that incorporates documented goals-based investing with rules-based portfolio design and trading that embeds the compliance guardrails in the process.

Sample Technology Stack for a Turnkey, Secure, Integrated UMH

Solution	Purpose
Data Infrastructure	Normalizes and translates data between legacy and new technology; enables real-time API connectivity.
Goals-Based Portfolio Design	Combines future client cash-flow needs and CMAs to produce optimal portfolios aligned to the financial plan.
Equity Custom Index	License existing factor-based direct indexes or create low-cost, proprietary individual equity strategies.
Fixed Income	Select and source individual bonds based on client and portfolio needs managed as part of one single account.
Structured Notes	Incorporate defined-outcome and yield-enhancement strategies customizable at the client or firm level.
Private Assets	Turnkey access, subscription, management, and reporting for alternative and private asset exposure.
Portfolio Overlay Management	Executes automated rebalancing and household-level tax optimization with built-in compliance guardrails.

Key Benefits for RIAs

Capacity

Massive reduction in time and cost for managing household level accounts and delivering goals-based investment proposals. Unlock critical capacity.

Differentiation

Simplify and enhance the client experience by clearly connecting the portfolio to the financial plan. Quantify and document tax optimization and total cost.

Growth

Hypercharge organic and inorganic growth driven by scalable service models, unlocked capacity and a truly differentiated advisor and client experience.

Conversion & Retention

More compelling proposals and clearer client alignment increases prospect close rates and client satisfaction scores.

Compliance, Cost, and Revenue

Embedding compliance and process guardrails into an automated operating system lowers costs and drives revenue.

Measured Impact

40→15

Cost Reduction (bps)

Average portfolio cost adding individual securities vs. ETF/mutual fund only models

~1%+

After-Tax Savings

Annual average documentable tax savings from provider and third-party studies

50%+

AUM Increase

Automation and differentiation create capacity to grow HNW client base per advisor

What's Next

FinWeb Ultra is how we describe an open-architecture operating system for wealth management that turns integration and emerging tech into a competitive advantage. There are turnkey, pre-vetted solutions that can be implemented the same way you would choose an SMA provider. The other option is to select only the solutions you do not currently use and integrate into your existing process.

EVO is one of the only consultants that specializes in helping you determine the mix of current and new technologies that are the best fit for your specific advisor and client service model. The best part is the cost to the firm is net zero.

Schedule a meeting to learn how a unified, automated, goals-based UMH can transform your proposal process and client portfolio management experience into a competitively differentiated advantage that drives massive growth and profitability increases.

Email mike@evo-wealth.com Or Schedule a Meeting Here

Mike Casciano

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Mike has spent over 20 years in the financial industry. He began as a financial advisor and worked across both asset management and wealth technology while serving thousands of advisors across all channels.

He has been working on solving the UMH challenge since 2020 at BlackRock then Principal, and as an independent consultant since late 2023.

Click to Email Mike

Or Schedule a Meeting