

Kalos Financial

Sycamore Commission Manager

COMPANY PROFILE



LOCATION **Alpharetta, GA**

COMPANY SIZE **75**

INDUSTRY **Financial Services / Wealth Management**

COMPETITOR **Caesar, Techmate, Foxtrot, SBOS**

SOLUTION(S) **Sycamore Commission Manager**

FIRST ACTIVE: **12/01/2010**

OVERVIEW

Kalos Financial is a mid sized Broker Dealer that could not find the right technology to process their independent reps commission transactions in an accurate, compliant and efficient manner.

CHALLENGE

- Commission files from over 50 sources made monthly data entry a nightmare.
- Every transaction needs to be reconciled to the reps book of business
- Every transaction needs to be checked to ensure that the rep is properly licensed to sell that specific security.
- The reps need easy and efficient access to their current and historical commission information.

SOLUTION

- Custom Integrations for multiple file types & sources.
- Integration with Albridge to bring in all financial accounts and holdings
- Full license tracking for every client holding and commission transaction.
- A client portal is configured for each rep.

VALUE

- Saves commission processor hundreds of hours per year
- Guarantees 100% accuracy in that every commission transaction is matched directly to a rep's client account.
- Ensures that the broker dealer stays compliant through 2 separate license checks.
- Give rep's 24 x 7 access to all their commission information and eliminates their calls to the Broker Dealer.