

# Munnypot Client Story

November 2018

 munnypot  
clever with your money

**ORTFC**  
FINANCE

## **Munnypot has been an esteemed client of Ortec Finance since 2015.**

Munnypot is an award winning, automated online investment advice solution that brings a fresh approach to the challenge of delivering affordable and easy to understand financial advice. Prior to Munnypot, it is believed that a large proportion of people could not get access to financial advice because the fees and investment minimums were far too steep, or they didn't have the time or confidence to invest. Munnypot was created to service the mass market who cannot easily access traditional financial advice. Munnypot provides regulated, direct-to-consumer investment advice from start to finish, assumes full responsibility for the actions taken, aiming to remove the stress and decision making for the consumer. The Munnypot business-to-business service provides a white label solution supported by a robust and personalized delivery plan.

## **Challenges faced by the online investment advice solution provider**

The mission of Munnypot has been to democratize savings and investments and to bring a digital service to the mass market at a commercially viable delivery point for the business, whilst making it attractive from a return and cost aspect for the customers. To do that, the challenge that they faced was how to bring this service to the mass market and deliver it in a meaningful way.

*'Ortec Finance offers a dynamic forecasting solution backed up by quality and professional personnel'  
- Frankie Mendoza (COO)*

## How Munnypot benefitted from working with Ortec Finance

Munnypot had previous experience of working with Ortec Finance prior to setting up the company and they were impressed with the technology and expertise of the team. They had several face-to-face meetings prior to taking the decision to use OPAL to confirm that it was the right solution over the longer term. They also received expert assistance from the OPAL team.

### Results

Currently, OPAL drives the stochastic forecasting behind the Munnypot solution. OPAL helps them achieve:

- ✔ Robust projections
- ✔ Ongoing monitoring function
- ✔ Real time projections
- ✔ Untapped capabilities to enhance the offering such as financial planning tools, goal prioritization and projections across multiple goals

The client had a robust project governance structure in place, which included an extensive test plan. Working in conjunction with the wider team they were able to draw out and resolve any issues prior to implementation. Communication lines pre and post implementation worked effectively and the right level of support was received.

### Experience of working with Ortec Finance

Overall the experience of working with Ortec Finance was seamless and smooth. From the start of the project till date, there have been no issues faced by the company. The Ortec Finance team was precise and professional throughout the duration of the project. The client feels that Ortec Finance is a great organization to work with and wouldn't hesitate to recommend us!

### What is OPAL?

OPAL enables goal-based investment decision-making. We leverage our institutional investment risk management expertise by using top-notch calculations as the core of the solution. This enables financial institutions to translate personal goals of their clients into an optimal financial plan and monitor these goals over time.

**Sophisticated solution, advanced calculations, simple communications & better client engagement!**





## Simon Redgrove (MD)

Simon has nearly 30 years' experience in financial services. He started his career as a financial advisor and then founded Cavanagh Group which was successfully sold to Close Brothers where he served as Head of Advice for 3 years before founding Munnypot.

## Frankie Mendoza (COO)

Frankie has over 25 years' experience in financial services. He worked at Legal & General for 20 years, becoming Operations Director for L&G's self-directed platform, building the business from £2.2bn to £5.5bn AUM in 18 months. In 2012 Frankie joined Close Brothers, before joining Munnypot in 2015.

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