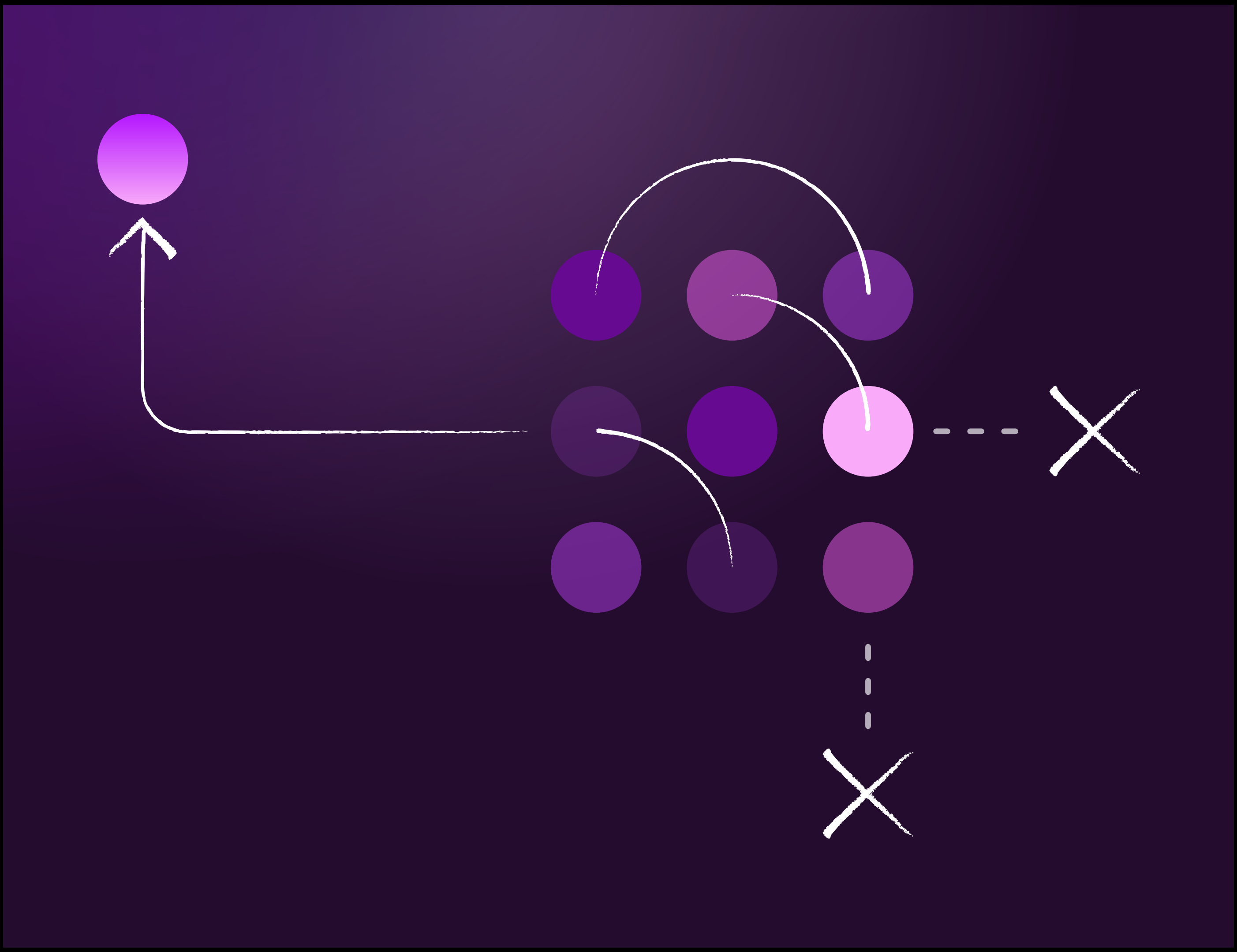
Enhance

Connect

Playbooks
FOR TRUSTEES

How trust companies can turn fragmented investment data into an operational asset



Data-driven digital solutions are no longer a future project for trust and corporate service providers — they are the baseline expectation of clients, professional partners, regulators and the next generation of wealth holders.

This playbook walks through a five-step framework to get from fragmented systems and silos to a single source of truth, then shows how Enhance's Connect platform and its API can deliver measurable operational savings to your trust company on every portfolio Enhance monitors for you.

Why trust companies can't afford to wait

CLIENT EXPECTATIONS

Beneficiaries want digital visibility of their administered wealth, on demand.

MARGIN PRESSURE

Manual admin is expensive, error-prone and a drag on skilled staff resource.

REGULATORY SCRUTINY

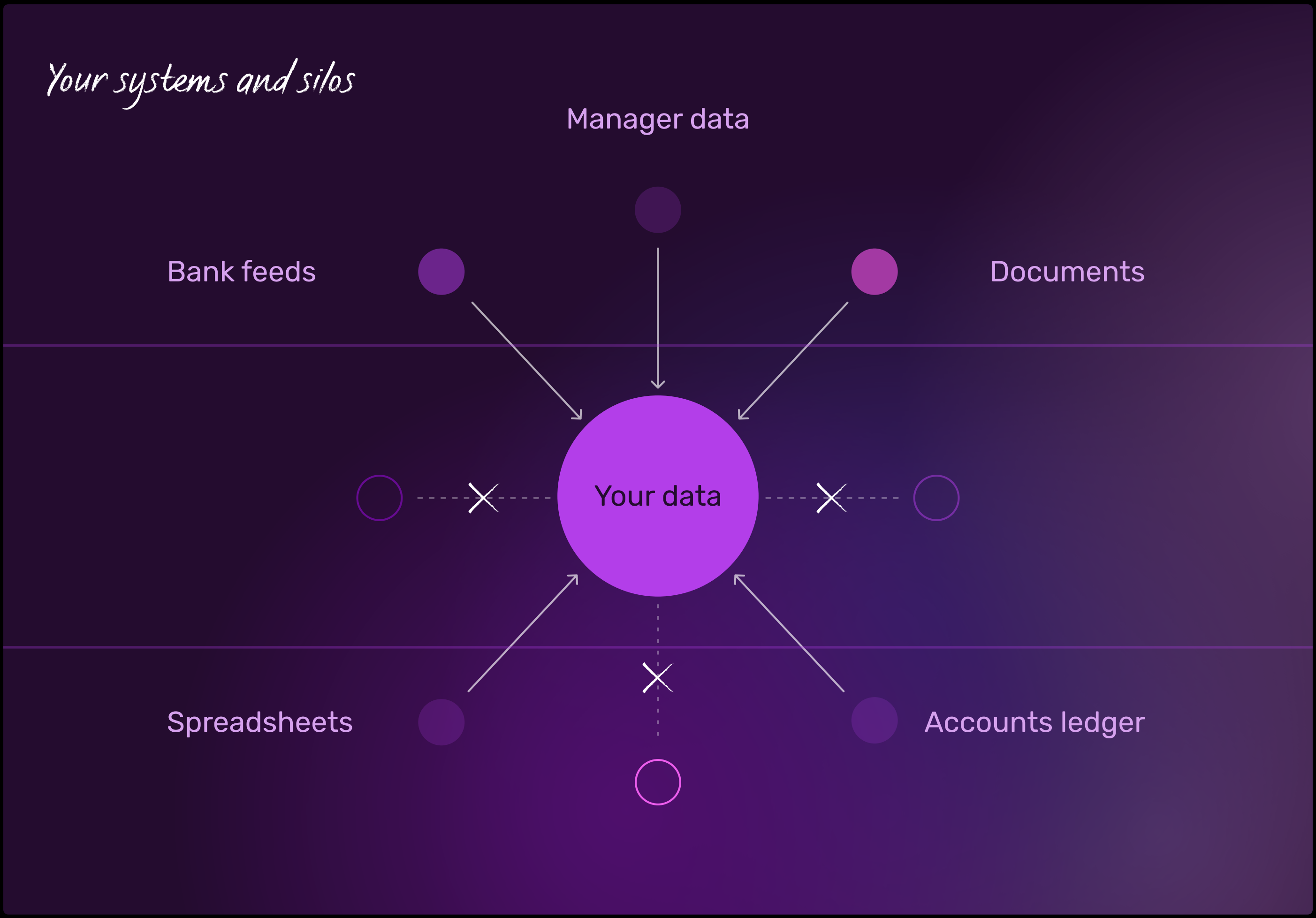
Trustee duty now demands a documented, auditable data trail across every portfolio.

TCSPs can no longer afford to do nothing.

Map your systems and silos

> *"There were 5 exabytes of information created between the dawn of civilisation through 2003, but that much information is now created every 2 days."*
>
> — Eric Schmidt, Google

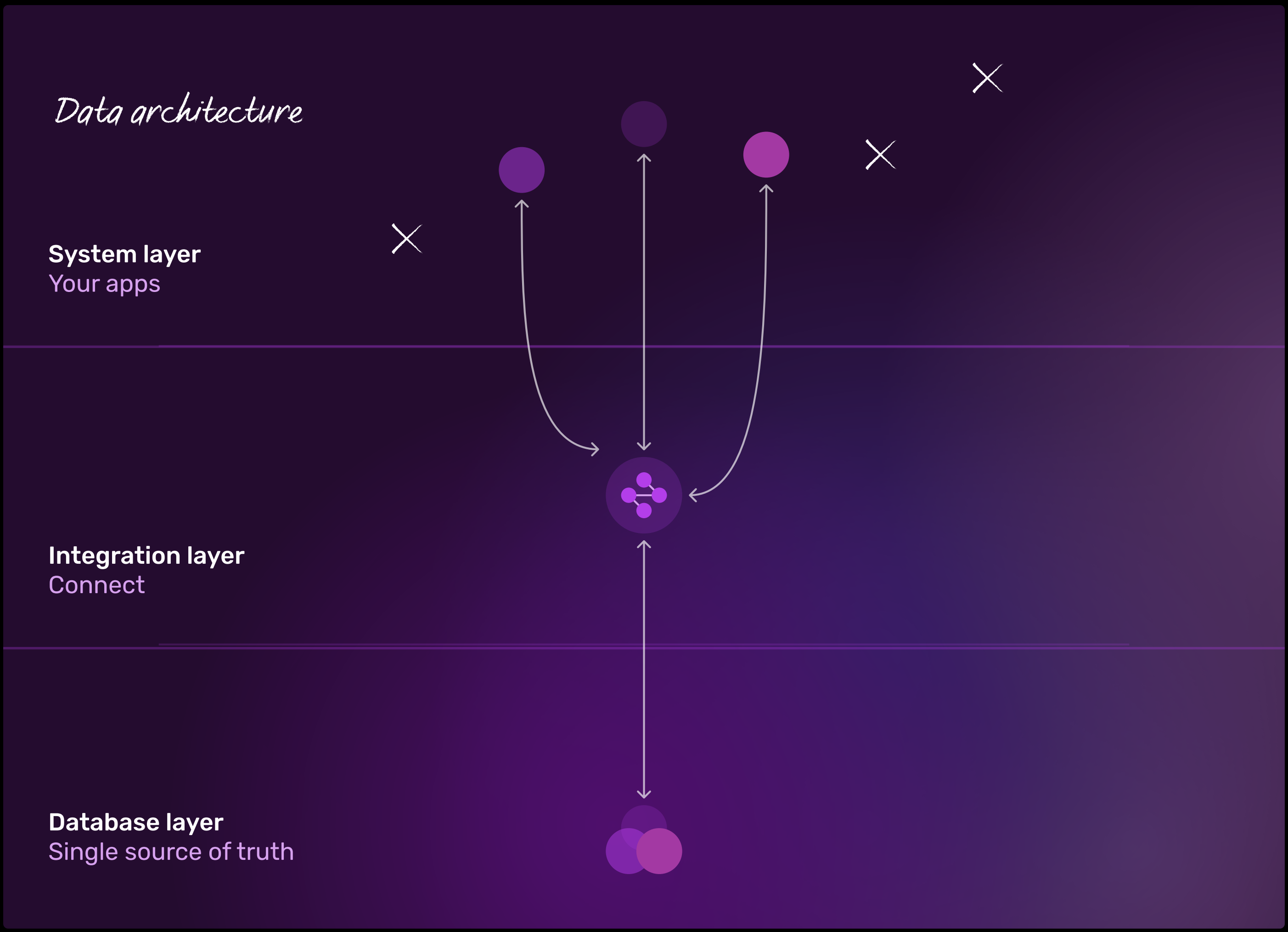
Every system your business runs on creates a silo. To strike data gold, you first need an honest inventory of where your investment data lives — and every place it is re-keyed, reconciled or reformatted. This is a trust company's biggest challenge but, if prospected correctly, can also be its biggest opportunity.



Design the right data architecture

> *"Automation applied to an inefficient operation will magnify the inefficiency"*
>
> — Bill Gates

This is a complex and nuanced area influenced by jurisdiction, regulator and an ever-evolving cybersecurity landscape. However, at a basic level, a sound data architecture has at least three layers — Database, System, and Integrations. Getting this right is the precondition for everything that follows in the data mining process.

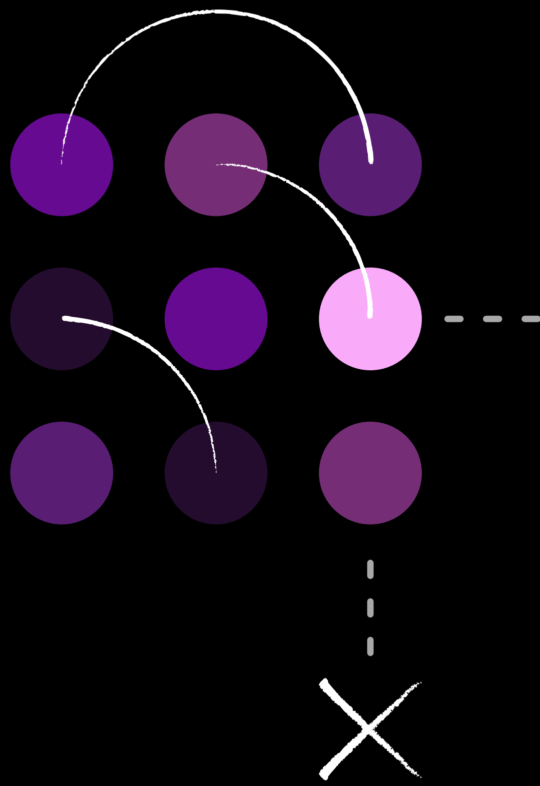


03 Extract

Integrate your systems

> *"With data collection, 'the sooner the better' is always the best answer."*
>
> — Marissa Mayer

This is where most trustees fall short. Fragmented, non-standardised data sources mean teams spend hours aggregating CSVs and PDFs when APIs can do it automatically, accurately and securely. The objective is a single source of truth — every data point landing in one place, in one standard, without manual intervention.



04 Process

Automate, then create value

> *"As data piles up, we have ourselves a genuine gold rush. But data isn't the gold. I repeat, data in its raw form is boring crud. The gold is what's discovered therein."*
>
> — Eric Siegel PhD

Centralised, standardised data drives automation. Automation removes the repetitive, low-value work that costs trustees time, money and accuracy. And once the automation layer is in place, the same data feeds management information, client dashboards and AI-powered insights — the tools that distinguish a digitally-enabled trustee from a digitally-capable one.

Leverage data to create value

> *"Data is a precious thing and will last longer than the systems themselves"*
>
> — Sir Tim Berners-Lee

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How Connect turns the framework into reality

Enhance's Connect platform is purpose-built to sit inside this framework — a digital governance hub already integrated with the custodians, banks and investment managers that matter. Every data point in Connect is independently verified and mapped to a universal, transaction-level, double-entry bookkeeping standard. Automation-ready. No reconciliation. No reformatting. No double-charging.

$50bn+
Assets under reporting

$5bn+
Assets under advice

7,000+
Connect accounts

800+
Investment managers

300+
Investment feeds

25,000+
Investment securities

Quantifying the operational savings

One structured data request from the Connect API can save up to 40 minutes of manual work per portfolio, per quarter. For a firm monitoring 500 portfolios at a blended staff cost of £1 per minute, that is £80,000 in annual savings — before accounting for reduced error rates, faster client response times and staff freed for higher-value work.

Connect automations	Time saved p/q
Review reports auto-saved	1 min
Commentary added to client communication	4 mins
Auto-populated holdings data	10 mins
Transaction data sent to bookkeeping ledgers	15 mins
Auto-generated action points	10 mins

500 portfolios × 40 mins × £1/min = £80,000 p.a.

Accessing Connect data

WHAT IS AN API?

An API (application programming interface) is the secure, structured pipe that allows two systems to exchange data automatically. APIs do the plumbing — AI does the thinking. Getting the plumbing right is the precondition for everything else. The Connect API is how trustees bring Connect data directly into their admin systems, accounting platforms and document management tools, without re-keying or reconciling a single line.

TWO ROUTES TO INTEGRATION

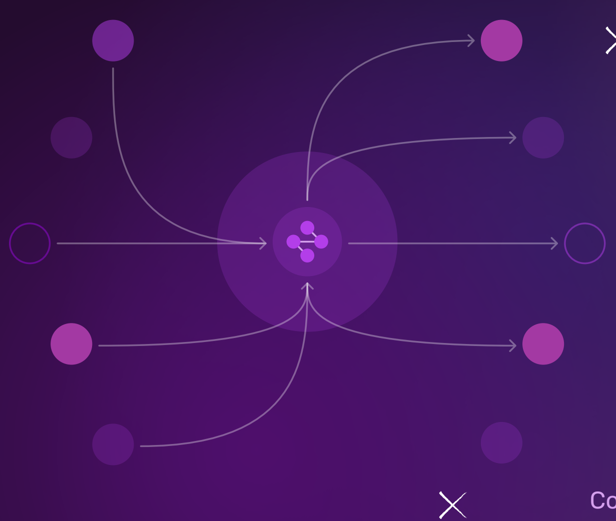
CORE INTEGRATIONS - ADMIN SYSTEMS

Standard, pre-built integrations with the leading admin and accounting systems used by trustees. Faster to deploy, lower cost to maintain.

BESPOKE INTEGRATIONS - IMPLEMENTATION PARTNERS

Tailored integrations into your specific systems, processes and workflows — delivered by trusted specialists with deep trustee and technology expertise.

Connect is connected



Core integrations

PlainSail • Quantios • Ambitium • Vega Technology •Opitifi

Bespoke integrations

BDO Jersey •Continuum • CorefocusX • ResolutionIT •QBIX

What Connect data can do for you

Connect gives trustees a shortcut. The investment data, the integrations and the API are already built and in production at some of the world's leading trust companies. Your job is to plug them in and turn fragmented data into an operational asset.

TRANSACTIONS	Double-entry, universal bookkeeping standard
HOLDINGS	Security-level & aggregate portfolio valuations
PORTFOLIO DATA	Reference codes, stats & properties
ACTION POINTS	Workflow tasks from inception to completion
REPORTS	Quarterly PDFs auto-sent to your DMS

Next step

The next step is for Enhance to provide a personalised presentation introducing Connect, walk through the API and map the integration opportunities specific to your business.

Enquire	Playbook	**Presentation**	Proposal	Forms	Engage

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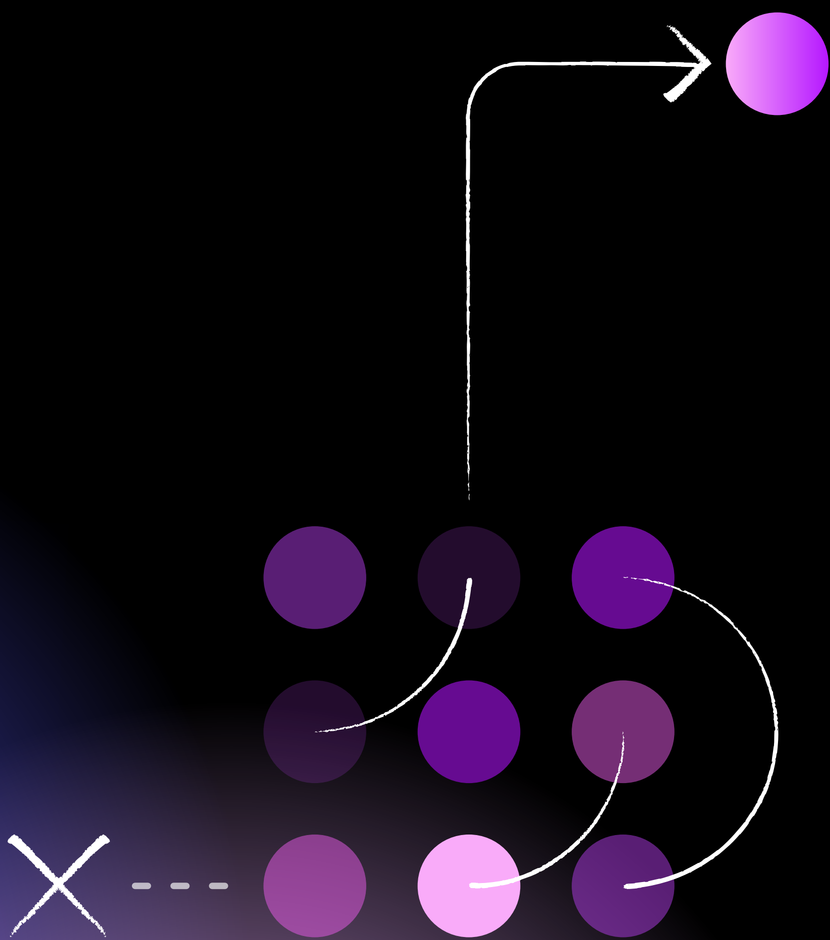

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ABOUT THIS PLAYBOOK

The Data Playbook for trustees is published by Enhance Group, a Jersey-based portfolio monitoring and manager selection service provider to global trustees. It is intended for trust and corporate service providers (TCSPs), private client law firms, multi-family offices and other professional trustees evaluating how to modernise their investment data infrastructure.

KEY TOPICS

Trust administration data, portfolio data automation, trustee digital transformation, investment bookkeeping automation, Connect API, admin system integration, single source of truth for investment data, interoperable data for trustees, TCSP technology.

RELATED READING

Enhance Monitor Fact Sheet, Enhance Connect Fact Sheet, Enhance Connect Integrations Fact Sheet, Enhance Connect Bookkeeping Fact Sheet.