

EX-BRINKER EXEC JUMPS TO SMA PROCESSING

Originally Published By FWR Staff, Family Wealth Report

Former Brinker Capital COO Tim Henry has joined Market Street Advisors where he will oversee and “manage all aspects of client installations” for the Edison, N.J.-based outsourced asset-management administrator.

Market Street advertises in this publication.

“We are proud to have an executive of Tim's stature join us at this exciting time for our firm,” says Robert Lage, “chief architect” and executive v.p. of Market Street, an application service provider (ASP) for middle and back-office administration in the investment management industry.

Connected

Daniel Seivert, managing partner of Los Angeles-based 3C Financial Partners, an investment bank and strategic consultancy to wealth-management firms, says that Henry “has amassed a wealth of knowledge, contacts, and experience” in his 30 years in the financial-service industry, especially in the realm of separately managed accounts (SMA).

Specifically, as COO of Berwyn, Pa.-based Brinker, one of the three or four biggest investment-platform providers, Henry has worked closely with many leading SMA and wrap managers.

“Tim is widely recognized and respected for his leading insights—a result of his first hand involvement in many key aspects of the industry's evolution,” Seivert adds.

Before assuming a leadership role at Brinker in 1998, Henry was president and CEO of SEI Trust, a subsidiary of Oaks, Pa.-based SEI. He has also held senior management positions at Dean Witter (now part of Morgan Stanley) and Security Pacific National Bank (now part of Bank of America).

Market Street Advisors, which was founded in 2000, bills itself as “the only end-to-end ASP in the industry that can simultaneously support the complexity required by the institutional market, the customization required by the private wealth market, and the scalability required by the wrap market.” Its principal competitors are CheckFree's Investment Services unit and Vestmark. —FWR

ABOUT ECHELON PARTNERS

ECHELON Partners (ECHELON) was formed in 2001 to offer investment banking and consulting to a subset of the financial services industry known as “investment product developers and distributors” (IPDADs). Since that time, ECHELON's professionals have helped hundreds of senior executives envision, initiate, and execute a multitude of complex business strategies and transactions. ECHELON's business is making companies more valuable through delivering advice and orchestrating transactions. Accordingly, ECHELON measures its success in the enterprise value it creates for its clients. Companies that strive to outperform their peers choose to work with ECHELON because we are as passionate about their results as they are.

Daniel Seivert

Managing Director

dseivert@echelon-group.com