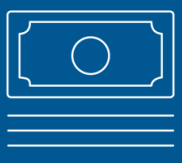


# 7 Reasons Smart Firms Choose to Buy

Why outsourcing technology makes sense for firms that want to grow faster, stay compliant and reduce costs.



## 1. Cost Control

The Hidden Costs of Building

**Buying Advantage:** Subscription-based pricing offers cost predictability and reduces capital outlay. Vendors also spread development costs across a broad client base, making each feature cheaper for individual firms.

## 2. Time-to-Market Drives Competitive Advantage

Speed = Advisor and Client Satisfaction

**Buying Advantage:** Vendor platforms can be deployed in weeks or months, enabling firms to capture advisor mindshare, retain clients and stay ahead of digital-first competitors.



## 3. Focus Internal Resources on Differentiation

Invest Where It Matters Most

**Buying Advantage:** Vendors can solve repeatable operational challenges of back office systems, leaving internal teams to focus on delivering what sets the firm apart.

## 4. Compliance Is Baked In When You Buy

Reduce Risk, Automatically

**Buying Advantage:** Vendors invest in compliance modules, SEC/FINRA rule updates and audit reporting – eliminating the need for internal tracking and reducing legal risk.



## 5. Security and Risk Management

Your Reputation Depends on Protection

**Buying Advantage:** Vendor platforms offer cybersecurity and data protection that's stronger and better maintained than most internal builds.



## 6. Scarce Internal Talent Increases Build Risk

Why Bandwidth Is Your Bottleneck

**Buying Advantage:** Vendors offer dedicated support teams and product continuity, enabling internal teams to concentrate on high-impact, client-facing innovations.

## 7. Vendor Innovation Outpaces Internal Teams

Innovation Without the Overhead

**Buying Advantage:** By partnering with a vendor, firms gain access to a product that's constantly evolving, without having to build every new feature themselves.



## Build or Buy? Let the Numbers Decide



Buying accelerates launch speed by 4x compared to internal development.

70%

70% of software projects exceed their initial budget – by an average of 27%.

12%

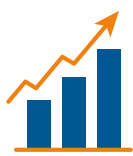
By 2028, firms adopting tech-as-a-service could see a 12% revenue boost.

64%

64% of IT leaders in financial services lack internal expertise in cybersecurity, API development and regtech.

82%

Research from Capgemini found that 82% of wealth managers rely on vendor partnerships to stay innovative and competitive.



Firms using vendor tech report 60% fewer audit exceptions.

Ready to move faster, stay compliant and free your team to focus on growth?

Schedule a Discovery Call

### Source:

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