



MINDING COSTS, AEGON USA PUTS SOME ASSETS ON PORTVUE

CEDAR Rapids, Iowa-based Aegon USA Investment Management Inc. has selected Security APL Inc.'s Portvue service to support some \$500 million in individual client portfolios. Aegon USA Investment's move to Portvue marks the end of a ten-year incumbency for Advent Software Inc., whose Axys system had most recently supported the individual client accounts. The individual client portfolios represent a small subset of the total \$25 billion in assets which Aegon USA Investment manages; the bulk of those assets are held for its parent, insurer Aegon USA Inc., and are accounted for on a proprietary mainframe-based system. These assets won't be transferred to Security APL.

The fact that its individual client accounts represent such a small piece of its total business significantly influenced the firm's decision to take such a conservative approach to replacing that group's system. Among other things, the firm sought to limit both the financial and tech-