

☆ CUSTOMER SUCCESS STORY

A Financial Advisory Firm Cuts Reporting Time by 60% with AI

A mid-sized financial advisory firm partnered with GSDC AI Consulting to embed intelligent automation across client reporting, compliance workflows, and lead management — enabling a lean team to deliver enterprise-grade advisory services at scale.

38

Staff Impacted

10

Weeks Timeline

60%

Report Time Reduced

35%

Pipeline Growth

Financial advisory firms serving SMEs and high-net-worth individuals typically operate with lean teams managing investment planning, tax advisory, and compliance reporting — relying heavily on manual, spreadsheet-driven workflows that struggle to scale with growing client demand and regulatory complexity. This case study details how one such firm transformed its operations in just 10 weeks.

The Challenge & Program Profile

Program Profile

AI Focus

Workflow Automation &
Compliance AI

Industry

Financial Advisory Services

Region

North America

Audience

Advisors, Ops & Management

Engagement

10 Weeks

The Core Problem

Advisory teams in financial firms spend over 60% of billable hours on repetitive tasks — generating client reports, cross-checking compliance data, and manually following up on leads. With increasing client volumes and tightening regulatory requirements, firms need to modernize operations without overhauling existing systems or expanding their tech headcount.

The cost of inaction is significant: advisors lose productive hours to administrative overhead, compliance gaps expose firms to regulatory risk, and slow lead follow-up erodes pipeline momentum. The challenge was not a lack of ambition — it was a lack of the right framework to act.

Manual Overload

Spreadsheet-driven reporting consuming advisor capacity daily

Compliance Risk

Manual cross-checks creating gaps in regulatory coverage

Scaling Bottleneck

Growing client volumes straining lean team structures

Low Lead Conversion

Delayed follow-up and unscored leads limiting pipeline growth

Consulting Approach

GSDC designed a phased AI integration roadmap tailored for lean financial services teams — identifying the highest-friction workflows first, then deploying targeted AI solutions with minimal disruption to ongoing client operations. Every recommendation was grounded in a scored ROI framework, ensuring the firm invested effort where it mattered most.

→ AI Readiness Audit

Comprehensive assessment across operations, compliance, and client management to establish baseline capabilities and data infrastructure quality.

→ Use Case Prioritisation

Each identified opportunity scored by projected ROI and implementation effort — surfacing client reporting, compliance monitoring, and lead scoring as the top three priorities.

→ Automated Report Generation

Structured data pipelines built to auto-generate client reports, eliminating hours of manual data assembly and formatting each week.

→ Compliance AI & CRM Enrichment

AI-assisted compliance checklist with real-time flagging, plus CRM enrichment and predictive lead scoring to accelerate pipeline conversion.

→ Training & Handover

Role-specific staff training with full SOPs and video walkthroughs, ensuring complete team self-sufficiency beyond the engagement.

Implementation Plan

The 10-week engagement followed a structured, milestone-driven approach — delivering working solutions at each phase rather than a single end-of-project release. Bi-weekly demos and client sign-off gates ensured alignment throughout.

- 1 — Week 1–2: Discovery & AI Readiness Audit**

Assessed workflows, data infrastructure, and team capabilities across 5 dimensions. Delivered a scored readiness report with prioritised recommendations for immediate action.
- 2 — Week 3: Use Case Identification & Business Case**

Ran structured workshops to surface the top 3 AI use cases — client reporting, compliance monitoring, and lead scoring — with projected ROI modelled for each initiative.
- 3 — Week 4–7: Solution Build & Integration**

Built and deployed AI models integrated into the firm's existing CRM and reporting tools. Bi-weekly demos and formal client sign-off at each milestone ensured zero surprises.
- 4 — Week 6–8: Compliance AI Module**

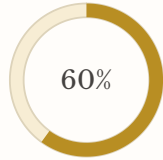
Deployed an AI-assisted flagging system cross-referencing client portfolios against regulatory requirements in real time, reducing manual compliance review burden significantly.
- 5 — Week 9–10: Staff Training & Handover**

Delivered role-specific training for advisors, operations staff, and management. Full SOPs and video walkthroughs provided for complete long-term self-sufficiency.
- 6 — Week 10: Outcome Review & Governance Setup**

Reviewed performance metrics, compliance audit results, and pipeline data. Established a governance framework for ongoing AI output quality and continuous improvement.

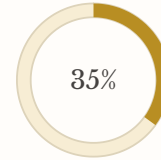
Outcomes & Results

The engagement enabled the firm to reclaim hundreds of advisor hours per month, reduce compliance errors, and accelerate their client acquisition pipeline — all without expanding their core team. Within 10 weeks, measurable improvements were visible across every targeted workflow.



Report Time Reduced

Client report generation time cut in half, freeing advisors for high-value client work



Pipeline Growth

Lead scoring and CRM enrichment accelerated conversion across the acquisition funnel

"GSDC didn't come in with a generic AI pitch. They mapped our actual friction points and built solutions that fit the way we work. Our advisors now spend their time advising — not copy-pasting data into reports."

Director of Operations | Financial Advisory Firm | North America

Reclaimed Advisor Capacity

Hundreds of billable hours returned to client-facing advisory work each month, directly improving service quality and client satisfaction scores across the firm.

Reduced Compliance Exposure

Real-time AI flagging eliminated manual cross-check gaps, providing continuous regulatory coverage and reducing the risk of costly compliance oversights.

Accelerated Lead Pipeline

Predictive lead scoring and automated CRM enrichment enabled faster, better-targeted outreach — growing the qualified pipeline by 35% within the engagement window.

✔ **Ready to replicate these results?** Talk to the GSDC team to design a similar AI consulting engagement tailored to your firm's workflows and business goals. Visit www.gsdCouncil.org/ai-consulting-services