



**PRESS RELEASE – August 15, 2023**

## FLX Networks Launches Preferred Access Program Delivering Reduced Fees and Minimums to Advisors and Wealth Managers

Program simultaneously delivers unique product and exclusive value to advisors, while building asset manager momentum.

BERNARDSVILLE, NJ, August 15, 2023 – [FLX Networks](#) today announced a new program designed to further its mission of modernizing and simplifying the engagement experience at the intersection of asset managers, wealth management firms, and financial advisors: The FLX Preferred Access Program.

The program’s objective is to compel advisors to consider differentiated, often lesser-known investment ideas with exclusively reduced fees and minimums via FLX, thus creating momentum for asset managers to gain mindshare and meet the minimum AUM thresholds of larger institutions.

The FLX Preferred Access Program launched with two asset management firms. [QSV Equity Investors](#), an asset manager tightly focused on small and mid-cap equity research and investments, will offer its Mid Cap Strategy, Small Cap Strategy, and Select Strategy within the new Preferred Access framework. [Siegel Asset Management Partners](#) will provide access to its Infrastructure Income Strategy that seeks to provide sustainable income and growth with capital preservation.

“The FLX Preferred Access program gives lesser-known or available investment strategies powerful incentives and urgency to cut through the clutter – benefiting both managers who get their product out there and advisors who deliver new and differentiated investment ideas to their clients,” said Brian Moran, FLX Founder and CEO. “With wealth management platforms reducing the number of investment strategies available, and advisors increasingly having less

time to evaluate new product ideas, we wanted to offer a single commercially attractive access point for tomorrow's innovators."

In addition to reduced fees and lower minimums, FLX will execute a promotional plan on behalf of participating asset managers across its platform reaching its membership of home office professionals and financial advisors. Promotional elements will include lead generation emails with product-specific follow-up, social media posts, and a fixed presence within the FLX Solutions Exchange for members to explore.

"Launching a new investment firm is challenging, regardless of the previous track record of the investment team," noted Dave Mertens, Partner of QSV. "Differentiating our products on price as well as people, process and performance can help us connect with clients with whom QSV can partner for the long term."

"The energy sector is rapidly transitioning to a decarbonized future and FLX's network provides us with an effective platform to reach the investors that will power this new energy future," said Yves C. Siegel, CFA, founder of Siegel Asset Management Partners, and Principal and a sub-advisor to ELCO Management Company, LLC.

#### About [FLX Networks](#)

FLX Networks revolutionizes engagement for asset and wealth management firms and financial advisors. FLX community members access thought leadership, investment ideas, business resources, and industry connectivity in one centralized destination, delivering productivity, savings, and growth.

#### About [QSV Equity Investors](#)

QSV Equity Investors is an employee-owned asset management firm that invests alongside its clients in high conviction portfolios of quality small and mid-capitalization businesses. Based in Naperville, Illinois, QSV was founded by Jeff Kautz and Randy Hughes, investment professionals who previously held senior roles at JanusHenderson subsidiary Perkins Investment Management and have invested together for 25 years.

#### About [Siegel Asset Management Partners](#)

Siegel Asset Management (SAM) Partners employs a long-term value driven approach to investing in the energy sector as it transitions toward a decarbonized future. Established in 2020, we are a registered value-based investment advisory firm for high net worth individuals and institutional investors. With a bottom up/top down-research and ESG-driven philosophy, the firm invests in a concentrated portfolio of high-quality midstream energy companies/Master Limited Partnerships (MLPs), utilities, renewable energy companies, and special situations. SAM Partners is also a sub-advisor to ELCO Management Company, LLC, a multi-strategy investment firm.

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