SS&C | MineralWare®

Rethinking Competitive Advantage in Mineral Management

How industry changes are redefining the traditional differentiators for mineral management firms.

While all industries experience tech-driven disruption, mineral managers encounter especially rapid change as the Great Wealth Transfer shifts customers to a new generation. Low barriers to entry further intensify competition, challenging incumbents across their traditional differentiators.

- **Performance:** Providing superior mineral asset value maximization
- **Options:** Bundling mineral management into broader wealth or advisory services
- **Price:** Offering the lowest cost or flat-fee models
- **Service:** Delivering exceptional trust, transparency, and responsiveness

New customers, technologies, and competitors are turning once-exceptional offerings into industry standards. Maintaining a competitive edge requires long-term vision and decisive action now.

SS&C MineralWare provides the infrastructure firms need to sustain and strengthen the strategies that define success.

MineralWare®

As ownership becomes more distributed, the profile and expectations of future mineral owners will differ significantly from the past.

Wealth is Transferring, Ownership Fragmentation is Accelerating

An estimated $124 trillion will change hands by 2048, marking the largest intergenerational wealth transfer in history.[1] The shift introduces three new pressures:

More Divided Ownership
Mineral interest fragmentation is accelerating across generations and shifting into complex legal structures and trusts.

Higher Expectations
Inheritors bring their own tech-enabled wealth management solutions, requiring higher levels of transparency, real-time access, and rapid information flow.

Value Realignment
Splitting assets decreases individual income slices, causing new owners to question the value or necessity of traditional professional help.

At the same time, generative AI is moving quickly from experimentation to scaled deployment across industries, becoming part of core operations rather than confined to isolated workflows.[2] As these capabilities become more broadly accessible, experiences once unique to leading firms are now commonplace.

As a result, mineral owners now compare interactions, access, and responsiveness to the digital experiences they receive elsewhere.

Mineral management firms now require infrastructure that enables their strategies to succeed in a fundamentally different environment.

The Same Strategies. A Different Standard.

These demographic and technological shifts are intensifying pressure on all traditional competitive strategies.

Performance

As data and analytics tools become more accessible, performance becomes easier to replicate and harder to differentiate.

Options

As AI makes data more portable and systems more interoperable, bundled services and systems will face heightened competition.

Price

Technology-driven efficiency is lowering the cost of service delivery, increasing downward pressure on pricing models across the industry.

Service

Client expectations are shifting toward real-time access, transparency, and responsiveness, redefining what clients consider *exceptional* service.

Many mineral management firms still use systems and workflows designed for simpler and less connected environments. As the next generation introduces new complexity and rising expectations, firms must evolve to manage intricate data, ownership structures, and client demands.

Operational Infrastructure for Execution at Scale

SS&C MineralWare streamlines management and delivers seamless client experiences. Purpose-built for mineral and royalty management, MineralWare integrates flexible data management, configurable workflows, and reporting to support the evolving needs of mineral managers and owners.

Whether firms focus on performance, options, price, or service, MineralWare helps operationalize these strategies efficiently and at scale.

MineralWare helps firms strengthen the strategies that already define success.

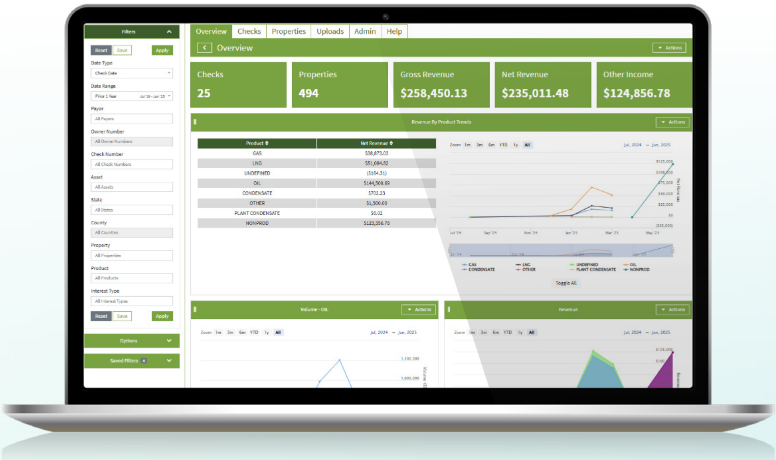
Stronger owner engagement and scalable visibility into performance.

Performance

As ownership shifts to a new generation and analytics become more accessible, firms must consistently demonstrate their ability to maximize asset returns with greater transparency and fluency.

MineralWare's highly customizable owner access and permission controls help firms build strong owner relationships. Managers can provide visibility into asset performance, historical activity, and reporting through configurable client experiences tailored to each individual.

In addition to offering one of the broadest operational toolsets for mineral and royalty management, MineralWare serves as a flexible platform for integrating leading industry products and services. Through these strategic partnerships, firms can adopt emerging technologies and analytic capabilities without increasing operational complexity.



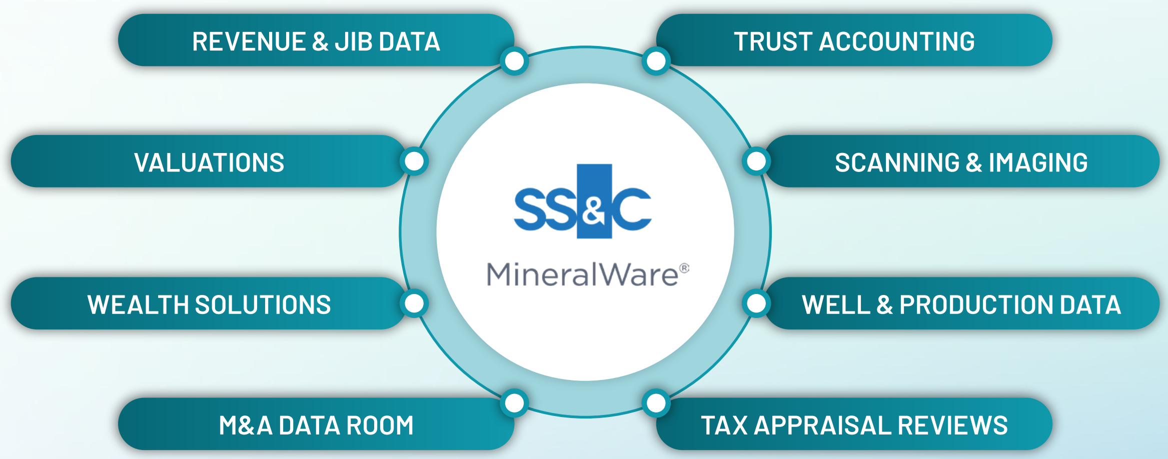
Greater interoperability and flexibility across client ecosystems.

Options

New owners also bring their own financial, legal, and tax relationships, so firms must operate more flexibly within interconnected client environments.

As part of SS&C's broader suite of wealth, trust, and investment technologies, MineralWare integrates with a wide range of operational environments. Instead of requiring clients to use closed systems, MineralWare enables managers to work with preferred external platforms, data providers, and advisory relationships.

Firms can support evolving client preferences while maintaining consistent reporting, operations, and data management workflows.



Greater operational efficiency and cost management.

Price

As technology reduces operational costs and new entrants increase pricing pressure, firms must improve efficiency while maintaining stability.

MineralWare leverages its scale and industry relationships to help firms access competitive pricing for critical operational services, including revenue statement data, joint interest billing, valuations, and analytical data services. Firms can operate cost-efficiently while maintaining stable, predictable pricing.

MineralWare is positioned to engage early with emerging vendors, helping clients benefit from preferred access and favorable commercial terms as new solutions enter the market.

Modernized client experiences that preserve relationship quality.

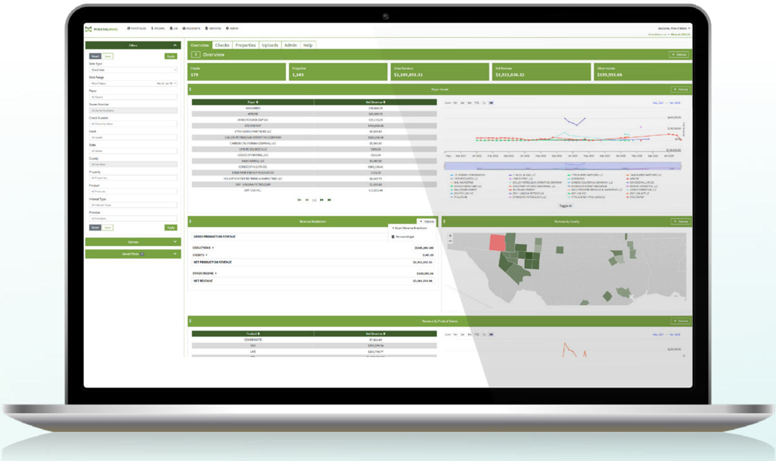
Service

As client expectations shift toward greater transparency and faster communication, firms must deliver high-touch experiences.

MineralWare enables firms to tailor the client experience through:

- Real-time access
- Configurable reporting
- API integrations
- Automated notifications
- Alerts
- Flexible data delivery options
- Auto-emailed reports

Firms can maintain the trust and responsiveness that define exceptional service while meeting client expectations for accessibility, speed, and visibility.



From Strategy to Execution

Performance, options, price, and service remain the foundation of competition in mineral management, but the delivery environment has fundamentally changed.

As ownership grows more complex, expectations rise and technology-driven information access accelerates, thereby making a competitive advantage depend on how well firms can scale their strategies.

MineralWare provides the operational infrastructure firms need to adapt by streamlining workflows, increasing transparency, and supporting client engagement.

The gap between strategy and execution is where firms will win or lose. MineralWare helps close that gap.

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For More Information

To learn how SS&C MineralWare can support your unique business needs, call (817) 735-8195 or email info@sscmineralware.com.

sscmineralware.com

Sources:

1. The Cerulli Report—U.S. High-Net-Worth and Ultra-High-Net-Worth Markets 2024, Cerulli Associates (2024)

2. 2026 Digital Transformation & Next-Gen Technology Study, Broadridge Financial Solutions, Inc. (2026)

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