

CASE STUDY

PRIVATE EQUITY & INFRASTRUCTURE



VERTICALLY INTEGRATED CLIENT SOLUTION

Vertical integration model helps leading global asset managers improve risk management and focus internal teams on core business.

Our Client

A leading multi-asset manager with assets around the world in private equity infrastructure, real estate, debt, and capital markets.

Initial Challenges

Over 15 years ago, most service providers were only capable of providing clients with narrow sets of services within single geographic locations. This resulted in the client having to work with multiple providers in each location. Logistically, this forced the client to develop an entire internal team dedicated to managing the workflow of all the different administrators.

Our Solution

Ten years into the client's relationship, several key members of their finance team joined Alter Domus. This allowed their corporate services to be delivered by a team composed of familiar people.

Once fully integrated, we worked together to further develop our fund services to better suit their needs, resulting in them receiving all of their fund and corporate services for all of their European locations from a single provider.

Roadblocks

Once the client's issues in Europe were solved, they needed support in a jurisdiction where we hadn't yet built a presence. As such, we established ourselves in Australia through a lift-out of local teams on the ground, further streamlining the client's global operations.

Results

Over time, the client sought to further streamline their services and providers and as such, we began delivering transfer pricing, depositary, liquidation, consolidation, transfer agency, and investor relations services for them as well. Later, we began providing these services not only for their private equity infrastructure division, but for their real estate and debt and capital markets divisions as well.

The natural evolution of this strategic partnership involved both horizontal and vertical integration. We now have entire teams dedicated solely to providing our range of services to this client around the world, allowing them access to contacts they've come to know and trust. Their leverage of our vertical integration model has resulted in increased cost efficiency, improved risk management and, most importantly, the ability to focus their internal teams on their own value-add work.

AT A GLANCE

Company Profile

Multi-asset manager with global assets in private equity infrastructure, real estate, debt and capital markets

Challenges

Fragmented services and service providers around the world

Solution

Full integration of services in multiple locations

Results

Cost efficiency, improved risk management and allocation of internal teams to value-added work

KEY CONTACTS

Tom Gandolfo

Head of Sales, North America

+1 917 336 9735

Tom.Gandolfo@cortlandglobal.com

Patrick McCullagh

Head of Sales, EMEA

+44 2076 454 821

Patrick.McCullagh@alterDomus.com

Alexander Traub

Regional Executive Asia Pacific

+65 6930 6802

Alexander.Traub@alterDomus.com