

# Key Client Partnerships

## The challenge

As GPs expand into new jurisdictions, asset classes, and strategies, they face mounting complexity and operational hurdles; human capital pressures, rapid technological evolution, increased regulatory scrutiny, operational inefficiencies and heightened investor demands. Relying on in-house functions or having to use multiple administration partners is failing to keep pace with manager needs, expectations and ambitions.

## Our approach

We start by reviewing your objectives and current state across people, processes, data and technology. Ultimately we assess how a strategic partnership can give you the ability to exclusively focus on the growth-driving areas of your business.

This could involve full outsourcing, co-sourcing or a lift out - regardless, we create an operating model that fits your specific requirements, leveraging our expertise, years of experience and breadth of service offering to help you scale at speed.

## Key features

### First-class client experience:

We provide a dedicated team, along with a Global Executive Board sponsor, undertaking both annual strategy meetings and quarterly reviews

### Exclusive arrangements:

We handle conversion of all funds and assume hiring of new staff as a fund launches and middle/back office activity increases across asset classes

### Collaborative co-sourcing:

We deliver collaborative and tailored solutions, sharing accountability to optimize operational outcomes working within client systems

### Seamless lift-outs:

We ensure the seamless integration of client processes or teams into our operational framework and systems

### Targeted outsourcing:

We identify clear areas where outsourcing will provide leverage drawing on our proven processes, data and technology solutions

Best-in-breed data and analytics: We leverage client, third party and our own data to provide a single source of truth, delivered via industry-leading portals across any and all channels

## Why Alter Domus?

**Unwavering focus on private markets** – Private Equity | Private Debt | Real Assets

**Holistic service offering** – Fund Administration | Debt Capital Markets | Corporate | Depositary | Third Party AIFM

**Trusted by the best** – \$3.5tn in AuA | 85% of top managers | 6,000+ specialists Continuous investment in the business – People | Technology | Products | Services Market-leading technology – Platforms | Data and Analytics | Applications | AI

**Best-in-class engagement** – +44 client NPS score | +7.7 colleague engagement



What next? To see what a strategic partnership with Alter Domus could do for your business, contact:  
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