

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

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

Collaborative co-sourcing:

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

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 – \$2.7tn in AuA | 90% of top managers | 5,500 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: kenny.king@alterdomus.com