CANOE
Canoe Intelligence

VENDOR INFO	
Year Founded	2017
Headcount Total	55
Parent Company	N/A
Affiliated Companies	Nasdaq
Funding Status	VC-Backed
Headquarters Address	80 Broad Street 5th Floor New York, NY 10004 United States
Website	Click Here
ILPA – Full Profile	Click Here to View

Product Overview

Portfolio Monitoring – Private Capital	N	**Fund Due Diligence Analytics**	N
Portfolio Monitoring – Multi-Asset Class	N	**Due Diligence Questionnaire Engine**	N
Portfolio Monitoring – ESG	N	**Waterfall Distribution / Fee Engine**	N
Back Office/Fund Accounting	N	**Research Management System**	N
Data Extraction Technology	Y	**Contact Management**	N
Market Data	N		

Differentiation Statement

Canoe Intelligence reimagines alternative investment data processes for hundreds of leading institutional investors, capital allocators, asset servicing firms and wealth managers. By combining industry expertise with sophisticated machine-learning data capture technologies, Canoe automates the highly-frustrating, time-consuming, and costly manual workflows related to alternative investment document and data management, extraction and delivery. With Canoe, clients leverage the collective intelligence of our uniquely broad and growing client base to refocus capital and human resources on business performance and growth, increase efficiency, and gain deeper access to their data. Canoe's strategic investors include Nasdaq, which is the parent company of eVestment and Solovis.

Product Customization Options

Canoe offers a system-agnostic approach to managing alternative investment reporting workflows. Canoe ingests documents from all sources including emails and investor portals. Once alternative investment data is extracted from documents, the data can be fed into relevant reporting or accounting systems in a flat file format or via API. Canoe offers an open API for this purpose and has developed compatible extracts with dozens of downstream reporting and accounting providers. Canoe enables clients to execute reporting workflows at scale across the middle and back office with its document inventory reporting capabilities. Canoe automatically identifies when documents are received, missing or late so that all parties involved can take the necessary actions to ensure reporting is accurate, timely, complete and reliable.

Product Cost Structure

Canoe offers an annual licensing fee driven by total volume of unique commitments and subscriptions (line items) with tiering thresholds at certain volumes. As the volume of line items increases, the effective unit costs decrease. The license fee is also impacted by the number of investor portal connections desired. In addition to the annual license fee, there is a one-time onboarding fee that covers hands-on implementation, training and platform configuration. For an optional annual service fee, Canoe can function as an extension of a clients' back and middle office. Canoe does limit the number of users, data points or historical data. All of this is included in the annual rate quoted.

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Product Implementation – Typical Timeline and Support Structure
Canoe's implementation time varies based on the volume and complexity of each client. On average, a client with 1,000 commitments will typically take approximately 60 to 90 days from beginning to end. Canoe's shared intelligence framework aids in expediting the implementation process. New clients can benefit from the learning and training established across all current clients and a growing fund master database of more than 10,000 funds (as of June 2021). With this, Canoe manages and executes the bulk of the onboarding for clients to ensure a successful implementation. We are flexible in our approach and optimize the implementation process so that clients can derive value from Canoe as quickly as possible.

Integration and API Functionality
Canoe has an open API framework and can integrate with the reporting and analytics systems clients are already using.

Managed Data Services Overview
For an optional annual service fee, Canoe can function as an extension of a clients' back and middle office.

Client Overview

Client Support Approach and Availability
Canoe provides global support coverage and assigns a dedicated account team to each client relationship. This dedicated account team includes a primary relationship manager, a team of client success associates, and an onboarding team to drive implementation. Clients have access to a separate support desk as well.

Year First Client	2018
Number of LP Clients	100
Number of GP Clients	N/A

Client Training
Canoe's dedicated account team provides training throughout the course of the client engagement. During the onboarding process, users are provided expert training sessions to ensure comfort in using the platform. Thereafter, Canoe's account team provides ongoing training sessions for new hires and related to new product releases. Canoe provides product collateral and release notes, as well as a learning center within our product for users to access in parallel to their account team.

Sample Clients
Wetherby Asset Management; Align Impact, LLC; Johnson Financial Group; Provenio Capital; Ohana Advisors; Hamilton Lane; Prime Buchholz.

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