COLMORE

# Colmore

| VENDOR INFO | |
|---|---|
| **Year Founded** | 2017 |
| **Headcount Total** | 152 |
| **Parent Company** | N/A |
| **Affiliated Companies** | N/A |
| **Funding Status** | Independent – No External Ownership |
| **Headquarters Address** | 1920 McKinney Ave. Dallas, TX 75201 United States |
| **Website** | Click Here |
| **ILPA – Full Profile** | Click Here to View |

## Product Overview

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

### Differentiation Statement

We used to be a team at a private markets limited partner. We know how important extracting and analyzing the data is – no technology solution is going to solve bad data. And we know that if you're going to outsource the collection and interpretation of your private asset data, you need confidence in who's doing it. Trust us to manage the collection and extraction of your invested fund and portfolio company information. Our team of former LPs manages your data, so that we can deliver you real time portfolio monitoring and analytics through our technology, HELIOS, giving you greater clarity and control over your investments. Our Services: (1) FAIR, our Fee Tracking and Validation Service, is a simpler, more cost-effective way to get greater confidence in your underlying fund charges. (2) HELIOS, our proprietary Portfolio Monitoring Platform, delivers real-time drill-through on your private asset portfolios. See your entire portfolio at every level, from the invested funds to the underlying portfolio companies. Tech that was built by LPs, for LPs.

### Product Customization Options

Colmore is in a different part of its company lifecycle than many of our competitors. We are more flexible and willing to work with our clients to develop custom technology and reporting solutions. Of course, clients can benefit from our core platform, which provides them the opportunity to get up and running with technology and service delivery. However, for clients who are not looking for a one-size-fits all technology and service platform, we work with our clients to create an optimized operating model based on their needs and preference. We view this as an important distinction from our competitors.

### Product Cost Structure

Portfolio Monitoring (Data Management): Clients are charged an annual fee based on unique invested fund positions. Fee Capture & Validation (FAIR): Clients are charged an annual fee based on unique invested fund positions validated. Technology: User based license fee.

### Product Implementation – Typical Timeline and Support Structure

Colmore has a robust implementation framework, with dedicated project managers, governance structures and strong documentation regarding the project goals, assumptions, risks and dependencies. Time to Value: Clients taking our standard service offering can receive time to value in weeks. Implementation timelines are dependent also on the client availability of historical cashflow details, as we do a full historical since inception implementation of the investors specific position. Clients who require customized solutions are provided a timeline and cost estimate associated in line with the scope of work.

During onboarding and implementation, we devise an operational plan with our clients that includes the interaction required with the Fund Managers in order to receive the primary source documentation which contains the NAVs, cash flows, and underlying asset data. It is our preferred method that our clients notify their Fund Managers to add Colmore as authorized recipients in the LP-GP correspondence. This allows us to receive data and documentation directly and in a real-time manner, as well as relieving our clients of the burden of having to manage the data and document management process all together (we take that on as part of our core process).

**Integration and API Functionality**
Existing integration with SimCorp and Sanne Group.

**Managed Data Services Overview**
We provide portfolio monitoring, reporting and analytics for LPs' private asset portfolios, covering over 3,500 funds, 700+ managers and 60,000 underlying holdings. Daily, our service team extracts, analyzes and validates all invested fund and underlying holding data. As a former LP/GP, we are also able to provide qualitative and quantitative analysis on the portfolio, including portfolio commentary, variance analysis and impairment recommendations. We deliver our reporting and data through a proprietary technology platform called HELIOS. Our clients log into the platform to review and extract data on a real-time basis, which includes adjusted net asset values of their portfolio, with full look through analysis to the underlying holdings/portfolio company detail and trading values. We have pioneered a fee validation solution, called "FAIR" or Fee Allocation Incentive Reporting, which allows investors to validate the management fees, partnership expenses and carried interest they pay their managers across all Private Markets asset classes. Our team models expected fees, expenses and carried interest vs. actual reported General Partner figures. Key to this service offering is the proprietary scoring matrix and reporting we have developed, which goes beyond the calculation basis, and provides recommendations on how to best approach each variance and anomaly discovered. Machine Learning: Our STRIDE platform - our new, proprietary machine learning solution automates and enhances the way we collect, extract and analyze unstructured data. Increasing our capacity and capability to deliver even more accurate reporting, even faster. A machine learning product is only as good as what it learns from. In this case, that's the data it's given as input, and the people that verify the output.

## Client Overview

**Client Support Approach and Availability**

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|---|---|
| **Year First Client** | 2017 |
| **Number of LP Clients** | 26 |
| **Number of GP Clients** | 8 |

A key feature of Colmore's Relationship Management framework is the assignment of an Operational lead to all clients, who will be an experienced member of our INSIGHT or FAIR team. Our full support model is standard for all clients, and not an additional fee, as we see our team as the extension of their team. Our typical client service models include established SLAs regarding the delivery of our portfolio monitoring (INSIGHT) managed data services and FAIR services (separated by levels of granularity) via our HELIOS platform. Our service teams include: (1) A Project Sponsor – Part of our Executive Committee and oversees all implementation efforts and ongoing services; (2) A Relationship Manager – VP-level or above, and oversees the delivery and maintenance of the client's services and SLAs; (3) Service Teams – Operational specialists assigned to cover the Client's portfolio. All clients receive full support from their operational teams also in the use of Colmore's HELIOS technology and reporting platform. The Operational Lead will be responsible for both the Operational delivery of the service in line with agreed SLAs. They are supported by the wider service and technology teams, thereby providing a high level of back up support spanning 16 hours of time zones.

**Client Training**
Clients receive dedicated training sessions on the platform as part of the initial onboarding process. Also, through our ongoing client relationship management and governance framework, clients are able to request additional training on new functionality and features that are released. This can either be 1-to-1 sessions, video courses or through the delivery of training guides. As we develop new functionality, it is for the benefit of the entire client base. Hence ongoing training is an important part of our release cycle, as new features are constantly being deployed for clients with additional functionality. This is at no additional costs to clients.

**Sample Clients**
BBVA Asset Management; Altamar Capital Partners; Capital Dynamics Intermediate Capital Group; New Mexico State Investment Council; California State Teachers' Retirement System (CalSTRS); Washington State Investment Board

### Contacts

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