

# Seamless integration of the offshore team in the portfolio monitoring process

~400 companies' financial models and CMRs managed

Freeing up >85% of bandwidth for the onshore

100% accuracy with par-level TATs

## CLIENT CHALLENGES

- » The client, a strategic credit fund of a leading US-based global PE firm, approached Acuity Knowledge Partners to explore the possibility of offshore assistance in its portfolio monitoring process
- » The fund had recently acquired a couple of lending platforms from a leading asset management company, thereby increasing the number of portfolio companies significantly
- » The other challenge was in the processing and transitioning of data pertaining to the acquired portfolio companies, and using a proprietary monitoring tool - Black Mountain
- » The acquisitions resulted in a sudden surge in portfolio monitoring workflow for the onshore team

## OUR APPROACH

- » Acuity Knowledge Partners set up a three-member offshore team for the client
- » The Acuity Knowledge Partners team took end-to-end ownership of the analysis process, which included
  - » Preparing and updating detailed financial models of portfolio companies
  - » Analyzing capital structures and carrying out covenant testing
  - » Uploading the excel templates on Black Mountain (Everest tool) and generating CMR reports for investor review
- » We leveraged their research capabilities and experience in working with the Black Mountain tool, thereby minimizing the time taken to transition the process
- » To further expedite the transition and reduce work in the pipeline, an additional three-member support team was also set up

## IMPACT DELIVERED

- » The offshore team not only achieved a 100% accuracy rate, but was also able to match the onshore team's turn around time
- » It standardized the processes and templates to deliver efficiency gains and effective work-flow management
- » The team's cloud-based data management ensured the highest levels of data security, along with seamless work flow across the onshore-offshore teams
- » It created an integrated structure with maximum visibility for the onshore team
- » The team's process resulted in the freeing up of over 85% of monitoring-related bandwidth for the onshore team

### About Acuity Knowledge Partners

Acuity Knowledge Partners, formerly part of Moody's Corporation, is a leading provider of bespoke research, analytics, staffing and technology solutions to the financial services sector. Headquartered in London, Acuity Knowledge Partners has nearly two decades of transformation experience in servicing over 300 clients with a specialist workforce of over 2,500 analysts and delivery experts across its global delivery network.

We provide our clients with unique assistance not only to innovate, implement transformation programmes and increase operational efficiency, but also to manage costs and improve their top lines. These services are supported by our proprietary suite of Business Excellence and Automation Tools (BEAT) that offer domain-specific contextual technology.

Acuity Knowledge Partners is assisted by Equistone Partners Europe, a leading private equity organisation that backs specialist growth businesses and management teams.