

CASE STUDY **Edinburgh Partners**

Maintaining high quality Client Servicing at Edinburgh Partners through **Reporting as a Service®**

Edinburgh Partners select Reporting as a Service® to replace their legacy reporting system; initially providing “like-for-like” reports whilst delivering enhanced flexibility, scalability and a future-proof model. Scenario:

- Hard delivery deadlines
- Flexible, scalable solution
- Future-proof model
- Re-use existing data extracts

An immovable business deadline required a focused project and an easy-to-implement reporting solution.

Edinburgh Partners is an independent-minded fund management company which specialises in equity investment. They pride themselves on the depth and quality of their client reporting and service. Their incumbent reporting solution provider announced that they were withdrawing their system which led Edinburgh Partners to seek an alternative.

Edinburgh Partners have produced monthly and quarterly investment reports and fund factsheets for their clients for many years utilising a third-party reporting solution. In mid-2018 the service provider announced that the reporting service was to be withdrawn. Therefore, Edinburgh Partners needed to identify and implement a new reporting solution within a 9-month time frame.

Edinburgh Partners engaged with a leading investment management consultancy, in order to identify solutions and prepare a short list of potential suppliers.

The external consultants worked closely with an internal Edinburgh Partners project team made up of business and IT staff to evaluate and define the complex reporting requirements. In order to streamline the project, Edinburgh Partners wanted the new provider to re-use the existing data extracts from their core systems.

The Edinburgh Partners business and project team wanted like-for-like reports from the new reporting system in order to insulate their clients from any disruption or confusion.

They wished to identify and implement an alternative reporting solution to produce and deliver monthly and quarterly client report packs and monthly fund factsheets for Edinburgh Partners' clients with an immovable deadline.

Edinburgh Partners' goal was to replicate the report content whilst maintaining their production cycle and despatch time frames. However, there was an overarching deadline that had to be met. The project team developed a rigorous evaluation methodology which resulted in several high-level criteria and proven implementation time frames which successful candidates had to satisfy.

Decision Making

Following the successful sales presentation and a detailed demonstration of Reporting as a Service, Opus Nebula was short-listed as a potential supplier. Opus Nebula were then invited to participate in a Proof-of-Concept and real-time demonstration. Edinburgh Partners provided a number

of pages from their investment reports with the required images and data, and Opus Nebula were asked to produce matching pages from their Reporting as a Service solution. Not only did Opus Nebula produce the matching pages, the data files were dynamically linked so that any changes to the data could be immediately reviewed within the report output.

Edinburgh Partners' decision-making process incorporated strong elements of governance and due diligence. The firm's executive, client servicing teams, technical and functional teams were all actively involved. The business users and project team played a pivotal role in determining the best solution and one that had to be delivered within the required deadline. Due to a powerful presentation and demonstration, and an attractive licensing model, Opus Nebula was selected and the contracts duly signed in the second half of November 2018.

Getting Started

The first fund factsheets were produced by the Reporting as a Service® solution for 31st December 2018 month-end – just 6 weeks later. Edinburgh Partners' preparation and detailed documentation combined with Opus Nebula's sophisticated data ingestion engines facilitated rapid configuration and solution delivery in areas such as the data import process and for the layout and design of the output reports. Additionally, Edinburgh Partners required a highly flexible reporting "pick list" to allow users to select which report sections were to be displayed within specific client reports. This was delivered and is fully automated, allowing the users to control this process themselves. Due to the flexibility of the solution these were simple configurations and quickly delivered by Opus Nebula as part of the core solution.

Each client report contains full details of the client's portfolio, split into specific sections within an overall report pack. The reports contain all the information required by their clients including manager commentary, tables and graphs that clearly represent elements including;

performance, portfolio allocations, individual holdings, objectives and highly visual charts and images that combine to fully personalise and inform the clients. The fund factsheets are highly informative and content-rich, and all the reports are automatically electronically distributed as soon as they are approved by the reporting team.

A very close working relationship developed between the Edinburgh Partners business and project team and the Opus Nebula delivery team; with regular formal meetings as well as ad hoc calls and meetings to ensure fast and accurate delivery.

Edinburgh Partners are so impressed with the Reporting as a Service® solution that they are already looking to extend the scope of reports produced by the solution.

Jonathan Mundy, Head of Projects, notes that: “The Reporting as a Service solution provides a speed of set-up that is simply not possible with more traditional models, and the out-of-the-box solution includes everything needed to manage and produce a comprehensive client report.”

“Additionally,” says Mundy, “there have been other unforeseen benefits of the Opus Nebula solution. Having the entire end-to-end reporting process managed and controlled by a set of user friendly dashboards provides a level of control and oversight that would be difficult to achieve any other way, and because all the completed reports and their audit trail are securely stored and available in the document library, this provides a one-stop shop for the Edinburgh Partners teams.”

EDINBURGH PARTNERS

NAME	Edinburgh Partners Ltd
AUM	£6.6bn*
HEADQUARTERS	Melville Street, Edinburgh, UK
FOUNDED	2003
WEBSITE	www.edinburghpartners.com

*AUM as at 29.03.19. As of 1 May 2018, Edinburgh, Partners became a wholly-owned subsidiary of Franklin Templeton.

Summary

Jonathan Mundy sums up:

“Being able to improve the processes by which we produce and control our reporting output, and to reduce our operational costs at the same time, presents us with a truly winning situation. Edinburgh Partners are able to continue to provide bespoke and personalised reporting to our clients, utilising systems and processes that are insensitive to volume and future-proofed. As there is nothing to install within the Edinburgh Partners technical infrastructure and user access is via a web browser, access to the entire reporting solution was very quick to achieve.”



“Opus Nebula’s Reporting as a Service® solution allows us to simply and effectively produce reports for our clients. The set up was quick, cost effective and straight-forward.”

Ken Fraser, Client Relations Partner, Edinburgh Partners

Reporting as a Service® – the Opus Nebula solution

We believe that investment firms should have access to the very best client reporting solution available to provide complete, accurate, timely and tailored reporting to their clients. The solution should be flexible, scalable, cost effective, resilient and above all priced and delivered in a way that firms of all sizes can use.

Opus Nebula's Reporting as a Service® solution provides a complete end-to-end and pre-built client reporting solution to wealth and asset management firms, family offices and hedge funds. The cloud-based solution enables firms of all sizes including smaller and medium sized investment firms to provide world-class reporting to their clients in an efficient and affordable basis.

The Reporting as a Service solution integrates easily with golden data sources and simple user dashboards control the report preparation, production and publication processes.

All completed reports and their full audit trail are automatically stored in the document library for future reference.



For more details and enquiries

Please email enquiries@opus-nebula.com

Or visit our website www.opus-nebula.com

