



Alternative Fund Accounting Solutions

Leadership – Relationships – Delivery

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INTRODUCTION

About us

- Established in 2017 to provide truly **client-led** change services to financial services industry
- Our leadership team are **recognised** industry experts and have **extensive buy-side and consultancy experience, both regionally and globally**
- We are supported by an **Advisory Board** of recognised industry experts with over a century of Financial Services expertise
- Providing **support and advice** predominantly to **Asset Servicers, Investment Managers, Wealth Managers, Insurance Companies and Life and Pension organisations**
- Offices in **London, Dublin, Mumbai, Bangalore, Luxembourg, Singapore and Tokyo**
- Extremely **competitive and transparent** pricing structure

Why are we doing this?

- We are doing this because we believe that this is a space that needs urgent assistance to ensure that you move in the right direction to keep in step with the ever changing and demanding market. We know and recognise that resourcing in this space, both permanent and interim, is extremely limited and competitive.
- We will provide oversight, control, direction and expertise to help you in this mission, but most importantly, will work with you to ensure that you are able to achieve your goals and enable you to get where you need to be
- We will provide you with the best, most cost effective, value added assistance and direction that is available. We will provide more than standard recruitment agencies. We will look after you, partner you, support you and care about you

RESOURCING – ALTERNATIVE FUND ACCOUNTING SOLUTIONS

Have you ever suffered from the following challenges?

- Project implementation overrunning or not being completed as planned
- Platform implementation challenges e.g. technical issues and making people work in a different way
- Continuous tight deadlines and turnaround of work
- Short term accounting resource issues
- Resource & knowledge restraints in relation to the annual audit of financial statements
- Increase in client requests and expectations
- Coverage of work for new client take-on
- Large turnover of staff
- Significant staff overtime or increased stress related and other absences
- Build up of untaken holiday due to nCOVID-19
- Remote working impacts (team not working efficiently or together)
- Knowledge & data gaps
- Lack of centralised reporting updates



RESOURCING – ALTERNATIVE FUND ACCOUNTING SOLUTIONS

Speak to us about how we can provide you with the following assistance to overcome these issues

- Change & solution management, making the philosophy of the business work, change in culture, processes, improve efficiencies
- Tailoring results to the clients needs
- Interim management & supervision of teams, mentoring individuals to help them recognise their full potential
- Day to day fund accounting including account preparation and timely distribution to clients
- Partnering with you to improve client relationship management
- Provide accountants to ensure the timely completion of the audited financial statements
- Experienced professionals to lead projects to ensure they are implemented on time and to your specification
- Systems & Platforms implementation e.g. Investran, Yardi, e-front, Multifonds, GFAS, etc.
- Short term, flexible crisis management
- Fixed term contracts (CDD Lux) or “Statement of Work” driven contracts, we will oversee pay and taxation requirements (IR35 UK)
- We can develop a partnership with you to ensure issues are resolved to your satisfaction
- A neutral perspective on everything

Our approach to recruitment solutions is based on partnership, through understanding our clients’ culture, needs and values we find the right people to match



WHY ARE WE GOOD AT THIS?



CommSol Alternative Fund Accounting Solutions are **experts in delivering results**, whether it be complex or simple or requiring a single individual or a large team



Our people have **decades of relevant experience** of working **within** this industry and will provide **immediate impact**



We really **understand the challenges that you face** because we have seen it all through first hand experience, from resourcing through inefficiencies and project delivery



We understand how important it is to **really get to know our clients** and how their businesses operate strategically and work on a day-to-day basis



We provide fully vetted **individuals with extensive knowledge** in permanent and fixed term contracts focusing on completing the tasks rather than “filling a seat”



We ensure that our solutions are **tailored specifically to your business** requirements – one size doesn’t necessarily fit all!



We deploy **effective and flexible propositions** that suit your requirements

CASE STUDY'S



Case Study 1

- Global Fund Provider
- This global fund provider brought on a large number of high priority clients, but were left with a staff shortfall to cover the increased workload before they could launch a substantial transformation program. We provided:
 - 1 Fund Controller
 - 3 Fund Managers
 - 6 Senior Fund Accountants
- We provided thorough initial screening of candidates to allow for an efficient one-stage interview process
- Provided full on-boarding services. We managed full payroll for contractors and assistance in permanent recruitment
- Resulted with the transformation project being completed on time and within budget

Case Study 2:

- Asset Manager
- An established Luxembourg PE firm expanding into London to launch new Funds
- We assisted with the set up the London office to supplement Luxembourg
- Evaluated and hired all Fund Service providers and put in place SLA's to ensure controls going forward
- We designed and created the full internal Fund Accounting systems ranging from shadow accounting to trading to client reporting
- Wrote & implemented departmental and operational processes & procedures
- Managed Fund & PE Operations department across 2 countries

CASE STUDY'S



Case Study 3

- Global Fund Administrator
- This company was going through a large scale change process but due to staff resource issues and lack of knowledge, required a director level candidate to control this and in parallel manage the business unit
- Managed the implementation of various new systems across the Business Unit
- Supported staff & systems and the on-boarding of offshore Centre of Excellence
- Recognised areas of inefficiency and repaired them
- Oversight of business unit to ensure best in practice working conditions were implemented
- Collaborated with Head of department to publish new operating procedures

Case Study 4

- Global Financial Services Client
- We provided a team to carry out conversion from an in-house accounting platform to Investran for 3 large Fund-of-Fund client groups due to an acquisition. We provided:
 - 1 Lead Business Analyst
 - 1 Investran SME
 - 2 Migration Consultant
- This was a SoW driven project, with CommSol managing end-to-end delivery
- Designed and completed the Business Requirements Documentation, Future State Design, detailed process mapping, Go-live plan and User Acceptance Testing
- Built the Investran environment and reporting requirements to allow transition of data and the full migration of clients

OUR TEAM



MICHAEL TURRALL

UK, IRELAND & LUXEMBOURG

Michael has over 20 years of experience working in the financial services sector. An accomplished Chartered Management Accountant with a broad experience of working within private equity, hedge funds, fund administration and alternative investment management. Michael has worked for starts ups as well as for multibillion dollar international banks.

He has a strong track record of initiating change, reorganisation and applying processes and controls into various workplaces, as well as an in-depth understanding of all processes from fund launch to fund liquidation. A successful manager with a proven track record of reducing costs, optimising efficiencies, improving third party relationships and ensuring deliverables are met.

A results driven track record, experienced in leading teams and ensuring projects reach completion, he is able to bring individuals, teams and departments together to work towards a common cause.



MATT HUDD

UK, IRELAND & LUXEMBOURG

Matthew has been working in the Recruitment Industry for the last 7 years, starting in the Public Sector before moving into Technology and Financial Services.

One thing that has been constant throughout Matthew's career is his work partnering with clients to deliver Project lead engagements, through both staff augmentation and Statements of Work.

Matthew has taken this experience into CommSol Solutions, leading as Head of Recruitment and Resourcing, where he now supports the delivery of projects compliantly, effectively and efficiently from a resource perspective.

OUR TEAM



STEVE CLIFFORD

UK, IRELAND, LUXEMBOURG, INDIA & TOKYO

Steve has been working in the financial services industry for over 30 years. His most recent role was Managing Director and Global Head of Business Change for JPMorgan Investment Management and JPMorgan International Private Bank.

He is a dynamic, versatile & commercially-led Senior Business Leader & Change Manager with diverse experience across financial services, corporate, investment and international business environments. Steve is known for delivering transformational leadership through effective collaboration & partnership, engaging with stakeholders at C-level / Board & 3rd parties, delivering 'fit for purpose' operations and business change.

Hugely successful at translating business requirements into tangible, realistic programme deliverables and outcomes, delivering positive change of real quality & value, helping businesses meet commercial goals with an excellent track record in designing and executing effective business strategies, vision and roadmaps.



ROBERT LIEBL

LUXEMBOURG

Robert has joined CommSol in 2019 to provide support in Strategy and Execution. Robert has been working in the financial services industry for 20 years. Before joining CommSol he was most recently Interim Senior Product Implementation manager for a Big4 Consultancy firm and prior to that Senior Change manager at both JPMorgan Asset Management and JPMorgan Bank. He was the global Location Strategy Programme manager for Global Fund services, focusing on Change and Execution management.

Reporting to Board level, Robert has also been involved in Vendor selections, Due diligence and a number of high-profile Regulatory change implementations from both a business as well as IT perspective.

Supporting the People, Process and Technology agenda's, Robert's key focus is in Change management, Transformation and large Programme implementations. He is Luxembourg based and brings a Global mindset, having worked in Europe, US, Asia and Australia with particular emphasis on Change and People impacts. Robert is part of the CommSol senior team and leads our Luxembourg presence.

WHY CHOOSE COMMSOL ALTERNATIVE FUND ACCOUNTING SOLUTIONS?



Our Proposition

- We are Client led rather than consultancy led, i.e. we put our clients' requirements first
- As senior industry practitioners, we understand the needs of the client and the hurdles clients have to overcome
- We understand the challenges of executing change and the importance of stakeholder management

Value for Money

- We do not have the private equity owners or Partnership models putting upward pressure on margins
- Our rates are based on being realistic for the work involved and are designed to make sense to the client

Pragmatic Solutions

- We are flexible and rapidly gain a deep understanding of client needs
- We integrate our solutions into your existing framework
- We bring tried and tested tailored solutions that are both cost and time effective

How we work with clients

- Our style is to always be collaborative and to build lasting partnerships with our clients
- Stakeholder management and communication is at the heart of what we do
- Integrity and respect are at the heart of everything we do

Helping you achieve real, impactful and positive change for you and your Clients



LEADERSHIP – RELATIONSHIPS – DELIVERY

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