



## Access Capital Partners - Business Case



### About Access Capital Partners

Access Capital Partner is the first independent funds of funds management company in France. With offices in Paris, Brussels, Munich and London, it is the manager and advisor of European Private Equity funds of funds. Access aims to deliver superior returns to its investors through investments in multiple growth sectors across Europe. Access constitutes carefully balanced portfolios of European Private Equity funds targeting mature companies seeking expansion capital and/or buy-out opportunities. With assets of Euro 2.7 billion under management, Access is a leading independent European fund of funds manager.

### Why was eFront the perfect match?

After the failure of a software solution and an In-House tool, ACP was looking for another solution. The reasons were the following:

- ACP wanted to secure and save its current and historical data. In a field such as private equity, where information is of the utmost importance, data reliability and safety must be at the centre of our organisation. Only an integrated tool centralized around a single database can guarantee this.
- The solution had to be able to adapt to the growing activity of the company and its strong growth dynamic including the launch of the funds of funds management activity for bank networks.
- ACP also wanted more accurate analyzing tools and its several reporting formats to be optimized.
- ACP needed a reporting tool that is flexible, rich and easy to use in order to handle complex information and to add a real value to its investors, especially when it comes to analyzing the data presented in reportings

### Selection process :

ACP first analyzed the reasons for the failure of the previously acquired system, that was never really implemented: lack of flexibility and difficulty to fit to ACP's specific needs. Then ACP analyzed the main products available on the American and British markets. ACP then drafted a document summarizing the needs of all the users, since the tool was supposed to manage the Front-Middle and Back office. Some eFront clients were questioned and a price comparative study was led.

### Selection criteria :

After making sure FrontInvest was able to provide productivity gains and data securization, 3 main points were decisive:

- The flexibility of FrontInvest, the methodology during the existing data migration process. That was an important point in the decision making process, since ACP's data were structured in increasingly complex Excel files, and they had to be all transferred to the new system.
- The quality of the offer made by eFront in terms of licence price and previously set project price.
- The proximity with FrontInvest teams.

### On the field

The methodology for project management used by eFront was judged by ACP as positive: all the people involved in the process knew where ACP is going, what each one has to do and how to do it. The project was well structured without being too rigid and communication was possible in this environment.