



IMTC

INVESTMENT
MANAGEMENT
TECHNOLOGY
CORPORATION

LMCG
INVESTMENTS

Case Study: LMCG Investments

Client Profile:

Fixed Income Assets Under Management	\$867mm AUM
# of Accounts	856
Fixed Income Desk Personnel	2
Approx. Number of Trades (Annual)	~1,000-1,500

IMTC Deployment:

IMTC Client Type	Premium Client
Legacy System Replaced	BondEdge
Implementation Timeframe	3-6 months
Integrations Implemented	APX
IMTC Platform Users	2

Challenge: Time-Consuming SMA Portfolio Management

LMCG Investments is an asset manager that primarily manages SMAs for their core bond and muni bond strategies. With only two fixed income managers and over 700 accounts, they struggled with efficiency and capacity issues. While previously relying heavily on BondEdge for over a decade, the system had limitations in terms of flexibility, speed, and the ability to handle the growing volume of accounts. Most significantly, the two fixed income managers needed to work on one account at a time and lacked visibility into the accounts that needed attention, particularly around upcoming cash flows. Many of their processes were manual and took multiple days to make necessary portfolio changes.

Solution: Efficient and Proactive Management of Fixed Income Accounts

The asset management firm decided to transition to IMTC because they were drawn to its portfolio management capabilities, particularly the Optimizer, which was a major step ahead of other systems they evaluated. The firm also liked the cloud-based format and the speed and efficiency the platform offered for managing a large number of portfolios.

The team found the following tools to be key selling points: Scenarios, Optimizer, Compliance, Targets, and Dashboard Filtering. IMTC uses those the most frequently in order to:

- Identify accounts with future cash flows and high cash amounts using screening functionality.
- Decide how to invest excess cash across accounts in 20 minutes, down from 1-2 days.
- Execute switch trades or liquidate positions across 50-100 accounts in under a day.
- Consider individual notes or customizations for each account.
- Use a sandbox to mockup potential trades and assess the impact on accounts, pre-trade.

Results: Ability to Scale Growth of Accounts and AUM

LMCG's adoption of IMTC has significantly improved their portfolio management efficiency and ability to manage accounts more proactively. The ability to optimize trades, work on multiple portfolios simultaneously, and invest cash faster allows them to allocate more time to research, trading, and idea generation. The firm's transition from a legacy system to IMTC's platform has provided them with the tools and flexibility to handle current demands and future growth, ensuring scalability for their operations while maintaining a high level of efficiency.

As a next step, LMCG is looking to build out platform connectivity with their trading platform and incorporate live inventory streams into the Optimizer.

Key outcomes include:

- Confidently accommodate the growing volume of accounts
- Identify accounts with cash and decide how to reinvest 92% faster
- Experienced time-to-value in 6-8 weeks
- Reduce technology costs