

# Case Study: Asset Manager

## Challenge: Modernize Technology to Minimize Trade Errors

This asset manager came to IMTC looking for a new fixed income solution following an executive-level directive to overhaul and modernize their tech stack. This corporate initiative came after a series of trade errors that impacted their cost center and had the potential to affect reputation. Some of the key issues they experienced were overspending cash in portfolios, cash drag (as other accounts remained uninvested for months), and periodic violations of client compliance guidelines. Therefore, when searching for a new technology solution, this firm prioritized increasing visibility into accounts and improved compliance management.

## Solution: Integrated Investment Management

This client evaluated several different investment management systems and chose IMTC for our ability to manage unique client guidelines at scale. The ability to minimize errors and deliver enhanced insights across accounts was critical to their decision-making. They were confident IMTC was the right solution as it would streamline their fixed income investment process and allow them to deliver better outcomes for their clients.

### IMTC is helping the client:

- Determine the optimal allocation of live bond offerings across each account simultaneously.
- Manage complex investment guidelines with our compliance module that embeds the rules into every investment decision across the platform.
- Assess the pre- and post-trade impact of potential investment ideas on key portfolio metrics and compliance rules.

## Results: Mitigating Risk as Firm Grows

After implementation, the team is now able to get a holistic look at their clients' fixed income allocations, quickly identify accounts that need attention, and optimize trades across sleeves and strategies. They are set up to easily handle substantial new account and asset growth from mergers and client expansion, all while minimizing the risk of errors.

The next step is to integrate live inventory from key brokers for increased market liquidity. This will enable PMs to source bond offerings more effectively in the portfolio construction process.

### Key outcomes:

- Increased AUM by 16% in year 1
- Increased # of accounts by 10%
- Increased trading volume by 30%
- Reduced overall operating costs by \$625,000
- Repurposed 1 junior team member



### CLIENT PROFILE

Fixed Income Assets Under Management	\$8bn AUM
# of Accounts	1,875
Fixed Income Desk Personnel	8
Approx. Number of Trades (Annual)	~8,000

### IMTC DEPLOYMENT

IMTC Client Type	Enterprise Client
Legacy System Replaced	InvestorTools + Excel
Implementation Timeframe	7 months
Integrations Implemented	Clearwater, Yield Book, and Salesforce
IMTC Platform Users	10