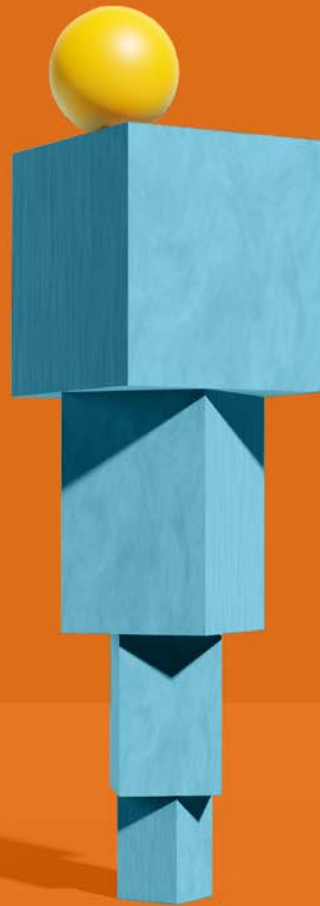


EXPERT INSIGHTS:

Bryan Astheimer
Head of SEI's Investment Managers business, EMEA



Stability and expertise: Find your ideal tech and operations partner.



Outsourcing investment services requires a strategic partner you can trust, but trust doesn't mean taking a leap of faith.

Choosing a partner for middle- and back-office functions should not be based on hope, but rather on an evaluation of their ability to deliver a scalable, long-term business relationship.

With over 55 years of experience, including nearly 30 years in Europe, SEI has over \$1.5 trillion in alternative assets under administration in our Investment Managers business, which services private equity, private credit, venture capital, hedge, real estate, and infrastructure funds. ^{1,2}

Four questions to ask

Drawing on our depth of experience, we have identified key questions asset managers should consider when selecting an outsourced service provider:

- 1** Are they stable?
- 2** Do they have the necessary expertise?
- 3** Is their location close and accessible to align with your business needs?
- 4** What do existing clients say about them?

1 Stability as the foundation

A reliable partner will demonstrate stability on several fronts:

- First, financial stability is critical. Choose a provider with a solid balance sheet and operational history.
- Second, stability in staffing is important. Long-tenured employees signal an experienced culture.
- Third, a stable platform is essential. Many service providers grow quickly through mergers, resulting in fragmented systems rather than a cohesive platform. In contrast, we have developed a stable, integrated platform over 55 years, focusing on organic growth and tailored solutions to enhance client experiences.

2 Expertise to match your ambition

Outsourcing allows you to focus on front-office functions, but your middle and back offices are also vital to success. Effective outsourcing requires a level of expertise equal to what you'd expect from an in-house team. As businesses expand and explore new asset classes, they need service partners who can handle added complexity. Contrary to popular belief, outsourcing isn't just about replicating your current setup affordably. It's about adding long-term value and aligning services with growth objectives.

3 Access and proximity

Choosing the right service location is complex. Efficient placement of functions globally is valuable, but you don't want a provider who places low cost ahead of quality. Although digital connectivity reduces the impact of geographical distance, face-to-face interactions remain important for clear communication and understanding. SEI's approach includes global hubs in the US, Ireland, the UK, and Luxembourg to ensure client proximity and meaningful interactions with operational teams integrated into client relationships, providing direct, expert support.

4 Seek independent reviews

Nothing builds confidence like independent feedback. While providers may offer you prepared client statements, reaching out independently to existing clients offers authentic insights. A reputable provider will welcome this approach, understanding that independent references are the best way to stand out in a competitive field. When researching, ask about the specific services relevant to your needs. Many asset managers mistakenly look for one-stop shops. However, it's crucial to find a provider with targeted expertise that can also recommend third parties as needed. This ensures your partnership is focused on delivering optimal solutions without overpromising.

Choose with confidence

Outsourcing middle- and back-office functions is a major decision, whether you aim to scale up or handle greater complexity. By carefully assessing potential partners on stability, expertise, accessibility, and verified client satisfaction, you can confidently choose a partner who supports your growth and success.



Bryan Astheimer
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For over 24 years, Bryan has helped clients deploy their capital more intelligently through innovative outsourcing solutions. In addition to leading the Investment Managers business in EMEA, his experience in the fund services industry includes extensive work with private equity and hedge managers.



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Sources

¹ “Fund Administrator League Tables: Global Funds and AuA, Reporting Period Apr 2023-Apr 2024,” Convergence, April 2024.

² Alternatives assets under administration represent committed capital and net asset value.

Important information

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