

# Investment Management Firm with High Degree of Complexity Uses Exari Contracts Hub for Financial Services™ to Gain Complete Control Over Contractual Terms

## Introduction:

This world-leading investment management firm has a significant number of separately managed accounts and client agreements with detailed side letters, resulting in very high levels of complexity and risk. Outside counsel was employed in an attempt to manage exposure and obligations, costing the firm millions of dollars while not adequately mitigating the risk. The firm turned to Exari to help solve such a high level of complexity. An inquiry that would have cost upwards of \$500k in legal fees is answered within minutes.

## Challenges:

The firm struggled with obligation tracking, compliance and information management. They offered a customized approach to customers, as well as separately managed accounts and highly-negotiated side letter. This created a high degree of contracting complexity that led to compliance difficulties and clouded insight into rights and obligations across their contract portfolio. The firm struggled to understand if promises made to clients were reflected in the agreements they traded on their behalf. Furthermore, the firm suffered in negotiations without the leverage of confident references to past agreements. In time-sensitive situations, their inability to track obligations meant the investment manager operated under a high risk of brand-damaging and costly compliance failures, missing recovery opportunities.

## The Exari Solution:

With Exari Contracts Hub for Financial Services™, the firm was able to upload all legacy contract data for complete visibility. This allowed them to easily view important terms contained within their side letters and highly customized separately managed agreements, resulting in instantaneously answered inquiries that spanned across their contract portfolio.

All new contracts could be automatically uploaded into the system which permitted users to track obligations, no matter the complexity level, while never missing a milestone. Granular search capabilities eliminated lengthy, error-prone and costly searches to locate information.

Exari Contracts Hub for Financial Services™ organizes, tracks, reports and analyzes all contract data. Freeing up business users time and additional resources needed to deal with strategic issues.

## ABOUT EXARI

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Exari is the market-leading Enterprise Contract Management platform for delivering 100% Contract Certainty™. Hundreds of thousands of users across 80 countries use Exari for contract creation, negotiation, contract analytics as well as for strategic sourcing. Five of the top fifteen global banks, four of the world's top insurance brokers, and numerous market-leading energy companies use Exari.

Exari is headquartered in Boston, Massachusetts with offices in Oslo and Bergen, Norway; London, UK; Munich, Germany; and Melbourne, Australia. Learn more at [www.Exari.com](http://www.Exari.com).

