



# ENTERPRISE DNA, BOUTIQUE DELIVERY

## FOR BOUTIQUE ALTERNATIVE INVESTMENT FIRMS

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### EXECUTIVE SUMMARY

ITILITI Technology Partners delivers enterprise-grade technology solutions specifically tailored for boutique alternative investment firms. Our unique approach bridges the gap between enterprise capabilities and boutique requirements, providing specialized solutions for hedge funds, private equity firms, venture capital firms, and family offices.

We combine Microsoft expertise with a deep understanding of investment workflows to transform technology from a necessary expense into a strategic advantage that enhances capital raising, investment operations, and risk management.

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### OUR UNIQUE APPROACH

#### THE ENTERPRISE-BOUTIQUE GAP

Boutique alternative investment firms face a fundamental challenge: they must satisfy the same institutional investor expectations and regulatory requirements as \$50B+ firms, but with a fraction of the resources. Caught between generic IT providers who don't understand investment workflows and enterprise providers with solutions too complex and costly, these firms need a specialized approach.

#### OUR SOLUTION

We've adapted enterprise methodologies, frameworks, and best practices from our experience implementing technology at the world's largest financial institutions and right-sized them specifically for boutique firms with under 100 employees.

Our approach delivers:

- Enterprise expertise adapted to boutique scale
  - Investment-specific technology solutions
  - Right-sized approach respecting resource constraints
  - Growth-aligned architecture that scales with AUM
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## OUR THREE-PHASE SERVICE MODEL

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### 1. SECURITY FOUNDATION

Enterprise-grade security infrastructure tailored for boutique investment firms, meeting regulatory and investor requirements.

Key Metrics:

- 100% ODD pass rate after implementation
  - 75% Reduction in security incidents
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### 2. MICROSOFT OPTIMIZATION

Strategic license management and platform utilization to reduce costs and enhance capabilities for your investment operations.

Key Metrics:

- 25-40% Reduction in Microsoft spend
  - 45% Cost reduction through proper Azure sizing
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### 3. BUSINESS TRANSFORMATION

Reimagine core investment workflows and operations for maximum efficiency and competitive advantage through specialized technology solutions.

Key Metrics:

- 40% Improvement in research efficiency
  - 3.5x Increase in deal evaluation capacity
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## CORE SERVICE OFFERINGS

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### SECURITY & COMPLIANCE

- **Security Posture Assessment:** Comprehensive evaluation of your firm's security posture against financial industry threats and regulatory requirements.
- **Operational Due Diligence Readiness:** Prepare your firm to excel in investor scrutiny with comprehensive ODD assessment and remediation.
- **Regulatory Compliance Framework:** Navigate complex regulatory requirements with Microsoft-powered compliance solutions.
- **Electronic Message Archiving:** SEC-compliant text message archiving with white-glove implementation to ensure regulatory compliance.

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### MICROSOFT OPTIMIZATION

- **Microsoft Licensing Optimization:** Strategic license management to reduce costs and enhance value from your Microsoft investments.
- **Microsoft Security Stack Optimization:** Maximize protection with the comprehensive Microsoft security ecosystem specifically tuned for alternative investment requirements.
- **Azure Cloud Optimization:** Optimize your Azure environment for cost, performance, and governance in support of investment operations.
- **Dynamics & Power Platform Optimization:** Leverage Dynamics 365 and Power Platform to streamline deal flow, investor relations, and portfolio management.

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### CXO ADVISORY SERVICES

- **Virtual CIO:** Strategic technology leadership tailored to your firm's investment strategy and growth objectives.
- **CISO as a Service:** Expert security leadership to protect sensitive investor data and meet regulatory requirements.
- **Compliance/Governance Officer:** Navigate complex regulatory requirements with expert guidance and systematic oversight.
- **CTO Advisory:** Technical expertise to optimize your investment operations and technology stack.

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### AI SOLUTIONS

- **Microsoft Copilot for Finance:** Enhance investment research, due diligence, and investor communications with AI assistance.

- **Segment-Specific AI Solutions:** Advanced AI capabilities tailored for different investment strategies.
- **AI Readiness Services:** Prepare your firm's data, infrastructure, and processes for successful AI adoption.

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## SEGMENT-SPECIFIC SOLUTIONS

### HEDGE FUNDS

**Value Proposition:** Institutional-Grade Infrastructure Without Enterprise Costs

Hedge funds need technology infrastructure that satisfies institutional investor due diligence while preserving capital for investment operations and avoiding premature fixed costs.

Key Challenges Addressed:

- Meeting institutional due diligence requirements with limited resources
- Implementing reliable trading infrastructure at appropriate scale
- Managing market data efficiently and cost-effectively
- Ensuring business continuity for critical trading operations
- Providing adequate cybersecurity for sensitive investment IP

Success Metrics:

- \$50M+ New allocations secured
- 100% ODD pass rate
- <2% Technology as % of budget

### PRIVATE EQUITY

**Value Proposition:** Secure Deal Management Environment with Enhanced Due Diligence Capabilities

Private equity firms need technology that enhances deal flow, facilitates secure collaboration with external parties, and supports thorough due diligence processes without requiring significant internal technical expertise.

Key Challenges Addressed:

- Managing secure collaboration with external parties during deals
- Organizing and analyzing large volumes of due diligence data

- Maintaining document control for sensitive transaction information
- Creating efficient reporting for investors and decision-making
- Balancing security with the need for flexible access during deals

#### Success Metrics:

- 40% Acceleration in deal cycle time
- 100% Confidentiality maintenance
- 3x Deal evaluation capacity

## VENTURE CAPITAL

**Value Proposition:** Enhanced Deal Flow Management and Relationship Intelligence

Venture capital firms need technology that enhances deal flow management, provides meaningful insights from relationship data, and supports knowledge sharing across small teams.

#### Key Challenges Addressed:

- Tracking complex networks of founders, co-investors, and portfolio companies
- Managing and prioritizing large volumes of potential investments
- Capturing and sharing insights across distributed investment teams
- Providing secure access to critical information for mobile partners
- Supporting portfolio companies with limited internal resources

#### Success Metrics:

- 35% Increase in qualified deal flow
- Enhanced follow-on funding coordination
- Improved partner mobility and productivity

## FAMILY OFFICES

**Value Proposition:** Comprehensive Wealth Intelligence with Enhanced Privacy Protection

Family offices require technology that provides holistic visibility across diverse asset types while maintaining exceptional privacy and security controls.

#### Key Challenges Addressed:

- Creating comprehensive visibility across diverse investments and personal holdings
- Protecting highly sensitive personal and financial information
- Customizing information access for family members with different needs

- Bridging personal and financial services into a cohesive environment
- Preserving critical information for multi-generational wealth management

#### Success Metrics:

- 65% Reduction in reporting effort
- 100% Prevention of sophisticated attacks
- Complete asset visibility across holdings

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### THE ITILITIT ADVANTAGE

#### Enterprise-Grade Expertise

Solutions derived from enterprise financial services experience but scaled appropriately for boutique firms.

#### Investment-Specific Focus

Every service designed specifically for alternative investment workflows and requirements.

#### Growth-Aligned Architecture

Technology that scales efficiently with your AUM without disruptive transitions.

#### White-Glove Service Model

Premium support experience aligned with the service standards of investment firms.

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### CLIENT SUCCESS STORIES

#### EMERGING HEDGE FUND SECURES INSTITUTIONAL CAPITAL

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#### CLIENT PROFILE:

- \$120M AUM Quantitative Hedge Fund
- 8-person investment team
- Targeting institutional allocations

**Challenge:** Failed multiple operational due diligence reviews due to security deficiencies. Lacked the internal expertise to implement institutional-grade security while maintaining operational efficiency.

#### Approach:

- Created a technology roadmap prioritizing investments based on investor requirements
- Implemented appropriate cloud infrastructure with trading-specific security controls
- Developed comprehensive documentation satisfying institutional due diligence requirements
- Provided trading-hour aware support with specialized expertise

#### Results:

- \$50M new institutional allocation secured
- 100% ODD pass rate after implementation
- <2% Technology expenses as percentage of budget

### HEALTHCARE-FOCUSED PE FIRM ACCELERATES DEAL PROCESS

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#### CLIENT PROFILE:

- Healthcare-focused private equity firm
- 14-person investment team
- Multiple simultaneous deals

**Challenge:** Struggling with secure document management during complex deals. Needed to conduct simultaneous due diligence on multiple acquisition targets while maintaining strict confidentiality.

#### Approach:

- Designed a secure collaboration architecture that protected sensitive information
- Implemented appropriate access controls for different stakeholder groups
- Created efficient workflows for organizing and analyzing due diligence materials
- Provided on-demand support during critical transaction phases

#### Results:

- Successfully conducted simultaneous due diligence on three acquisition targets
- Maintained strict confidentiality throughout the acquisition process
- Accelerated deal cycle time by 40% through improved information management
- Improved decision quality through better organized due diligence information

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