



## Victory Capital® Gains Control with Revport

When Victory Capital acquired Munder Capital Management Inc. in 2014, their institutional client billing quota almost doubled. Needing a way to leverage scale, trim costs and improve their level of service, Victory launched a search for a dynamic billing solution they could manage in-house. After evaluating three unique options, the asset manager chose Broadridge's Revport.

### Solution

Revport provided Victory Capital, a growing mid-level asset management firm, with an enterprise-ready solution that allowed them to maximize revenue, minimize fee leakage, and fulfill all compliance, audit and financial control standards.

“Bringing the billing back in-house promised to deliver on our goals, our growth metrics and other business priorities for the near- and long-term future,” noted Abby Hall, Assistant Controller at Victory Capital.

However, the onboarding process came with a caveat. “Due to the Munder acquisition, we had an incredibly tight implementation window,” added Hall. “Thankfully, the onsite team that Revport assigned to us were easy to work with and eager to accommodate.”

With the Revport platform successfully integrated, Victory Capital eliminated their dependency on an outside provider. They realized operational improvements and generated a significant return on investment driven by shortened billing cycles, improved cash flow and reduced operating costs.

Hall also noted that she especially appreciated having all of her company's revenue and expense data centralized. “Having real time visibility and control, we can now get answers immediately without having to rely on someone outside the

company. Being fully involved in both the inputs and the outputs of the process has improved efficiencies tremendously.”

### Broadridge point-of-view

In today's environment many firms rely on mergers and acquisitions to fuel their growth and gain access to critical assets. As a leading provider of investor communications and technology-driven solutions to the financial service industry globally, Broadridge provides growing firms with advanced, scalable and cost effective integrated solutions to help run their business.

For asset managers confronted with margin compression, regulatory and investor scrutiny, as well as growing complexity and revenue maximization, Broadridge offers Revport, the premier revenue and expense management and fee billing solution. This browser-based, enterprise-ready solution set allows firms to eliminate their dependency on legacy systems and to improve both data quality and access. It automates key business processes to provide unprecedented control and transparency through efficiency, auditability and accuracy, and enables firms to adopt global billing standards enterprise-wide.

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***“Due to the Munder acquisition, we had an incredibly tight implementation window – a few month's shorter than what they normally have – but the onsite Revport team was easy to work with, and eager to accommodate.”***

— Abby Hall, Victory Capital, Inc.

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**Broadridge®**

## Our solution

When Victory Capital chose to implement Revport as their in-house billing solution, they made it clear that time was of the essence. Depending on how a firm's data is constructed, the successful implementation of Revport can take anywhere between 6 and 12 months. However, Victory simply couldn't afford to wait that long.

Faced with a considerable challenge, the Revport team went to work the moment they were brought onboard. A project manager and business analyst were assigned to the project and tasked with gaining a start-to-finish understanding of Victory Capital's business. They expertly analyzed how Victory's data was constructed and all the sources it was coming from. They delved deeply into Victory's reporting requirements and determined exactly what extracts the asset manager would need the application to deliver.

As Jeremy Lamothe, the Revport project manager assigned to the Victory Capital account noted: "There are three key components to every implementation. First we examine how we're getting the data in. Next, we determine how the calculations should be configured. Then last, but by no means least, we identify what outputs are needed. All these components tie in to how we recommend we configure a client's book of business."

The Broadridge team was able to hit the ground running and fully optimize the entire implementation process. "The most challenging part of any implementation is the data," noted Lamothe. "Even with their previous third party engagement, Victory was primarily in control of their data. This was a contributing factor into why we were able to succeed within the tight timeframe."

"We also had a great working relationship with Abby and the Victory team," said Lamothe. "A large part of any successful implementation relates to how the client is willing to learn the application." As Lamothe recalled, the Victory Capital team were very hands on with an excellent understanding of all the deliverables they required. They also took full advantage of the available training sessions, and as a result were able to go from kickoff to go-live in just over 3 months.

## Results

Faced with an acquisition that would almost double the amount of assets under management, Victory Capital reassessed its revenue and expense management needs and selected Broadridge as a business partner to transcend the lines of financial services and technology. The asset manager converted to Revport to support its mission of long-term transformation and growth. "Right out of the box we knew it was a great solution," said Hall, who heads up Victory's billing team.

By successfully integrating the Revport platform, the multi-boutique asset manager has been able to cost-effectively consolidate data, streamline processes and accelerate cash flow.

While Victory is using Revport to manage their core billing processes, they are aware that this end-to-end solution can power sophisticated analysis and workflow tools. They understand that Revport can be used to automatically split revenue and expenses and quickly create multi-level distributions. They know that it can simplify allocations across internal companies, desks and teams. As Hall stated: "It does everything we need it to do, and we look forward to getting even more out of the system, too."

To learn more about Victory Capital, visit [www.vcm.com](http://www.vcm.com).

**For more information on this case study, please contact us at +1 800 353 0103 or email to [marketing@broadridge.com](mailto:marketing@broadridge.com)**

### About Broadridge

Broadridge Financial Solutions, Inc. (NYSE:BR) is the leading provider of investor communications and technology-driven solutions for asset managers, broker-dealers, banks, mutual funds and corporate issuers globally.

