

Integrated FOF Platform Offering FOF Solutions



"Beryl instantly created the customized portfolio we wanted right in front of our eyes. By engaging Beryl, we have been able to offer a wide range of FOF portfolios and fully meet our clients' needs."

**Client, Swiss based
Institutional Investor**



"We did not have any idea of how to create a portfolio of hedge funds. We were impressed at how quickly Beryl got back to us on manager sourcing and portfolio construction – Beryl is a true turn-key operation!"

**Client, Registered
Investment Advisor**



Beryl Fund Reports

CASE 1 Turning an FOF Around

Situation. Our client, a European based institutional investor wanted to offer market neutral FOF portfolio to its clientele. The current diversified FOF had large and frequent drawdowns and would be closed unless there was a quick turnaround within *3 months*. In order to keep the FOF client base, our client needed to eliminate drawdowns and enhance returns quickly.

Problem. It typically takes between *12 to 18 months* to construct a solid "All Weather" market neutral FOF portfolio. The investor did not possess required portfolio construction know-how and its Sourcing and Due Diligence (qualitative, quantitative and operational) capabilities were clearly inadequate. Our client was based in Europe, where the pool of available managers is small compared to the U.S., creating extra challenges. Our client realized that it needed to find an FOF consulting firm quickly, preferably New York based, that had a deep "bench" of talented managers and an extensive knowledge in setting up and running customized FOF's.

Solution. Our client listed a number of constraints, ranging from risk/return to the length of track record and AUM. We utilized Beryl's FOF Platform and our "Fund Library" as a starting point in selecting managers for FOF portfolio inclusion. The Beryl Optimizer selected managers that add the most value to the FOF after a thorough Due Diligence process. The final portfolio consisted of 15 managers representing mostly statistical arbitrage and active long-short value managers. We selected the service providers and turned over the FOF to the investor. The task was accomplished in less than three months.

Impact. Our client kept its investors thanks to the FOF Beryl created. Beryl continues to monitor the FOF and make recommendations.

CASE 2 Value-Added Reports

Situation. A U.S. based prime broker wanted to differentiate its product offering to both its manager clients as well as its investor clients. A new plan was developed that indicated a need for automated fund reporting. The new offering would make the broker's platform more attractive, enhance its image and increase the revenues and ROI of the firm.

Problem. The broker did not have an in-house technology team capable of developing complex reports. It did not have time to hire, train and maintain the technical expertise required. Time was running out due to intense competition and quick action needed to be taken in order to execute the plan. The broker needed to find a firm with fund report generation capabilities. Reports were also needed for internal meetings.

Solution. The broker provided Beryl with monthly data of hundreds of managers on its platform. In order to keep the confidentiality of the funds' names, an anonymous fund tracker was implemented. The Reports included all required statistics and charts.

Impact. The broker's capital introduction team was very happy with Beryl's "uniform" reports. Their clients were finally able to compare "apples to apples" for the funds they represented. Managers were also satisfied since they were able to generate increased response from investors. The Broker was able to execute its business plan.