Relevant

Bringing clarity to private equity.

Relevant EquityWorks for Deal Teams at Growth Equity Firms

OVERVIEW

Looking for an alternative to your legacy deal tracking system?

Relevant's solutions tame the deal management process, enabling your team to greatly reduce busy work and focus on more profitable activities such as increasing value, planning exits.

BENEFITS

Quickly Capture Due Diligence	✔ Logs deals rapidly with user-definable "Quick Entry" screens.
Fully Integrated Contact Management	✔ Integrates seamlessly with Microsoft Exchange and Outlook, enabling fast and easy sharing of contacts, reminders, and emails.
Call Center Support	✔ Tracks pre-deal activity, enabling efficient prospecting or "rolling-up" of an industry.
Streamlined Deal Flow	✔ Coordinates Deal team data into a consistent and efficient business process: associates log and filter deals, partners lend expertise and negotiate terms, and inappropriate deals can be rejected at any phase of due diligence.
Time-saving Form Letters	✔ Enables quick and easy production of frequently-used form letters such as term sheets and rejection letters.
Efficient Approval Meetings	✔ Generates deal summary and pipeline reports, providing a standard format for reviewing opportunities.
Dynamic Deal Pipeline	✔ Displays active deals and their status graphically, while forecasting upcoming cash needs.
Deliberate, Waterfall-driven Portfolio Management	✔ Provides instant visibility into portfolio holdings, and past, current and projected valuations. ✔ Demystifies waterfall obligations that need to be met before carried interest becomes available
Maximized Profits	✔ Supports exit strategies to sell off assets at their peak value.

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MODULES

CORE MODULES

Fund Administration

The Fund Administration module empowers you to model the most complex fund structures and capital accounts, enabling you to better record partnership activity and deliver informative fund correspondence. You also gain instant visibility into your funds' IRRs, waterfall obligations, and other key metrics, which helps you to better monitor fund performance.

Portfolio Management

The Portfolio Management module arms you with all the core transaction processing, reporting and analysis tools you need to more effectively manage your investments, while preparing deliberate, waterfall-driven exit strategies. You also gain instant clarity into portfolio company valuations, shareholder tables, financials and other monitoring tools.

Deal Management

The Deal Management module simplifies your entire deal management process from tracking pre-deal conversations, to collecting and processing deal flow, to holding more efficient approval meetings. Team members are freed from tedious tasks to focus on more profitable activities such as increasing value and planning timely and profitable exits.

Fund Raising & Investor Relations

The Fund Raising & Investor Relations module takes your marketing, fund raising, and investor relations activities to a new level of professionalism and efficiency. With tightly integrated investor tracking and contact management tools, you can perform proficient marketing and systematic fund raising campaigns while quickly responding to LP inquiries.

Contact Management

The Contact Management module increases your entire firm's productivity by providing a common area to store contacts, your interactions with them, and even copies of the letters and emails you've sent. You can also share contacts, reminders and email with Microsoft Outlook, so your calendar and handheld are always current.

Reporting

The Reporting module sets the gold standard for Private Equity reporting. With a library of over 100 best practices reports and dynamic formatting tools, you gain instant clarity into your internal operations and the ability to generate professional-looking quarterly reports.

With our time-saving Web-based Reporting product, you can provide LPs with 24/7 access to fund correspondence. You can also enhance your fund raising capabilities by posting PPMs and other fund due diligence to secure web folders for each prospective LP.

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ADD-IN COMPONENTS

Advanced Debt

The Advanced Debt add-in component empowers you to tailor a note for a given opportunity.

When negotiating a deal, your team can customize parameters of a debt investment and see its expected profitability and IRR. After investment, you can record principal and interest payments, and specialized fees (e.g., origination, late, termination). At any time, you can generate a debt schedule and Microsoft Word-based invoices.

Compliance

The Compliance add-in component ensures that your team is applying the latest corporate governance standards to your firm's operations. During hectic fund raising efforts, this valuable add-in component ensures your team is engaging only qualified LPs. It makes use of your attorney's own certification checklist and tracks issued PPMs. Behind the scenes, its built-in audit trail automatically records all changes made to your data.

Fund of Funds

The Fund of Funds (FoFs) add-in component models partnerships that commit to underlying funds. Typically used by FoFs and families that invest in third-party funds, this functionality is also quite popular for modeling GP Pools.

Fund Selection (for Fund of Funds/Families)

The Fund Selection add-in component simplifies the process of choosing third-party funds. It records incoming PPMs, their terms and your investment team's analysis, while displaying active opportunities in the Fund Selection Pipeline.

Mid-office Analytics

The Mid-office Analytics add-in component enables your team to instantly envision the performance of a fund in a dynamic 3-D chart.

Partner Attribution

The Partner Attribution add-in component gathers realized and unrealized value created by a fund and allocates it back to the individual professionals and teams that created it. General Partners now have an unbiased way of measuring and rewarding value attribution over 1, 3, 5 and 10-year periods.

Waterfall Obligations

The Waterfall Obligations add-in component keeps your team focused on building value and finding exits by demystifying the payoffs that need to be made before carried interest becomes available. When exiting investments, you can determine how many "chits" you can pay down under different theoretical exit prices.

OPTIONAL PRODUCTS

Accounting System Interface

The Accounting System Interface optional product integrates Relevant EquityWorks to leading, commercial-grade accounting systems enabling you to create first class financials without switching GLs. This approach allows your firm to deploy our top Private Equity system, Relevant EquityWorks, and the most appropriate general ledger.

Data Warehouse

The Data Warehouse optional product allows your Relevant EquityWorks system to post core information to a separate database for your enterprise. With this configuration, you and your colleagues will continue having rapid response times while sharing Private Equity data with executives and other lines of business.

Web-based Reporting

The Web-based Reporting optional product allows you to host secure, LP-specific folders on your web site. You gain total control over which LP representatives have access to what data, how it's shared, and when it's posted. Thus, you have complete confidence that your investors are viewing the most up-to-date information.

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