



## A technology partnership to safeguard wealth

CG Asset Management's creed is safeguarding people's wealth. The organisation revolves around this main principle with the company investing in the market with a view to long term preservation of assets, even in the event of a downturn.

CGAM is an asset manager who believes you cannot do the same things as others and expect to outperform. As a boutique managing £1.5 Billion it can't rely on a high profile brand or complex distribution arrangements, so they focus exclusively on the performance of a small range of differentiated funds.

Set up by Peter Spiller and David Brazier in 2000, Peter had already established an impressive track record of managing Capital Gearing Trust since 1982. With only one client from the outset, CGAM branched out and launched further open-ended funds, some modelled on Capital Gearing Trust, and their success has shaped the firm that exists today.

### Challenges

Until recently CGAM had been sharing the IT platform of the firm that provides CGAM its office space and relying on them for support. But with a growing business, additional assets under management as well as a potential office move on the horizon, CGAM needed an independent IT service that was better tailored to its needs.

In addition it was fast becoming apparent that as the firm grew there was a risk that its systems and controls may soon not be able to meet the demands of increasing regulatory expectations.

CGAM needed a systematic process for recording and reporting information for all its dealing and trading activities together with proper compliance records for both pre-and post-trade. That information would only really be available with OMS (order management system) software provision.

After discussions with CGAM's incumbent provider who was currently delivering a fairly homogenised IT service within the office building catering for only a sub-set of CGAM's needs, it was established that the incumbent provider was not in a position to support the delivery of an appropriate OMS software or allow access to it through its existing infrastructure.

### Highlights

- A technology platform which competes with global players when attracting institutional investment
- An all-encompassing IT service which allows CG Asset Management to focus on their core business
- A partnership with a firm which goes beyond just keeping the lights on, providing on-going advice and understanding of their business



*"Essentially I think Lanware is an experienced, professional firm that provides first class IT solutions for financially regulated companies."*

## Engaging with Lanware

CGAM chose InData's OMS software and started discussions with InData's preferred technology partner in the UK, Lanware, about a cloud service that would cover CGAM's total technology needs.

As a boutique investment firm but with significant assets under management, CGAM had the requirement for a robust and highly secure cloud platform that would be flexible enough to cater for the InData software but also stand up to scrutiny by its investors.

With a strong track record in this space and with the ability to meet FCA outsourcing regulations, Lanware was the logical choice. Lanware were able to quickly understand CGAM's compliance requirements, how Office365 wasn't appropriate for their critical functions; and could offer them a completely tailored all-encompassing service.

Richard Goody, Director of Risk and Compliance of CGAM says **"Our existing provider offered only a standard service and did not have the ability to support us in a robust way. Therefore it seemed sensible for us to have all of our IT under Lanware's umbrella as they could provide a customised solution to suit our needs as well as being the preferred IT partner of InData."**

CGAM worked with Lanware to establish the type of service offering that would be most appropriate. Unlike larger organisations who might need to host a lot of client data, CGAM's requirements were more simplistic; most of its client information is hosted on the systems of their funds' custodian and administrator and within Bloomberg.

Richard Goody explains **"Lanware provided us with a much more tailored solution that was in line with our budget for this project. They could build us a customised service that when combined with InData's software has given us scalability, allows us to expand our operation without increasing manpower and provides us with a truly mobile office environment."**

With Lanware's cloud environment delivered via a Citrix Virtual Desktop CGAM would not be fixed to any location and in the event of a

disaster situation would have the benefit of being able to readily set up elsewhere.

## Project management

Lanware initially created a live demo of a cloud environment that CGAM staff could access and test. Once this process had taken place, a go-live transition date was fixed and users were moved over to the new environment over the course of a weekend.

Richard Goody explains, **"We experienced a smooth transition into our new environment. We were told which weekend it would happen and when we came in on Monday Lanware was managing our system. We had been given log-in instructions and it all worked fine with the exception of a few teething issues which were ironed out on that first morning. It was pretty seamless."**

Richard Goody adds, **"To date we have received an exceptional level of project management from Lanware. Everything they have been involved in with the project work has all gone very well."**

The solution hosted by Lanware includes a cloud desktop environment with a suite of software – MS Office, an email platform, as well as access to Bloomberg for CGAM's dealing processes. The InData OMS to be used for trade order management and portfolio information is not yet live.

**"Once this part goes live it will enable our trade order flow; from staging our orders which flow automatically into the execution platforms within Bloomberg. These will then flow out to the brokers who respond with a confirmation, which then comes back via Bloomberg and automatically back into our OMS software."**

**"We will also have a portfolio management system which allows us to see all of the funds' current investments and cash positions from which we can run compliance and other reporting checks, perform cash forecasting and cash breakdowns. It provides us with a full back office view of the funds, their trade settlements, provides real-time compliance controls and an independent book of records separate to the funds' administrators."**

## Benefits

- **Compliance:** working exclusively with FCA-regulated clients, Lanware puts ISO data security in the spotlight giving CGAM the confidence to stay in control and in line with its compliance obligations.
- **Security:** CGAM now has a robust technology platform in place aligned to its business processes.
- **Due diligence:** CGAM's IT environment stands up to due diligence from its investors.
- **Truly mobile office environment:** CGAM staff can access emails from their mobile phones and can log in to the cloud office from home or anywhere as required.
- **Disaster recovery contingency:** in an emergency situation CGAM can convene elsewhere and still be up and running relatively quickly. **"It's good to know that it will all work fine."**
- **Confidence in IT:** Knowledge that IT is all provided by and managed by a best in class firm with a focus on financially regulated clients.
- **A robust fully audited system:** Confidence that CGAM's technology platform meets the requirements of its financial customers and that data is backed up and secure.

## Working with Lanware

Richard Goody says **"Investors in our funds take comfort that we could operate in all situations including disaster recovery situations. Our institutional and professional investors are placing their clients' money in our hands and as such they need to know that we are running a good ship; that our operational risk is streamlined and minimised, organised and we are well ordered."**

**"That is what outsourcing our technology to Lanware is all about, it allows us to get on and do what the business is intended to do; safeguarding investors' money by concentrating on what we do best – investment management. We outsource virtually everything that is non-core. IT is just another element that we don't want to worry about, we don't have the expertise and we take comfort in the fact that Lanware is managing our IT on our behalf in the best possible manner."**



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Infrastructure Provider  
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