

CHECKLIST

EVALUATING ASSET & INVESTMENT MANAGEMENT TECH VENDORS

The success of your asset & investment management solution initiatives can come down to choosing the right technology vendor. With decades of experience in the industry and working with our 650+ customers, we have compiled the following list of key questions. These answers will help you make a well-informed decision about choosing a technology partner.

- Do you have a background in commercial real estate or alternative investments?**
You want a vendor who truly understands your industry and the corresponding pain points and challenges. Without these insights, how would they be able to continue developing the product and building out features and functions that fit your needs?
- Do you have a team to assist with data migration?**
There is a lot of complex data involved, and no two spreadsheets are alike. Does the company sell you the product and leave you on your own? Or do they have a data migration and aggregation team to assist you with importing all operational and financial data and getting set up for success?
- Do you integrate with other solutions and systems?**
Data today is often created and stored in silos across the firm, and efforts to utilize this information are impeded by a lack of consistency and ease of access. Best in class solutions provide full integration for the entire asset, portfolio, and investment lifecycle and all major stakeholders.
- What does the onboarding and training process look like?**
Onboarding and training are important elements of the implementation process and critical to the success of your technology initiative. Consider whether the vendor offers ongoing training and support, if the vendor tailors training based on end user and level of experience (vs "one-size-fits-all"), and if there are resources and / or a knowledge base readily available.
- How is your system priced?**
No two customers are the same, so pricing should not be one-size-fits-all. It should be customized to meet the needs of your investment firm based on factors such as the size and complexity of your firm.



How many customers do you have?

Customer references are important when selecting technology. How many customers does the vendor have? How did their customers use the software to solve similar pain points and challenges? Are there case studies and testimonials readily available?



What are your plans for product development?

Implementing asset and investment management software is not an easy process, so you want to work with a vendor who is in it for the long-haul. Do they have a history of innovation? Do they invest in product development? Is there a transparent roadmap? Do updates come out regularly and consistently?



What methods do you use to secure data?

In investing, you process a lot of sensitive personal and investment information. With data breaches appearing in the news with increasing frequency, it's more important now than ever before to confirm that your vendor can ensure security and compliance. Consider a software such as AIM that uses banking and military level encryption, real-time backups, and a data contingency plan.



Does the product have frequent downtime?

How often is the product offline or down, whether scheduled or not? These days, instances should be few and far between. In either case, it's important to know what to expect up front.

WHAT ARE THE NEXT STEPS?

RealPage AIM (Asset and Investment Management) is a global platform for institutional investors and managers to collect, validate, consolidate, and analyze their real estate and alternative investment data. AIM provides a 360-degree view across the investment lifecycle, allowing general and limited partners to efficiently monitor investments, manage risk, and quickly identify opportunities to maximize returns.

*If you are ready to take the next step, **schedule a free demo today!***