

CASE STUDY

ATLANTIC | PACIFIC COMPANIES

4

GENERATIONS SUCCESSFULLY MANAGING
REAL ESTATE INVESTMENTS

\$500+ MILLION ASSETS UNDER MANAGEMENT

135+

PROPERTIES IN ATLANTIC | PACIFIC'S
PORTFOLIO

SITUATION

Atlantic | Pacific Companies is a fourth-generation real estate company with expertise in acquisitions, property management, development and investments. With offices in Florida, Georgia and California, the firm utilizes decades of experience and market knowledge to develop and manage a wide array of properties across the country.

Beginning in 2012, Atlantic | Pacific began managing both discretionary and separate joint venture investment vehicles for outside clients. The firm raised their first commingled fund in the middle of 2016 and soon set out to find a technology platform to serve as the foundation for the back office. Needing to implement a cost-effective solution quickly, the firm embarked on a review of possible solutions and ultimately decided on Allvue System's Rapid Deployment solution.



ATLANTIC
PACIFIC
COMPANIES

MATT SMITH

Chief Accounting Officer,
Atlantic | Pacific
Companies

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ABOUT ATLANTIC | PACIFIC COMPANIES

With over 135 properties in its portfolio and 1000+ employees, the firm offers a wide-range of Real Estate services including:

- Ground-up development, construction and rehabilitation of market-rate and affordable apartments
- Property management, including HOA and condo association administration, multifamily rentals and commercial properties
- Asset and fund management
- Property and portfolio acquisitions and redevelopment

www.apcompanies.com

SOLUTION

Atlantic | Pacific had three major criteria in their due diligence for a technology provider:

1. Speed to implementation
2. Cost
3. Knowledge of fund accounting

"We looked at a number of technology providers but the majority of them were too expensive. As a first-time fund, we needed a solution that we could set up rather quickly at a reasonable price point," says Matt Smith, Chief Accounting Officer of Atlantic | Pacific Companies.

Although speed and cost were important, the firm recognized they still wanted a solution that served their investor's needs and that could still be scalable as their fund management business grew.

With minimal legacy issues related to incumbent data and processes, it was determined that a turnkey, out-of-the-box solution was the best path forward. The firm ultimately chose Allvue and its Rapid Deployment solution encompassing its Fund Accounting, CRM and Investor Portal modules.

Despite a complex fund structure incorporating partners loans and side car agreements, Atlantic | Pacific's implementation was completed on time and within guidelines. "Allvue's deep fund accounting experience was invaluable in getting our first fund up and running. What we really appreciated was that Allvue really took the time to understand our situation and fund structure," says Smith.

BENEFITS

Atlantic | Pacific closed their second fund in 2017 and now has over \$500 million in assets under management, significantly expanding their LPs base at the same time. Having successfully deployed Allvue in mid-2016 means Atlantic | Pacific can scale their business without having to worry if their operations can keep pace.

One function that the firm has greatly benefitted from is the report writing feature in Allvue's Fund Accounting module. In addition to its suite of standard reports, the firm has been able to leverage the platform's editing and custom report writing capabilities to produce specific reports that their LPs had requested. "When we need to create something specific for our LPs, it's easy to customize a report with Allvue's report writing tool. It also gives us the ability to add our own logo and brand it specifically for us," says Smith.

ABOUT ALLVUE

Allvue offers a suite of solutions for private capital fund managers, administrators and family offices, including Fund/Corporate Accounting, CRM, Portfolio Monitoring, Business Intelligence and Investor Portals. Built within a Microsoft-based framework, these solutions are available as an integrated end-to-end suite or as independently licensed applications. Over \$2.5 trillion of assets are managed using the Allvue platform.

SCHEDULE A DEMO

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