





Bringing Data to Life

Analyzing and Interpreting Data Interplay for Investment Managers



Managing an Investment Firm in 2022



Data Map for Investment Managers



Workspace of the Future



Client Interactions

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Managing Director

State Street Alpha Platform Product Management

Formerly

Head of Data & Analytics

BNY Mellon Investment Management

Head of Relationship Mgmt – Americas

BI-SAM Technologies

Data and Performance Implementation Lead

Eagle Investment Systems

7,349

Large Cap Blend Funds in Morningstar

What starts to differentiate?

Qualitative

Investment philosophy and objectives
Investment manager / name recognition
Strong sales team
Luck

Quantitative

Strong, consistent performance results
Proven effective risk management

How to address with data

Qualitative

Benchmarks and attribution analysis
Historical analysis; scenario analysis
Client trends; Peer relative analysis

Quantitative

Assets Ahead/Behind Benchmark (rolling)
Factor attribution; MPT Time Series analysis

Client Relations

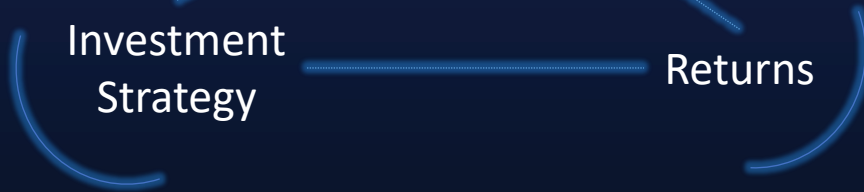


Clients



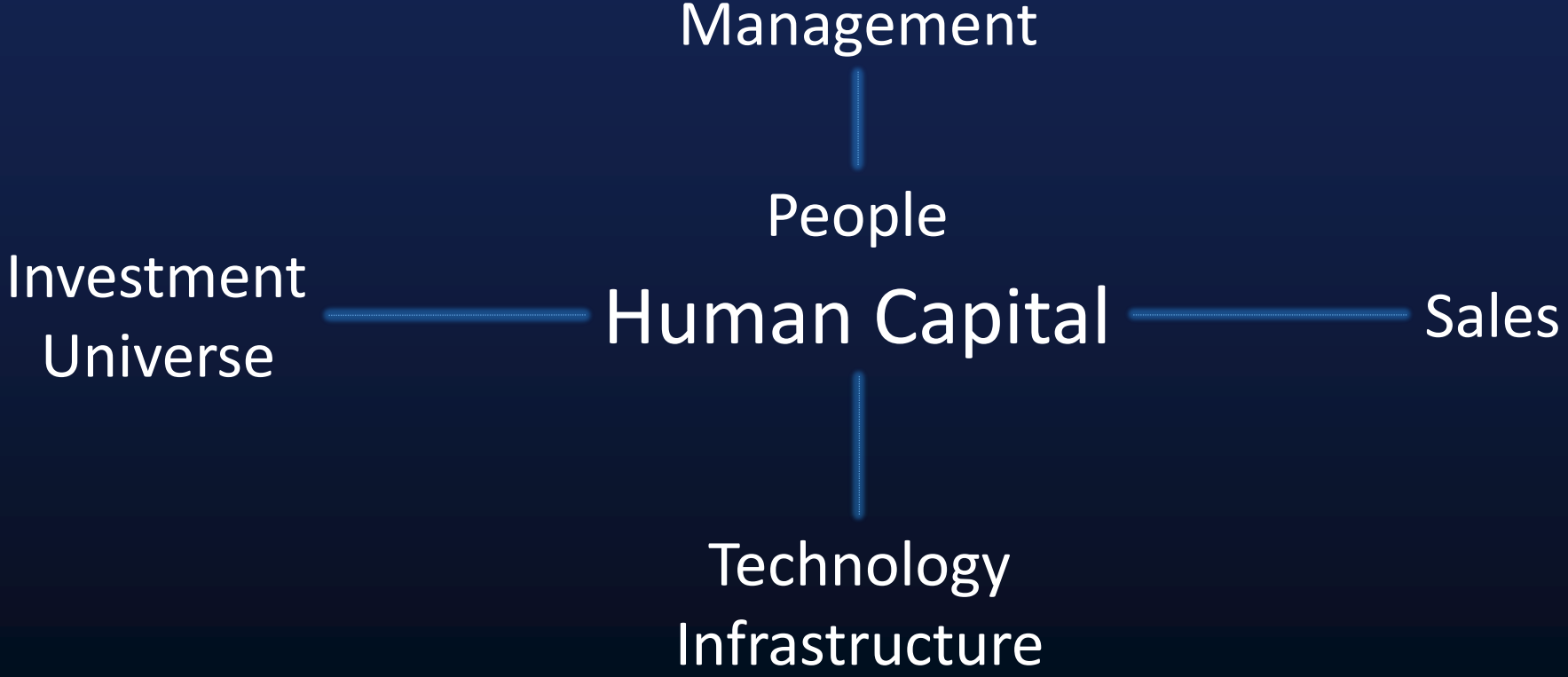
Investment
Strategy

Returns



Investment Teams

Investment Operations



Transactions

Clients

Management

People

Investment
Universe

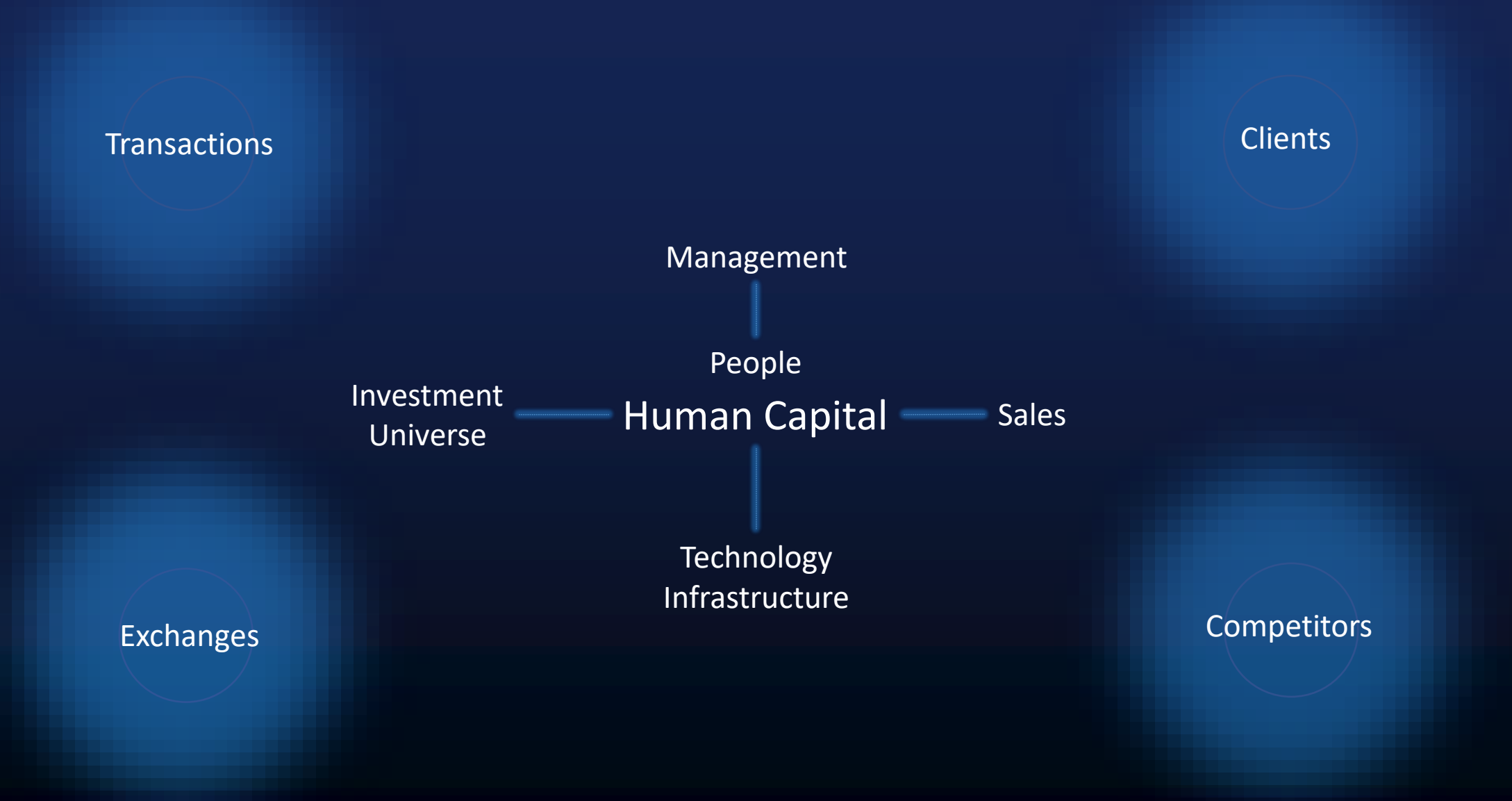
Human Capital

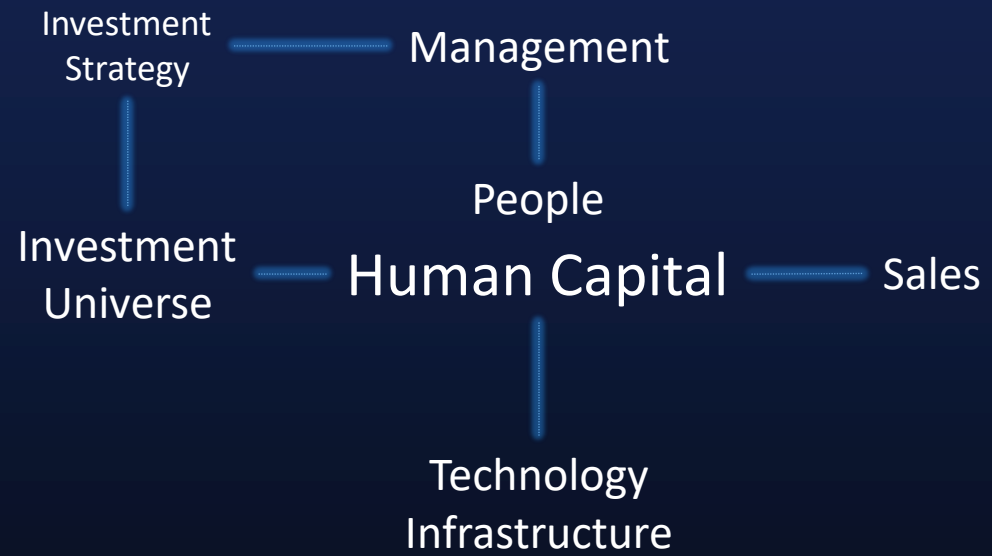
Sales

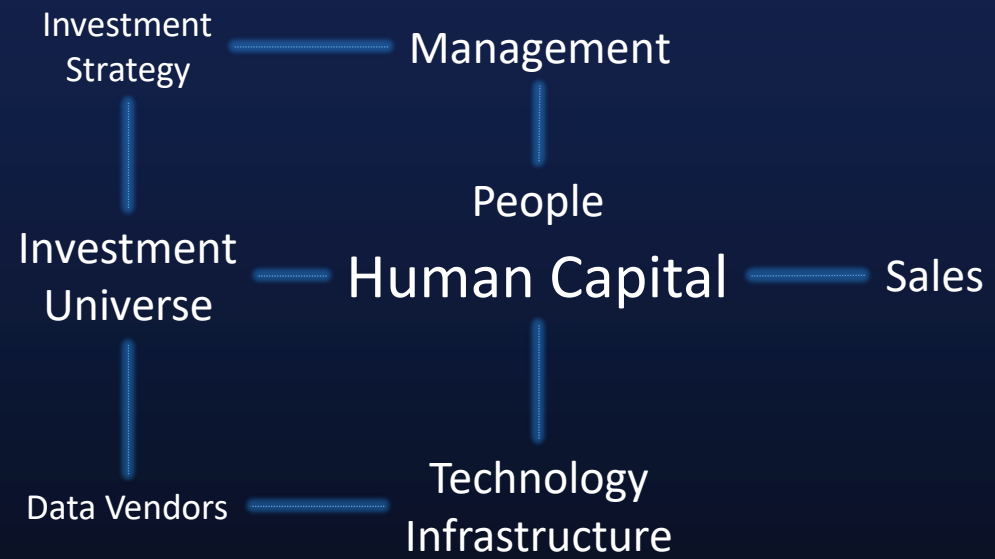
Technology
Infrastructure

Exchanges

Competitors







TCA

Trading
Strategy
Attribution

Commission
Mgmt.

Factor
Analysis

Transactions

Execution

Brokers

Exchanges

Investment
Strategy

Investment
Universe

Data Vendors

Management

People

Human Capital

Technology
Infrastructure

Sales

Benchmarks

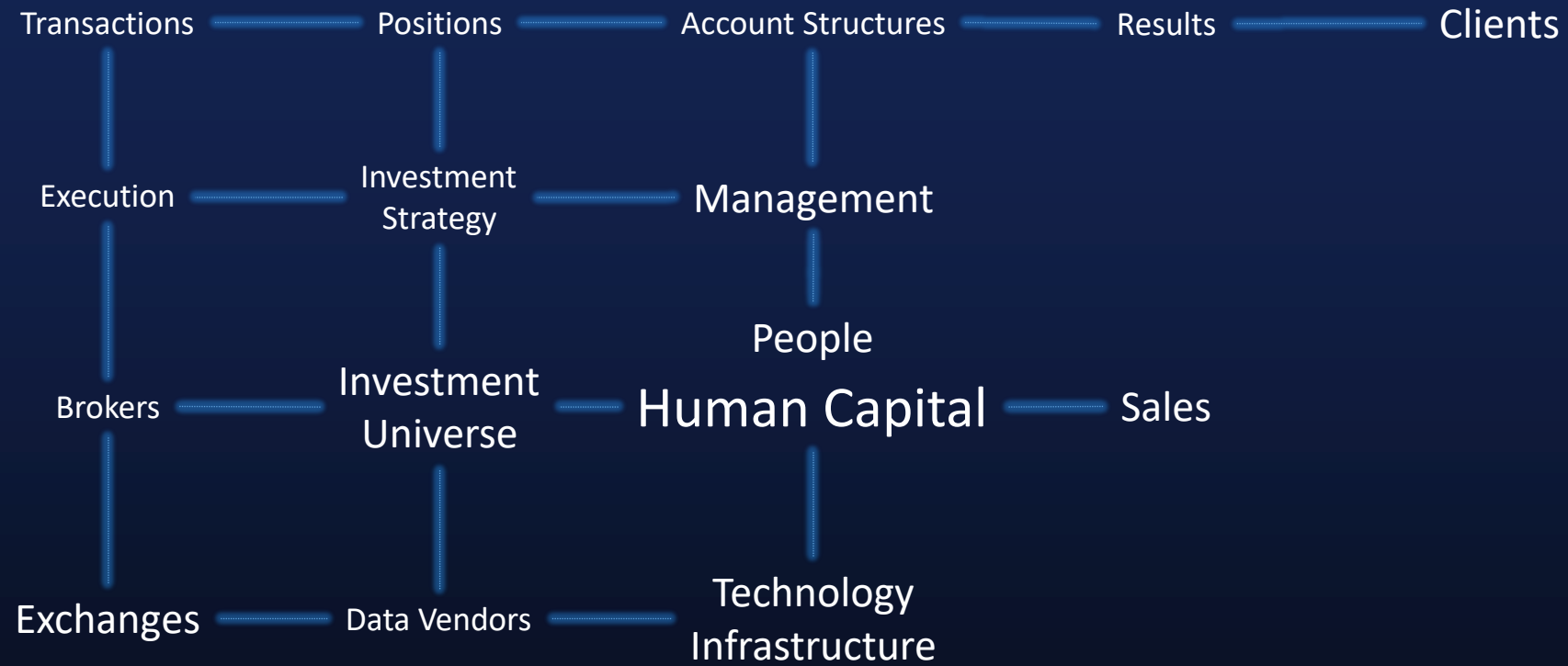
ESG

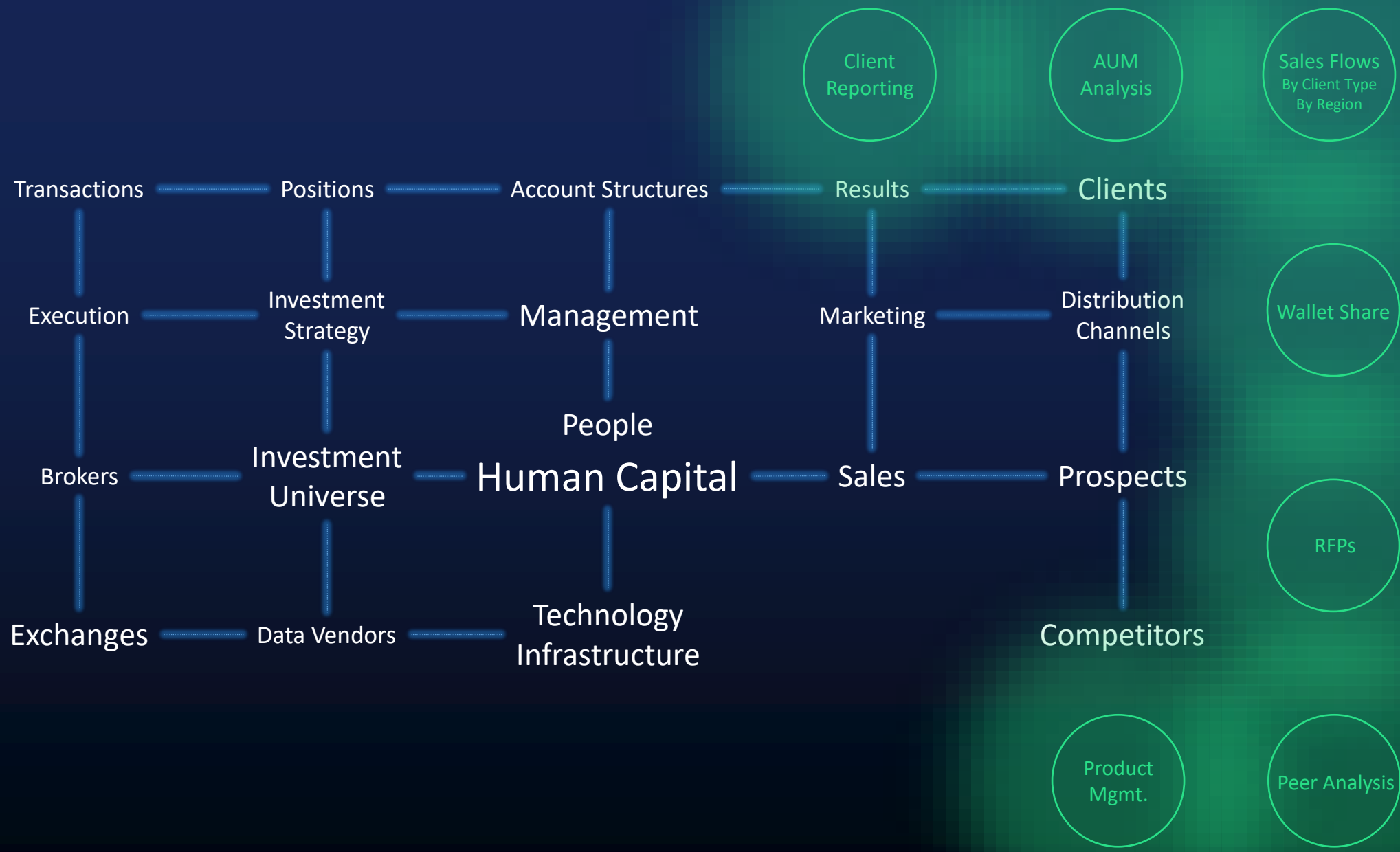


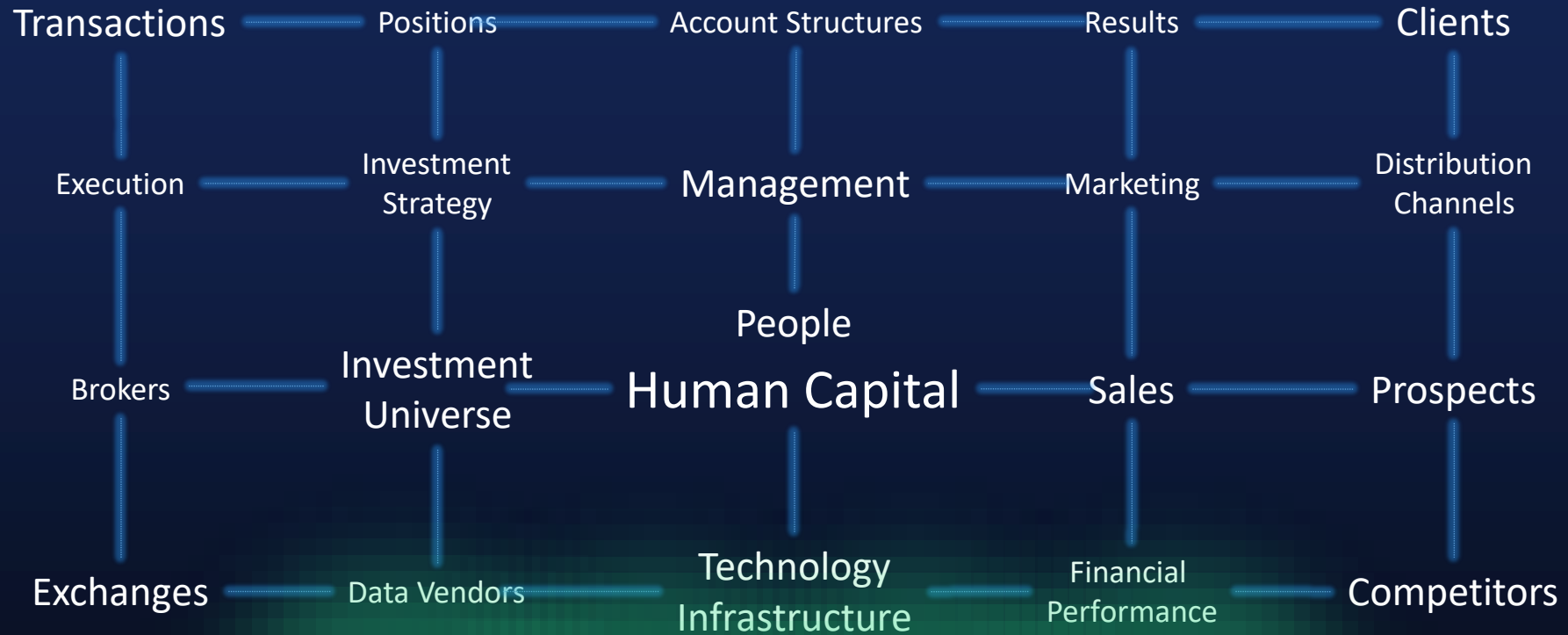
Benchmarks

ESG







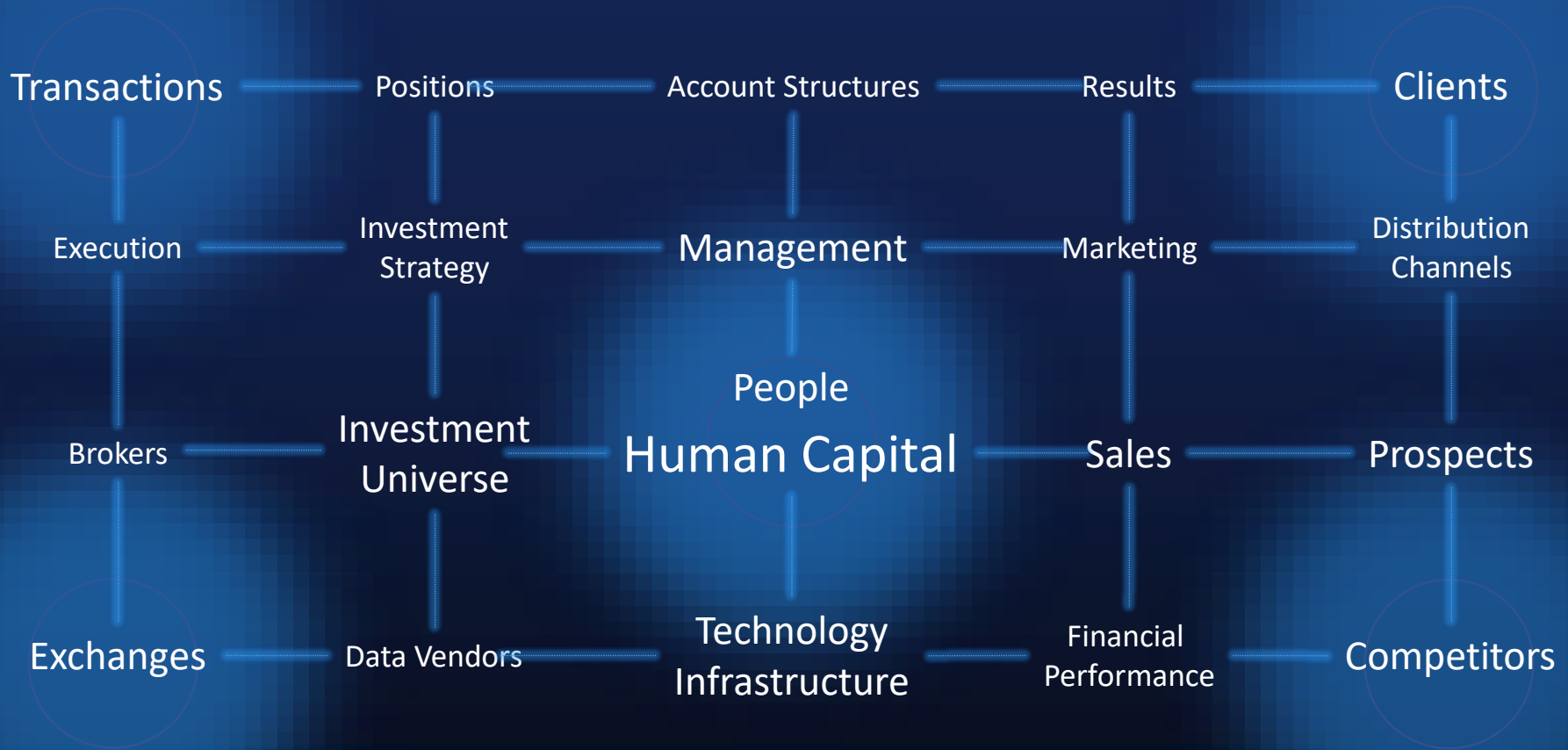


Regulatory Reporting

Operational Risk

Margin Expansion

Revenue Forecasts



TCA

Cash Availability

Exposures & Liquidity

Annualized Revenue

Performance & Attribution

Client Reporting

AUM Analysis

Sales Flows
By Client Type
By Region

Trading Strategy Attribution

Transactions

Positions

Account Structures

Results

Clients

Execution

Investment Strategy

Management

Marketing

Distribution Channels

Wallet Share

Commission Mgmt.

Brokers

Investment Universe

Human Capital

Sales

Prospects

RFPs

Factor Analysis

Exchanges

Data Vendors

Technology Infrastructure

Financial Performance

Competitors

Benchmarks

ESG

Operational Risk

Margin Expansion

Revenue Forecasts

Product Mgmt.

Peer Analysis

< Short video on the Workspace of the future >

< Short video on the Client Interactions of the future >

Q&A