



## TWO-DECADE TECHNOLOGY PARTNERSHIP FUELS A VENTURE FIRM'S GLOBAL GROWTH

### CASE STUDY

#### EXECUTIVE SUMMARY

Realized Solutions, Inc. (RSI) has been the trusted IT partner of a leading venture capital firm for over 22 years. In the early 2000s, this firm – then a modest VC operation – faced growing pains with manual, fax-driven processes. RSI built a custom fund management system and guided the migration to secure digital workflows. Today, the firm is a multi-national venture capital leader with nearly \$6.8 billion in assets under management, a dramatic leap from its initial scale. The long-term RSI–client collaboration enabled streamlined operations, continuous innovation, and extraordinary growth in both assets and global reach.

#### BACKGROUND & CHALLENGES

Over two decades ago, a forward-thinking venture capital firm had big ambitions but limited infrastructure. Founded in the late 1980s, the firm built a reputation backing early-stage technology and healthcare startups. By the early 2000s, it was managing several venture funds, but its assets under management were only a fraction of what they would later become. (For perspective, around 2012 the firm's total AUM was about \$3.5 billion, roughly half of the ~\$6.8 billion it would reach by 2023.) At that time, the firm was primarily U.S.-focused with offices on the East and West Coast, just beginning to explore international markets like India and Israel.

Operationally, the firm's processes had not caught up to its growing needs. Investment and fund administration relied on manual, paper-based workflows and faxed communications. Critical documents, from deal term sheets to investor reports, were often sent via fax or as email attachments, creating version-control headaches and slowing down decision-making. Data was siloed across spreadsheets and disparate systems, making it challenging to get a real-time overview of portfolios or fund performance. The firm's leadership recognized that this patchwork approach could hinder their expansion, especially as they aimed to manage larger funds and operate across multiple time zones.

In summary, the firm had a bold vision to become a global player – but its operational tools were rooted in the past. **To achieve its growth ambitions, the firm needed to modernize and integrate its technology.** They sought a partner who could deliver a customized solution aligned with the unique workflows of venture capital, and iteratively improve it as the firm grew. This search led them to Realized Solutions, Inc., a Connecticut-based IT consulting and software development company that specialized in solving exactly these kinds of business challenges.

#### SOLUTION: A CUSTOM FUND MANAGEMENT SYSTEM & DIGITAL TRANSFORMATION

Realized Solutions (RSI) crafted a bespoke venture fund management platform, kick-starting a digital transformation that would support 20+ years of growth. Beginning in 2003, RSI's team, led by CEO John Beyer, worked hand-in-hand with the firm to design a system tailored to the VC's needs. Rather than installing a generic off-the-shelf product, RSI built the solution from scratch, ensuring it matched the firm's processes and could evolve with their business over time. Crucially, RSI committed to continuous updates and upgrades for the system, so it would remain an engine of innovation as industry technology and the firm's operations advanced.



## Key features and phases of RSI's solution:

- **Centralized Deal & Investor Database:** RSI developed a unified application to store and manage all critical data – venture deals, fund financials, limited partner (LP) information, and key contacts – all in one place. This immediately eliminated the old patchwork of spreadsheets and disjointed databases. For instance, with the new system an analyst in Connecticut could log a new deal pipeline entry, and a partner in California would see it instantly, along with all related notes and documents. This “single source of truth” meant no more hunting through email or folders to find the latest figures or updates; everyone accessed the same real-time dashboard for funds and portfolio companies.
- **Secure Web Portals (Fax to Digital):** To replace the legacy of faxed documents, RSI introduced secure web portals for both internal and external communications. One internal portal allowed the firm's staff to generate reports, share files, and collaborate on investment memos without ever printing a page, a dramatic shift from the days of faxing PDFs around. Externally, RSI built a Limited Partner web portal where the firm's investors could log in and securely retrieve their fund statements, capital call notices, distribution letters, and portfolio updates. This was transformative: instead of waiting for a fax or mailed letter, an LP in, say, London or New York could simply download the latest report at their convenience. The digital channel not only slashed communication delays but also improved security (with encryption and access controls) and LP satisfaction through on-demand service.
- **Automated Reporting & Analytics:** RSI's custom platform automated many reporting tasks that previously took days of manual effort. Quarterly financial summaries, IRR (internal rate of return) calculations, and portfolio performance reports could be generated with a few clicks. The system integrated with accounting data and even allowed custom analytics, but routine workflows like valuation updates or capital account statements became largely automated. This freed up the firm's finance team to focus on analysis and strategic planning instead of number-crunching. Over time, RSI added interactive dashboards, so partners could visualize trends like investment allocations by sector, or drill down into an individual startup's performance over time. These analytics tools gave the firm deeper insight into its operations and helped drive data-informed decision-making.
- **Scalable, Evolving Architecture:** From the outset, RSI built the system with scalability in mind, anticipating the firm's growth. As the venture firm raised successive funds (and each fund was larger than the last), RSI updated the platform to handle more users, more data, and new functionality. For example, when the firm expanded into international markets, RSI added multi-currency support and compliance modules for different jurisdictions. When new communication technologies emerged (e.g. mobile access), RSI incorporated them, enabling partners to securely check data on the go. These continuous improvements meant the fund management system was always a step ahead of the firm's needs. Importantly, RSI maintained a close partnership with the client throughout, providing training, support, and regularly scheduled upgrades. By being proactive, RSI ensured the firm never outgrew its technology; instead, the tech empowered the firm to pursue new strategies (like launching a growth equity fund or operating remote offices) confidently, knowing the systems would support it.



*Together, these initiatives amounted to a comprehensive digital transformation for the venture firm. Over a few years in the mid-2000s, the client went from a manual, paper-reliant organization to one with a **fully digital backbone** for its core operations. The partnership approach was key: RSI didn't just deliver software and walk away, but rather became an ongoing strategic ally, continuously aligning the platform with the firm's evolving business model. This stable yet flexible infrastructure would soon prove instrumental as the venture firm entered a period of explosive growth.*

## **RESULTS: EMPOWERING EXPLOSIVE GROWTH IN ASSETS AND GLOBAL REACH**

Armed with a cutting-edge IT platform, the venture firm scaled new heights – expanding its assets nearly threefold and establishing a global footprint in the years that followed. The impact of RSI's solution was evident across the firm's performance indicators:

- **AUM Growth & Scalability:** Assets under management rose from ~\$1–2B in the early 2000s to ~\$6.8B by 2023. RSI's scalable systems enabled rapid fund growth without proportional increases in back-office staff.
- **Global Expansion:** Robust digital infrastructure supported expansion into Asia, the Middle East, and beyond, enabling multi-national operations across five+ countries with seamless cross-continent collaboration.
- **Operational Efficiency:** Automation reduced manual work and errors, speeding up reporting, audits, and compliance. Centralized, secure data boosted accuracy and strengthened the firm's operational backbone.
- **Enhanced Investor Relations:** Improved transparency, reporting, and an intuitive investor portal increased LP confidence and repeat commitments, helping the firm fundraise successfully through varied market cycles.
- **Portfolio & Industry Leadership:** Scalable systems enabled rapid deal execution and support for a growing global portfolio. The firm achieved 200+ successful exits, including major IPOs, solidifying its industry leadership.

In summary, the partnership with RSI allowed this venture capital firm to unlock its potential. What could have been growing pains turned into a foundation for growth. The firm's meteoric rise, in assets under management, global presence, and portfolio influence, over the last 22 years was enabled by an operational engine built and tended by RSI. Technology ceased to be a limiting factor; instead, it became a strategic asset and differentiator for the firm. By any measure, whether quantitative (nearly \$7 billion AUM, five continents, hundreds of exits) or qualitative (agility, investor trust), the outcomes have been overwhelmingly positive.

## **CONCLUSION: A PARTNERSHIP ENABLING DECADES OF SUCCESS**

The 22-year partnership between Realized Solutions (RSI) and a venture capital firm demonstrates how a strategic technology relationship can fuel long-term business growth. What began as a simple communications-modernization project evolved into a deep, ongoing collaboration in which RSI became an extension of the firm's team. By anticipating needs and continuously improving systems, RSI enabled the firm's leaders to focus on investing while trusting that their operations were secure, scalable, and aligned with their goals.



As the venture capital industry shifted, with new sectors, greater regulatory demands, and global expansion, RSI's understanding of the business proved invaluable. Their proactive, tailored IT strategy kept the firm ahead of industry trends and removed operational bottlenecks that typically limit growth. This commitment to continuous improvement turned the fund management system into a living platform that scaled with the firm's ambitions.

Over two decades, the firm grew from a regional investor with manual processes to a globally recognized powerhouse, supported by RSI's modern tools, responsive support, and long-term vision. Both organizations expanded significantly, each contributing to the other's success.

### **Case Study Highlight:**

Through a 22-year partnership, RSI's custom software and forward-looking IT strategy helped a venture capital firm evolve from a small local investor into a global leader. Early digital adoption and continuous optimization enabled dramatic gains in assets under management, geographic reach, and portfolio outcomes, proving that a strong, collaborative relationship between business and technology can drive extraordinary growth.