

Ground Up SaaS Build

for Riverside Company to consolidate data, automate financial reporting processes, and expand into Europe and Asia.

Build Goals

- CREATE A COMPREHENSIVE PORTFOLIO MANAGEMENT SYSTEM (BRAD)
- SWITCH COMPANY OPERATIONS FROM EXCEL SPREADSHEETS TO IN-HOUSE SOFTWARE
- AUTOMATE FINANCIAL REPORTING PROCESS TO SAVE TIME AND MONEY
- IMPLEMENT AUTOMATED WORKFLOW PROCESSES ACROSS ALL AREAS OF THE BUSINESS



EXPANDING INTO MULTIPLE COUNTRIES WITH REVOLUTIONARY SOFTWARE

THE PROBLEM

The Riverside Company is one of the leading private equity firms investing in premier companies at the smaller end of the middle market. In 2007 all areas of the business were growing, but the company's inability to manage the firm's growing critical and complex information store was stagnating and threatening to cap business growth.

Prior to The Intellection Group, the company maintained its quarterly financials of all investments in Excel spreadsheets. Maintaining these spreadsheets was error-prone, tedious and time-consuming. The turnaround time to produce a single consolidated report would take 2-3 weeks or more.

With plans to expand the business into Asia and Europe, the company needed a solution quickly that:

- Automated information input and financial reporting
- Was able to import all existing Excel data
- Existed as their comprehensive operational software

After failing to find an "off-the-shelf" software solution and burning through additional consultant resources, it was decided that a custom solution as the only viable way forward.

THE SOLUTION

The Riverside Company partnered with The Intellection Group to build a comprehensive end-to-end portfolio management system that allowed them to:

- Utilize existing workforce to take on new expansions
- Streamline data capture and validation
- Improve the control of workflow and internal business processes
- Create reports with the push of a button
- Eliminate silos of information by centralizing company data

The Intellection Group created a unique world-classed-web-based application that transformed the Riverside Company's operations by converting their vast spreadsheet ecosystem into a centralized database environment that housed all of their financials and automated reporting. This system became known as BRAD (Big Riverside Automated Database).

THE RESULTS

With BRAD, Riverside is able to manage 90+ companies over 10+ funds at any given time, a feat assumed impossible without spending millions on hiring.

In late 2007, a new \$1B fund, nearly four times as large as their previous largest fund, was created. Longtime investors, which include the world's leading pension funds, endowments, funds-of-funds, insurance companies, and banks, were baffled by Riverside's sudden capability to manage a four-fold increase in fund size.

With their new automated system, Riverside faced unprecedented growth and was able to expand its business into more European countries and even Asia and Australia.

Not only that, but further software capabilities are being developed through the ongoing relationship between Riverside and The Intellection Group to ensure their unprecedented growth capabilities supported by their software continue to grow.

- Save countless hours of manual data entry
- Facilitate business expansion into Europe and Asia
- Consolidate existing operations from countless Excel documents into BRAD system
- 4x fund size increase



"THE RIVERSIDE COMPANY IS A GLOBAL PRIVATE EQUITY FIRM FOCUSED ON ACQUIRING AND INVESTING IN GROWING BUSINESSES VALUED AT UP TO \$400 MILLION. SINCE ITS FOUNDING IN 1988, RIVERSIDE HAS MADE MORE THAN 600 INVESTMENTS. THE FIRM'S INTERNATIONAL PRIVATE EQUITY AND STRUCTURED CAPITAL PORTFOLIOS INCLUDE MORE THAN 90 COMPANIES."

LET'S TEAM UP.

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