

Real estate funds reprioritizing goals, post-pandemic

Vishal Soni, co-founder at Oxane Partners, talks about how real estate funds are now proactively reprioritizing technology and operational infrastructure at fund close



Real estate fundraising and deal activity is inching back to normal, though not back to the pre-pandemic levels just yet, as per Preqin's latest quarterly real estate report. The raft of disruptions wrought by the covid-19 pandemic has significantly altered attitude towards operational preparedness. As challenges to run the business smoothly unfolded in the wake of the pandemic, it became evident that a ready technology and operational infrastructure distinguished investment managers who were just impacted from those who were completely disrupted. Not wanting to be caught unprepared again, investment managers are now prioritizing technology and operational infrastructure alongside fund-raising and closing for agility, continuity and resilience.

Setting the foundation for scale, and efficiency

This change in approach is in stark contrast to pre-pandemic times when deliberations on adopting technology or optimizing operations came up on the agenda only after growing the investments to sizeable AUMs and after hitting roadblocks in sustaining the pace of growth. However, the pandemic has nudged the industry over the tipping point and investment managers now realize that setting up the right technology and operational infrastructure can no longer be delayed. Hence, they are taking a more proactive and holistic approach in prioritizing process efficiency, business continuity, and operational resilience by looking to streamline everything - starting from pipeline management to deal exit - preferably in time as they close their first deal.

Supercharging the investment lifecycle

While specialized solutions exist for different aspects of investment management workflow, working with multiple providers often complicates data and process workflows, creating additional overheads for investment managers. Evaluating and managing multiple providers across research and due-diligence, technology, loan servicing, asset management, and independent valuations can be a herculean task in itself. As a result, investment managers are now increasingly looking for operating partners who can meet most, if not all, of their technology, operations and support requirements in a one-stop solution.

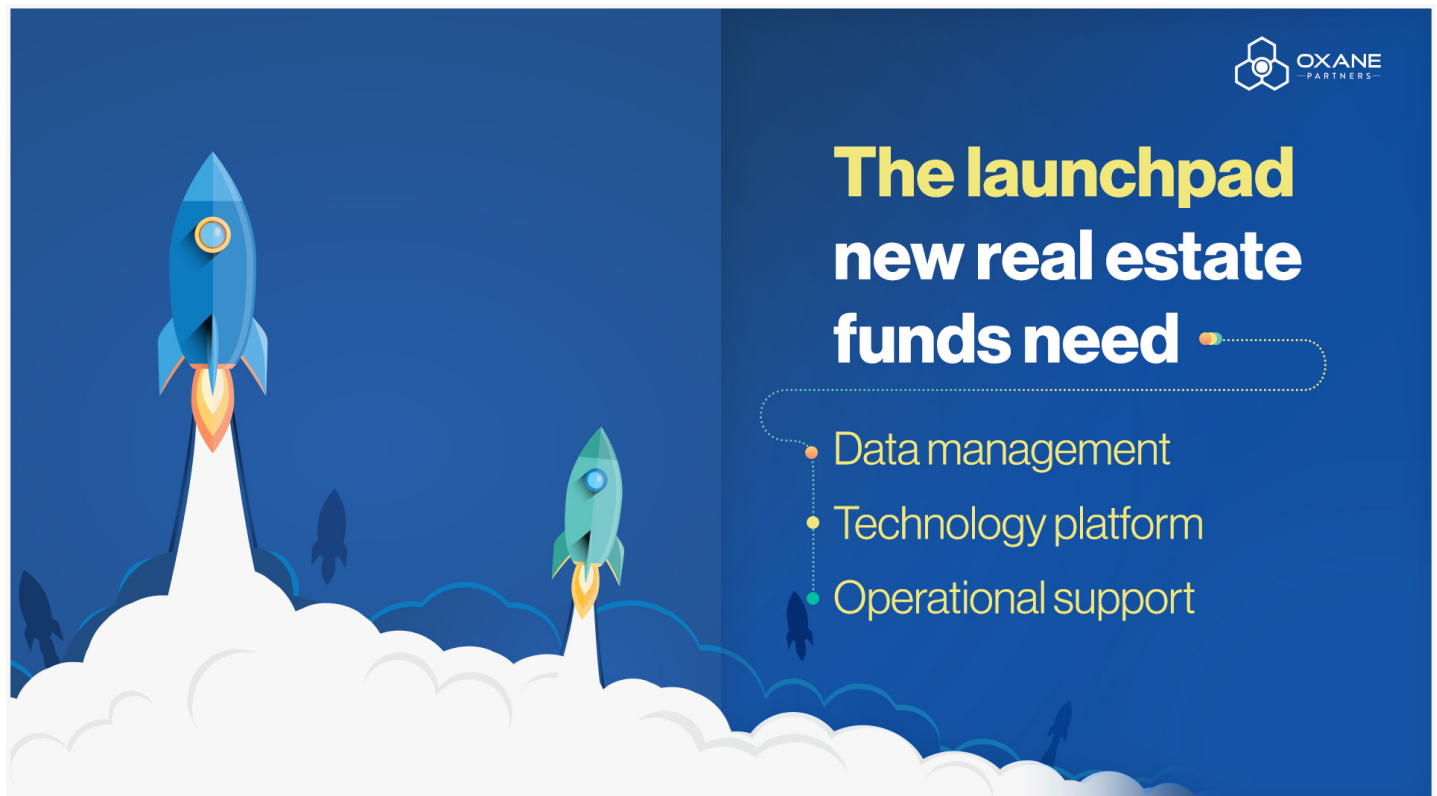
The launchpad for new funds

A one-stop provider gives investment managers the perfect launchpad for achieving their growth objectives while maintaining tight portfolio controls. An end-to-end solution cuts down the challenges around multiple service provider evaluations, implementations, and data integration to offer centralized data management, straight-through workflows, and complete portfolio visibility, thereby streamlining the entire investment lifecycle. It gives funds the flexibility to add on support as they need, and the agility to act on new opportunities, respond to market developments and sustain growth.

In the last couple of quarters, we have provided all-encompassing launch support to three new real estate funds that includes research and underwriting support, investment management technology platform, loan servicing, asset management and independent valuations. With a one-stop solution that covers their data, technology and operational support needs, these funds are able to hit the ground running quickly without spending too much time on operationalizing processes or setting up technology and infrastructure. They get a ready launchpad that offers the scalability and adaptability to match their growth ambitions. Even though real estate investment management has traditionally remained resistant to change, fund managers are now open to embracing an operating model that is built for scalability, agility, efficiency and faster time to market.

About Oxane Partners

Oxane Partners is a technology-driven solutions provider to the private markets industry with a focus on real estate. The firm's solutions transform the way real estate investments are screened, managed and analyzed. The firm unifies technology with deep domain expertise to provide compelling solutions to the challenges faced by the real estate industry. Founded in 2013 by former real estate and structured finance professionals at Deutsche Bank, Oxane Partners is at the forefront of the digital transformation that is underway in the real estate industry. For more information, visit: www.oxanepartners.com



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The launchpad new real estate funds need

- Data management
- Technology platform
- Operational support