

Research Management Systems: Essential Tools for Modern Investment Management

January 9, 2020

Executive Summary:



Under a backdrop of increasing fee pressure, slowing AUM growth and reduced margins, the investment management industry is now facing research unbundling trends, which require many asset managers to implement a formal evaluation, budgeting and payment process for the research that they consume.

Many asset managers are now recognizing that a modern research management process can help streamline idea generation and data procurement, standardize workflows, track consumption, enhance compliance and improve team collaboration. And asset managers are not the only group that benefit from a robust Research Management System (RMS). Asset owners such as pensions or endowments/foundations are also increasing their usage of RMS, as these tools increasingly help asset allocators streamline their manager due diligence process and vendor tracking and evaluation.

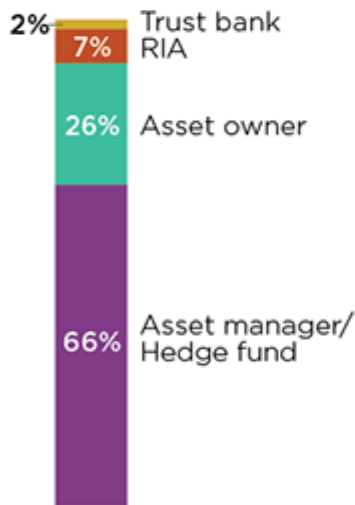
In this Greenwich Associates report we look at the increasingly complex investment management process and analyze how firms are using RMS to enhance both operational efficiency and competitive advantage.

Methodology:

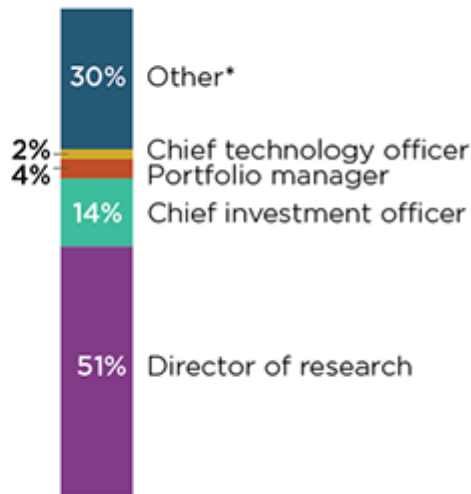
Between August and October 2019, we interviewed 57 executives at asset owners and asset managers to better understand their research management needs and procedures, the pain points they face and the types of technology they use in this process. Respondents represented a variety of organizations, which are broadly categorized into 15 asset owners and 42 asset managers.

RESPONDENTS

Organization Type



Role



Note: Based on 57 respondents. May not total 100% due to rounding. *Other includes similar titles (e.g., COO, etc.).

Source: Greenwich Associates 2019 Research Management Study



The data reported in this document reflect solely the views reported to Greenwich Associates by the research participants. Interviewees may be asked about their use of and demand for financial products and services and about investment practices in relevant financial markets. Greenwich Associates compiles the data received, conducts statistical analysis and reviews for presentation purposes in order to produce the final results. Unless otherwise indicated, any opinions or market observations made are strictly our own.

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