

Success Story

Trade capture, risk reporting and middle office operational support



Man Investments is a global leader in alternative investments providing innovative products and tailor-made solutions to private and institutional investors.

Back office and ecommerce integration

Man decided to set up a secondary market to trade in their own underlying products. This allowed them to provide their customers with greater trading flexibility - avoiding the usual lock-in periods and restricted dealing calendars offered by traditional funds in the primary market. The secondary market service was to be launched in Switzerland and required approval by the Swiss regulator, including the provision of adequate systems to support the running of the market.

A deadline was set for the launch (and regulatory approval) and there were only four months available to deliver the system. This needed to provide trade capture integration with back office share registry and accounting systems, position and risk reporting.

The solution also needed to integrate with the MI Trade ecommerce website and was the first project to be built according to Man's new enterprise architecture standards.

Partnering, flexibility and the ability to deliver big results quickly

Like most companies, Man considered various potential sources for this solution:

- In-house development.
- Offshore development.
- Specialist third party development.

Man identified two key criteria to guide their selection process — a long history of partnering with similarly sized organisations and a flexible software development capability able to deliver big results in a short period of time.



This was the first time we had undertaken an Agile project with a partner. We chose Digiterre because of their focus on the investment management sector and proven ability to deliver innovative software to tight timescales using an Agile approach.

Peter Leathers

Delivery Manager, Man Investments

Success Story

Man selected Digiterre to deliver the solution because they felt that resource constraints meant that their internal teams would not be able to meet the challenging timescales. In addition, the solution required using a leading edge technical architecture with which their in-house teams were not yet familiar, putting additional pressure on the timescales.

Supporting Man's new secondary market business

Digiterre's team worked closely with Man's business and technology staff using an Agile approach to deliver the project. The solution was delivered on time, meeting the requirements of the business and the regulator and the secondary market business was launched as planned. We subsequently delivered further phases of enhancements to the system and ultimately handed it over to an internal team for support.

"Best use of business-to-business" ecommerce award

The system and Digiterre's presence as a strategic delivery partner enabled Man to respond quickly to changing business priorities. The system resulted in Man winning the "Best use of business-to-business ecommerce" category at the Financial Sector Technology Awards.

About Man Investments

Man's business model comprises investment products and investment management expertise. The underlying specialists operate independently of one another, but share Man's infrastructure, financial backing and centralised support functions.

AHL is Man's quantitative managed futures manager. It aims to identify and profit from market trends and other inefficiencies by employing systematic trading models.

GLG is a leading discretionary, multi-strategy global investment manager which offers a range of alternative and long-only strategies.

FRM is a top 10 global industry allocator to hedge funds by AUM, and the largest independent European-based FoHF managing commingled funds and advising institutional clients.