immersion 2024

SEI Family Office Services

Your speaker today.

Mike Muniz

**Chief Revenue Officer
Canoe Intelligence**

Peter Clancey

**Head of Family Office Business
Canoe Intelligence**

Agenda

1.	Canoe overview
2.	Canoe + SEI Archway partnership
3.	Demonstration of Canoe & integration with SEI Archway
4.	Key client outcomes
5.	Product vision and industrial approach to AI
6.	Live Q&A

Purpose-built technology by industry experts

canoe

2013	2017	2020	2023	2024+
Incubated within a multi-family office, Portage Partners	Refined the AI-based extraction technology & commercially launched	Completed Series A funding, opened London office, expanded client base to 100+	Completed Series B funding, launched Canoe Data Innovation Hub, and expanded client base to 300+	Completed Series C funding and expanded product offerings to serve the front-office
PORTAGE PARTNERS	CANOE	Hamilton Lane · Nasdaq · Blackstone · CARLYLE	F/PRIME · 8∞ EIGHT ROADS™	Goldman Sachs

Canoe's client ecosystem

When clients use Canoe to automate their alternatives data management, they are actively contributing to and benefiting from a shared intelligence across the industry. This collective ecosystem increases time to value during onboarding, improves accuracy and quality of data, and creates valuable insights unique only to Canoe clients.

SINGLE FAMILY OFFICES

INSTITUTIONAL INVESTORS
OCIOs, Investment Consultants, Fund of Funds, Secondaries Funds, Insurance Companies

ASSET SERVICERS
LP Administrators, Technology Vendors, Reporting and Managed Service Providers, Custodians

CAPITAL ALLOCATORS
Endowments, Foundations, Pension Funds, Sovereign Wealth Funds

WEALTH MANAGERS
RIAs, Multi-Family offices, Private Banks, TAMP Networks

GENERAL PARTNERS

canoe

A selection of innovative firms who rely on Canoe

canoe

FAMILY OFFICES

Global client base of **100+** Single Family Offices

INSTITUTIONAL

NOMURA

NEUBERGER | BERMAN

sei

Glendower Capital

Prudential

HOLLYPORT CAPITAL

STATE STREET

BNY MELLON

EY

alterDomus*

Gen II

DZ BANK

J.P.Morgan

PATHWAY CAPITAL MANAGEMENT

Blackstone

ALP INVEST

PICTET 1805

commonfund

Hamilton Lane

MEKETA INVESTMENT GROUP

GROSVENOR

CA CAMBRIDGE ASSOCIATES

NFP

Prime BUCHHOLZ

WEALTH MANAGEMENT

HIGHTOWER

BALLENTINE PARTNERS

The Colony Group

brandywine REALTY TRUST

CRESSET PARTNERS

Mariner WEALTH ADVISORS

BBR partners

EDGE CAPITAL GROUP

PATHSTONE THE FAMILY OFFICE

OXFORD FINANCIAL GROUP, LTD

SCS FINANCIAL

DAPM

FIRST REPUBLIC BANK

lairdnorton WEALTH MANAGEMENT

FIRST FOUNDATION

WE FAMILY OFFICES

The industry standard

for alternatives documents and data management

SCALING AT SPEED

The preferred technology for emerging RIAs, the largest asset servicers, and all alternative investors in between.

350+ clients leveraging Canoe to drive efficiency and accuracy **including 100+ Single Family Offices**

500+ connections to upstream portals & downstream reporting & analytics tools for expediting workflows

180+ global team members continually advancing Canoe's technology and client service

HARNESSING SHARED INTELLIGENCE

Consistently elevating capabilities for clients with unmatched fund coverage and time to value.

42K+ fund master database accelerating onboarding for new clients and data accuracy for existing clients

40M+ documents processed annually across Canoe's diverse & growing client base

650K+ private commitments across our client base

The alts automation platform

Leveraging Canoe's industry-leading document collection, data extraction and delivery capabilities to broaden and deepen offerings for a larger set of client and firm types.

CANOE CONNECT

Automated document collection, tracking and organization from GP portals and email inboxes

CANOE INTELLIGENCE

Automated data extraction, validation and delivery to downstream systems

CANOE ASSET DATA

Automated asset-level data extraction, standardization and delivery, including holdings and operating metrics

CANOE TAX

Tech-enabled tax data extraction from common tax documents and delivery to downstream systems

CANOE PRO

Combination of Canoe tech and expert third-party services to optimize workflows on and off platform

canoe + sei

How does the Canoe + SEI Archway integration work?
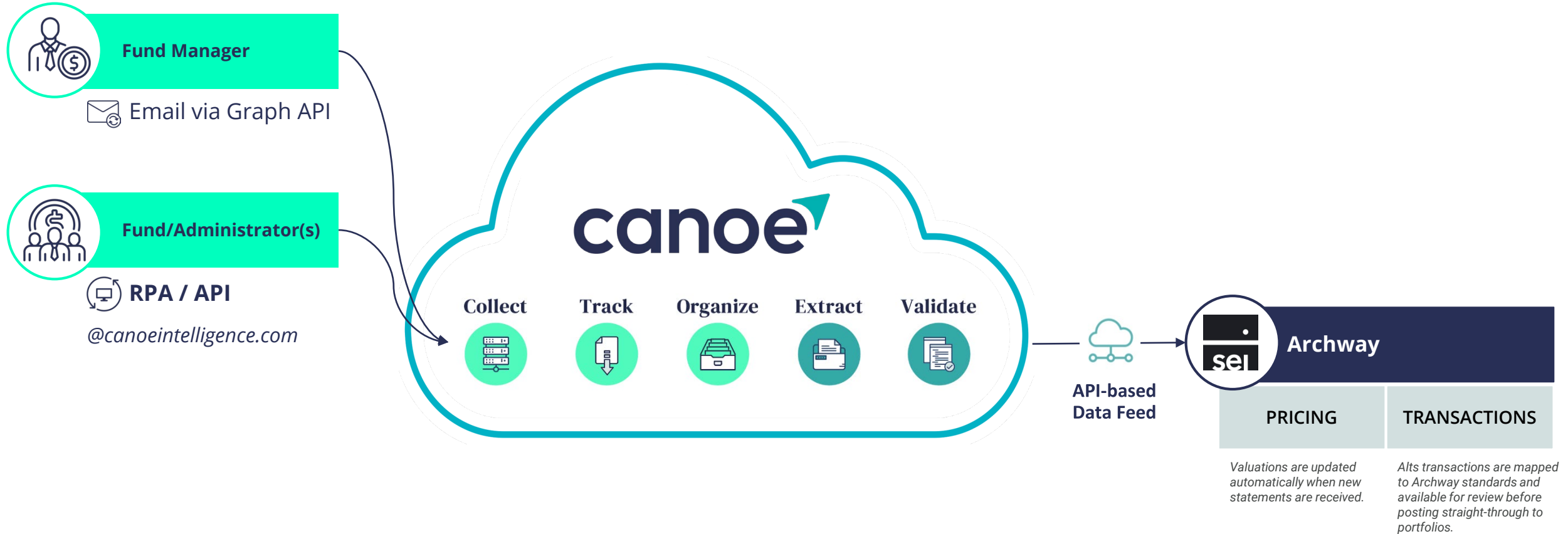
Fund Manager

✉ Email via Graph API

Fund/Administrator(s)

🖥 **RPA / API**

@canoeintelligence.com

canoe

Collect | Track | Organize | Extract | Validate

API-based Data Feed

sei **Archway**

PRICING	TRANSACTIONS
Valuations are updated automatically when new statements are received.	*Alts transactions are mapped to Archway standards and available for review before posting straight-through to portfolios.*

Document Collection → **Document Management** → **Data Management** → **Data Delivery**
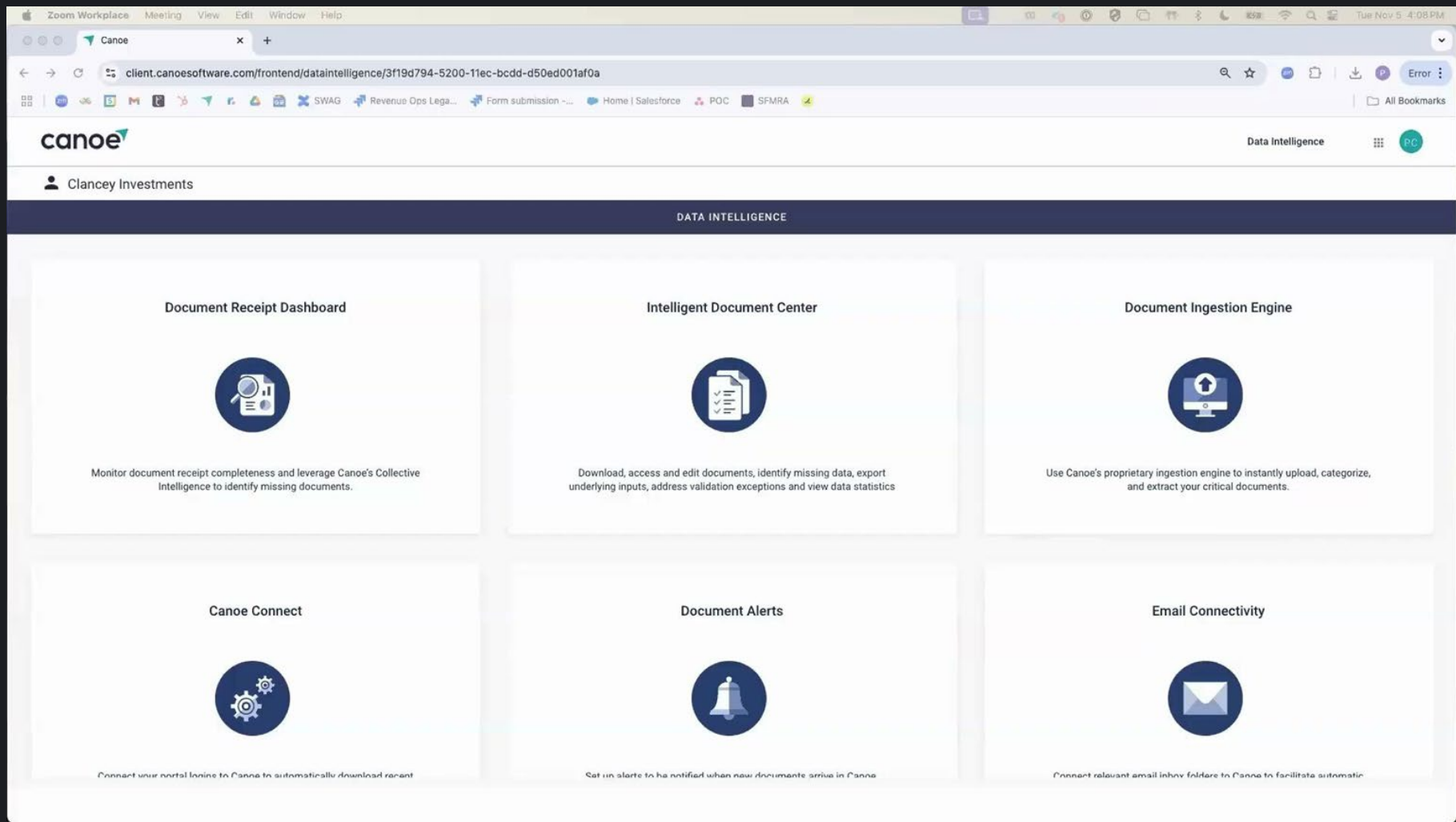
Mini Case Study: Streamlining Alts Data Management for Family Offices with Canoe and SEI Archway

Key Client Challenges

- **Data Silos:** Critical info is frequently dispersed across multiple platforms, no comprehensive view of investments.

- **Manual Document Collection and Data Entry:** Gathering documents from multiple portals is time-consuming and resource-intensive, adding complexity to data management.

- **Lack of Standardization:** Disparate data formats complicate the integration and analysis of various data sources.

Client Solution

The combination of Canoe and SEI Archway:

- Creates a centralized document repository

- Automatically retrieves documents from portals

- Syncs ownership structures and investments between systems

Client Impact

- **360-Degree View of Wealth:** Consolidated traditional and alternative investments, enhancing portfolio oversight.

- **Enhanced Operational Efficiency:** Client reallocated resources from manual document collection to strategic initiatives.

- **Improved Data Accuracy and Reliable Reporting:** Enabled confident, informed decision-making.

Key outcomes for Canoe clients

Achieve operational excellence. Gain confidence in your data.
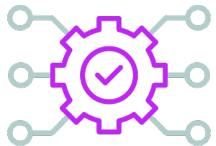Demonstrate industry leadership.

AUTOMATE DOCUMENT COLLECTION
94% ROI on time spent collecting, tracking and categorizing documents with Canoe's direct connectivity to 500+ investor and administrator portals.

ACCESS MORE DATA; UNLOCK DEEPER INSIGHTS
Seamlessly expand your data sets for more robust data science and analytics initiatives by tapping into Canoe's Shared Intelligence and 42K+ fund master database.

ENHANCE YOUR WORKFLOW WITH UNMATCHED TRANSPARENCY
Expedite key workflows and empower your team with dashboards, alerts and tools to proactively identify missing or late documents.

UNLOCK A DATA PEACE OF MIND
Make more confident decisions and reduce the risk of errors by relying on the platform serving the most sophisticated investors and enterprises. 100% data accuracy is a requirement, not a goal.

AUGMENT YOUR TEAM'S PRODUCTIVITY
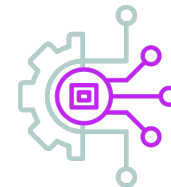Execute reporting workflows 20x faster and free up your team for higher-value Initiatives by replacing manual data entry tasks with Canoe's advanced, automated technology.

STREAMLINE DOWNSTREAM DATA DELIVERY WITH OPEN ARCHITECTURE
Accelerate portfolio data delivery to downstream systems in minutes, not days through Canoe's system-agnostic APIs, custom data extracts, and pre-built compatibility.

Canoe's industrial AI approach

01

LEVERAGE
NEXT GEN TECHNOLOGY

AI has advanced dramatically in recent years. At Canoe, our AI teams are leveraging its capabilities to build models that will take the platform to the next level.

02

SECURITY FIRST WITH
IN-HOUSE MODELS

Data security is our highest priority. By only using AI models built by Canoe's team and training them with robust alts data on file, we can ensure sensitive client data does not leave Canoe's secure servers

03

RIGOROUS TESTING
& MONITORING

Every AI model built goes through extensive testing protocols to confirm a high degree of accuracy in its results. We will not release a new model without utmost confidence in its performance.

Impacts of Canoe's AI approach

How will this impact the Canoe experience?

EXPANDED DOCUMENT LIBRARY WITH BETTER PREDICTION

Increased accuracy in system predictions of document type and ownership attributes across an expanded document library, resulting in enhanced automation, limited intervention, and improved speed to throughput.
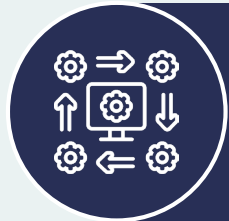
BROADER DATA SETS & INCREASED EFFICIENCY

More consistent and efficient data extraction across document types, paired with increased leverage of Shared Intelligence for a better user experience.
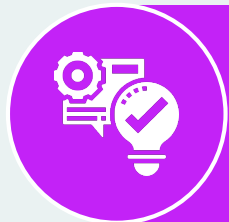
NEW INSIGHTS & FUNCTIONALITY

Additional configuration options and workflow tooling, such as custom document types, collection methods, and expanded datasets, aimed at improving the Canoe user experience.

Roadmap of next gen AI features

When can we expect to see these features & feel their impact?

AI IMPACT ON DOCUMENT TYPE LIBRARY
Expected delivery in **Q4 2024**

OTHER AI IMPACTED ITEMS
Coming this year and beyond

EXPANDED DOCUMENT CATEGORIZATION LIBRARY

Today, Canoe categorizes **50** different document types. With our new ML models, the document type library is expected to **double to 100 types.**

MULTI DOCUMENT TYPE CATEGORIZATION

The new ML models will expand Canoe's multi document type categorization capabilities, allowing clients to **know when a document contains many document types** or subcomponents (e.g. a Financial containing an SOI, PCAP, and Cash Flow Statement).

BETTER PREDICTION ACCURACY

With an expanded document type library, multi document type categorization, and next-gen AI models, we expect to **boost Canoe's core document type prediction accuracy from 95% to over 99%.**

IMPROVED & EXPANDED DATA EXTRACTION

Improving our existing data extraction technology, while also expanding our available datasets, such as **summaries of complex documents** and **expanded asset data**. Expected delivery in **Q4 2024+**

AUTONOMOUS AGENTS FOR CANOE CONNECT

Deploying autonomous agents for document collection, clients can expect their **documents to be collected in an even more timely manner**, while receiving alerts for portals experiencing delays or connectivity issues. Expected delivery in **H1 2025**

CUSTOM CLIENT DEFINED DOCUMENT TYPES

Support for a client's ability to **define their own document type library** for bespoke use cases. Expected delivery in **Q1 2025**

End-to-End Alts Automation

Future product vision to maintain leadership as the alts platform guiding the full office and beyond forward

THE ALTS AUTOMATION PLATFORM	THE CANOE DATA HUB	INTEGRATIONS & EXTENSIONS

Expansion into the front office leveraging industry-leading document collection, data extraction and delivery capabilities, and insights uniquely available from Canoe data.
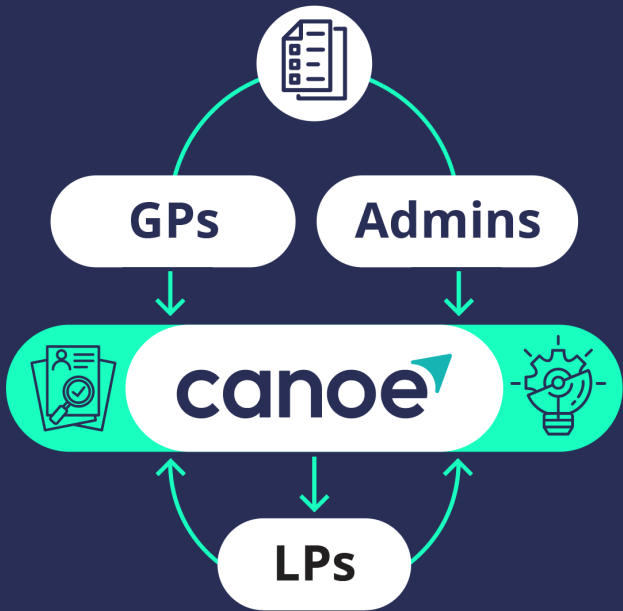
Connecting the ecosystem through alts docs and data, and elevating the quality of data with leading-edge enrichment, transformation, access, and interactivity.

Staying ahead of the curve by expanding connectivity to upstream & downstream systems, creating self-service capabilities, and streamlining access to vital insights.

Front Office

Streamlined evaluation process | Due Diligence Materials

More efficient document management | Robust Document Categorization & Storage

Guidance for investment decision-making | Research & Insights

Unique datasets to support investment strategies | Canoe Asset Data

Back & Middle Office

More informed decision-making | Comprehensive Asset Data

More reliable performance assessments | Dynamic Fund Benchmarks

Reveal underlying assets and risks | Transparent Look-through Capabilities

Enhanced operational agility | Sophisticated Data Transformations

GPs   **Admins**

canoe

LPs

INTEGRATIONS

Offering out-of-the-box connectivity to RMS and CRMs, messaging platforms, as well as advanced reporting and analytics tooling

SELF SERVICE

Drive your own implementation and onboarding of Canoe, ramping up in minutes instead of weeks or months

INTERACTIVITY

Client-led discovery and deeper analysis by leveraging GenAI and data visualizations, uncovering insights in your alts data and beyond

Additional resources: How to connect with Canoe.

Visit the Canoe website at
www.canoeintelligence.com

Contact Canoe at
partnerships@canoeintelligence.com

CANOE INTELLIGENCE

Questions.

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Where to next.

**Evening reception at
Bell Bottoms Up**
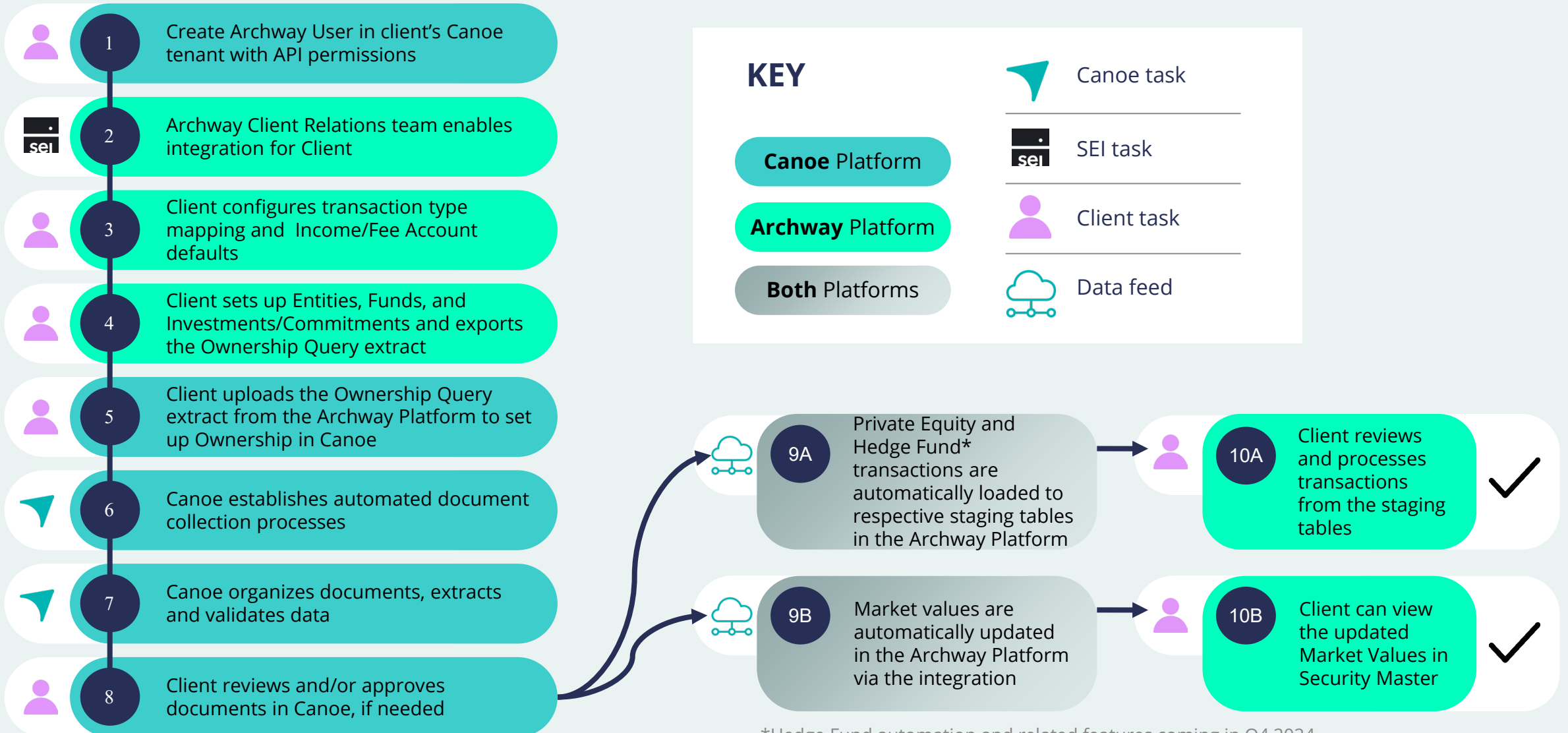
@6:00pm

Meet in the lobby @ 5:30pm

CANOE INTELLIGENCE

Appendix

SEI

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SEI's Archway Platform^{SM} + Canoe Intelligence

1 — Create Archway User in client's Canoe tenant with API permissions

2 — Archway Client Relations team enables integration for Client

3 — Client configures transaction type mapping and Income/Fee Account defaults

4 — Client sets up Entities, Funds, and Investments/Commitments and exports the Ownership Query extract

5 — Client uploads the Ownership Query extract from the Archway Platform to set up Ownership in Canoe

6 — Canoe establishes automated document collection processes

7 — Canoe organizes documents, extracts and validates data

8 — Client reviews and/or approves documents in Canoe, if needed

KEY

Canoe task
SEI task
Client task
Data feed

Canoe Platform
Archway Platform
Both Platforms

9A — Private Equity and Hedge Fund* transactions are automatically loaded to respective staging tables in the Archway Platform

10A — Client reviews and processes transactions from the staging tables ✓

9B — Market values are automatically updated in the Archway Platform via the integration

10B — Client can view the updated Market Values in Security Master ✓

*Hedge Fund automation and related features coming in Q4 2024.

Disclaimer

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