

CASE STUDY

Harrison Street

Mercatus, a State Street Company has partnered with Harrison Street to elevate the data transparency and efficiency of its Social Infrastructure strategy. Together the teams implemented the Mercatus platform as an end-to-end solution across deal management, portfolio monitoring and asset management.



HARRISON STREET
Making an Impact.

About Harrison Street

Harrison Street is one of the leading investment management firms exclusively focused on alternative real assets. Since inception in 2005, the firm has created a series of differentiated investment solutions focused on demographic- driven, needs-based assets. Specifically, its Social Infrastructure platform targets highly-structured assets with long-term agreements to high-credit "MUSH" (Municipality, University, School & Hospital) users. Headquartered in Chicago with offices in San Francisco, London and Toronto, Harrison Street has more than 200-employees and approximately \$39 billion in assets under management.

"With Mercatus, our asset management team saves hours on data collection, input and analysis each week, which allows them to focus on value additive tasks."



James Hennessy,
Managing Director
Harrison Street

Harrison Street's Social Infrastructure strategy includes a unique portfolio of complex and diverse investments across a wide range of infrastructure assets including renewable energy, telecommunications, and public-private partnerships with universities, health systems, and municipalities. Asset models and key metrics often vary across the different investment types.

Goals with Mercatus

- ✓ Systematize data and documents to help improve governance and enhance platform scale
- ✓ Streamline data collection and connect with the third-party administrator to easily transfer and validate data
- ✓ Centralize pipeline information management to help improve tracking and insights
- ✓ Enable faster, more granular analysis (both historical and forward-looking) to drive active management

“We now have a reliable, centralized software solution for all of our investment data. The ability to easily connect with our fund administrator was a game-change for us.”



James Hennessy, Managing Director
Harrison Street

Value Driven for Harrison Street by Mercatus

- The Portfolio management team now tracks all assets and investors in a single, **accessible, easy-to-query location with strong data governance**. A dynamic dashboard displays KPIs in real time with the ability to drill down to see underlying data.
- The Mercatus deal management view tracks all prospective transactions and their status **in one place**. Investment team members can swiftly perform pre- and post-deal analyses to determine how new assets may affect performance and diversification.
- The asset management team now has a streamlined process for collecting, analyzing and reporting data to both internal and external stakeholders. **Dashboards provide simple, intuitive visualizations.**
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- Automated data packages can be generated from individual investments and provided directly to external valuation agents. The Mercatus platform enables **rapid delivery of large data outputs** to help increase the speed and consistency of data transfer.
- Customized KPIs, such as IRR and MOIC calculations, can be viewed on a quarterly basis across the portfolio without the need for manual inputs or adjustments. Users can **access details on the underlying cash flows** directly from the accounting database.



About Mercatus, a State Street Company

Mercatus is an investment data management platform for the private markets—the only one that allows for valuation and scenario analysis at scale. Trust your data. Scale your team. Make better investment decisions.

Learn more at gomercatus.com

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