

Success Story

Advisory Firm Streamlines In-House Reporting

Validus Capital delivers end-to-end financial oversight, replacing fragmented CPA workflows and third-party bookkeeping with Sage Intacct.



The challenge

Validus Capital saw an opportunity to offer day-to-day financial oversight typically handled by CPA or bookkeeping firms. By integrating Sage Intacct, they now deliver faster, more complete reporting directly to multi-family clients.



The solution

Validus Capital consolidates investment, real estate, and cash data into a single experience for their clients. Sage Intacct's accounting/ERP platform also reduces the back-and-forth with CPA firms for tax preparation, giving clients a complete financial picture any time.



The result

Validus Capital streamlined operations and strengthened client relationships by automating reporting and reconciliation across complex entities.

- Reduced monthly close to five days or fewer
- Avoided hiring two to three accounting FTEs
- Delivered ad hoc reports in hours, not weeks

Sage

Company

Validus Capital

Location

El Segundo, Calif.

Industry

Financial Services

Sage Products

Sage Intacct



VALIDUS CAPITAL

About Validus Capital

Founded in 2022, Validus Capital is an independent advisory firm providing private funds solutions to entrepreneurs, real estate professionals, and multi-generational families.

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Value-add services in a multi-family office

Validus Capital is a multi-family practice that provides white-glove investment management and advisory services to high-net-worth clients. One point of distinction for Validus is offering clients accounting and financial reporting typically handled by a third-party CPA or bookkeeping firm.

Based in southern California, Validus is headed by John Krambeer, a wealth management veteran who previously founded Camden Capital in 2004. After launching Validus Capital in 2022, Krambeer brought over Camden's team and client base, which has grown by about 30% annually. Today, the firm manages over \$2 billion in AUM.

Krambeer and his team recognized an opportunity to enhance the client experience by providing in-house accounting and financial services. That innovation could significantly reduce the back-and-forth data exchange between Validus and a third-party CPA or bookkeeping firm handling the client accounting and tax preparation.

"John thought, 'Hey, is there a way to close that information gap? Why don't we bring the bookkeeping aspect in-house for larger net worth families that have to rely on somebody else to do it?'" says Sean Chen, Validus chief operating officer.

Achieving that vision required an accounting/ERP platform that could handle the complexities across multiple entities owned by clients with \$50 million or more in assets. Sage Intacct emerged as Validus's solution of choice.

Validus saves time and money

Validus evaluated several solutions, including Oracle NetSuite, before determining that Sage Intacct best met its needs.

"The Sage Intacct interface and flexibility for slice-and-dice reporting was way easier to work with than NetSuite," Chen says. "The ability to add and subtract accounts, and navigate different entities, was a lot more user friendly."

With Sage Intacct in place, Validus has outstanding efficiency, visibility, and control, and its multi-family office clients receive financial reports when they need them. The improvements have had a far-reaching impact for the firm:

- Avoided hiring two or three accounting FTEs
- Streamlined the monthly client close to as few as five days
 - Delivered ad hoc reports in hours, not weeks
- Gained full visibility into client financials
- Reduced manual data gathering
- Increased satisfaction among clients and their CPA firms

"We're seeing tons of efficiency," Chen says. "We have way better information on a client's entire financial picture than we did before Sage Intacct. It's gotten us to a place where we're more capable and more valuable, with stronger client relationships."



A complete picture of client financials

Moving to Sage Intacct provides Validus with comprehensive visibility across a client's financials. For example, most client investment information is stored in a portfolio management platform, such as Addepar, but some clients may have real estate or liquid cash holdings not in Addepar. With Sage Intacct, all assets and transactions are in a single platform.

The new unified system of record streamlines the accounting and financial reporting for multi-family office clients led by Alex Clark, a talented director of accounting with 12 years of experience with Sage technology, including Sage Intacct and Sage X3.

"It's night and day," says Chen. "In the past, if we didn't have certain information, we'd have to reach out to the client's CPA or bookkeeper, and obviously that takes time. Now, Alex can slice and dice that information in literally a couple of clicks."

Clark routinely generates monthly income and balance statements, cash flow and ratio reports, horizontal and vertical analysis, and timespan trend reports, supplying them to both the client and their CPA for tax preparation.

Automated rule-based bank reconciliations allow Clark to handle complex multi-entity accounting with ease. Using Sage Intacct to produce ad hoc reports requested by a CPA firm or client is much faster and easier than alternative approaches, including manual spreadsheets.

"Turnarounds for an ad hoc report with Sage Intacct have been hours or days, instead of weeks or months," Clark says. "If it wasn't for Sage Intacct—if I was using QuickBooks or Excel—I would need at least another two people here."

Flexibility to quickly customize reports

Clark has been impressed with how quickly he can create custom reports with Sage Intacct Interactive Custom Report Writer, compared to filtering results from an out-of-the-box report. For example, it's especially useful if a client wants data on income from rental properties for a specified period.

"The way that you can tag transactions and customize reports the way you want has been crucial," Clark said. "Instead of going through different filters and 20 different clicks, I'm down to just two clicks. I hadn't used the custom report writer at other companies, and it was like a light bulb went off."

The custom report writer is just one of several functionality upgrades that Clark has loved to see in his years of Sage experience. Another example is AP automation, which eliminates the need for a third-party solution using Sage Intacct's baked-in AI.

"The incremental improvements that I've seen throughout my years of using Sage Intacct have been fantastic," Clark says. "Some of the AI components already in Sage Intacct have been terrific, and I'm excited to see what Sage is going to deliver down the line."



“Sage Intacct has been great for us to efficiently provide information to clients, and clients appreciate it. They’re like, ‘Oh wow, we normally wait a few days for this information.’ We have it to them by end of day, and I think that’s pretty invaluable.”

David Clark

Director of Accounting, Validus Capital

Very capable ERP’ supports growth

Validus is also using Sage Intacct for its own financials, making the financial close process simple and straightforward, taking less than an hour on average. The firm is considering adding AP automation for internal use and is in the early stages of using Sage Intacct to segment clients and track its own financial performance. For its multi-family clients, Validus is evaluating the fixed asset module to handle physical property owned by these clients that could further improve information delivery and client satisfaction.

“We’re growing very rapidly, and it’s a necessity to have a very capable ERP like Sage Intacct for a growing firm like ours,” Chen says.

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