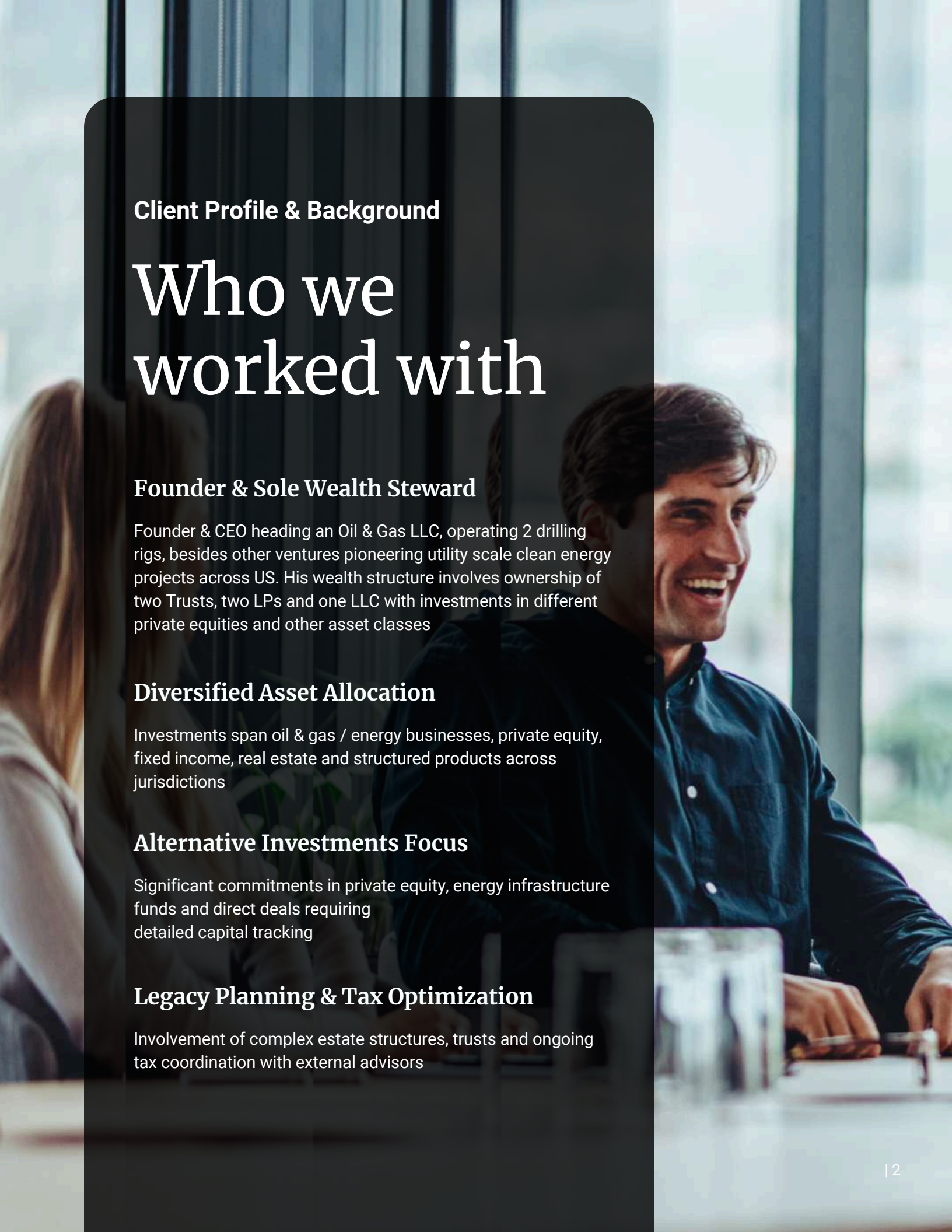
ETON ALPHA™

Client Case Study

Transformation Journey

for US based Oil & Gas Industry Entrepreneur with AFO™



Client Profile & Background

Who we worked with

Founder & Sole Wealth Steward

Founder & CEO heading an Oil & Gas LLC, operating 2 drilling rigs, besides other ventures pioneering utility scale clean energy projects across US. His wealth structure involves ownership of two Trusts, two LPs and one LLC with investments in different private equities and other asset classes

Diversified Asset Allocation

Investments span oil & gas / energy businesses, private equity, fixed income, real estate and structured products across jurisdictions

Alternative Investments Focus

Significant commitments in private equity, energy infrastructure funds and direct deals requiring
detailed capital tracking

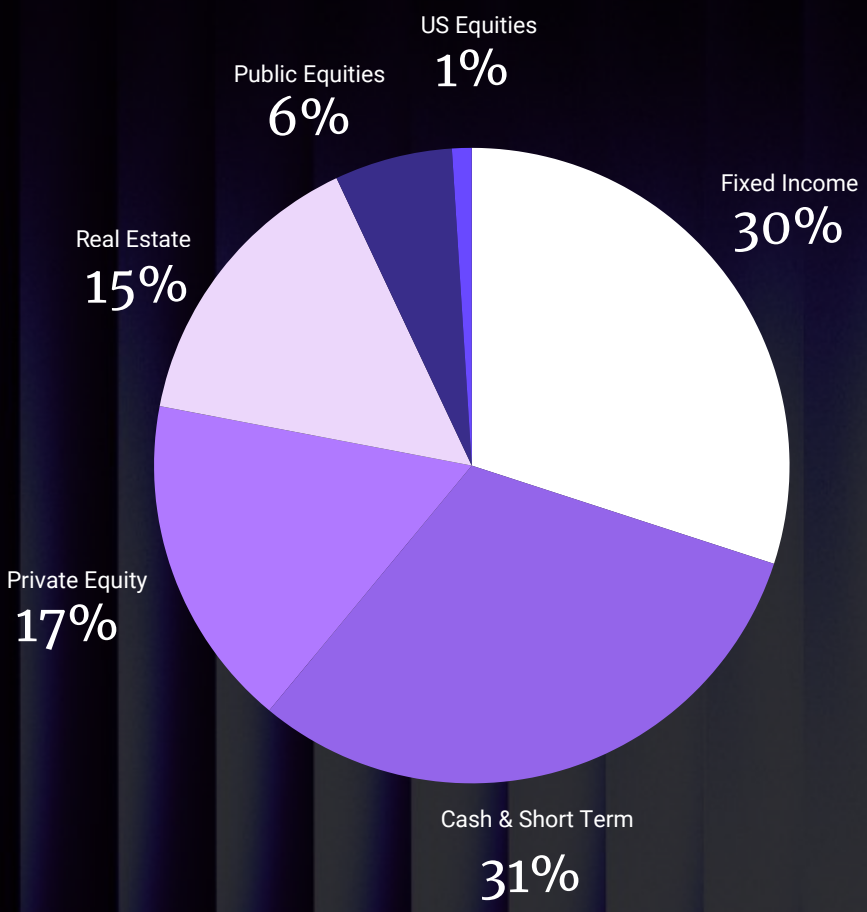
Legacy Planning & Tax Optimization

Involvement of complex estate structures, trusts and ongoing tax coordination with external advisors

Distributed Assets & Wealth

More emphasis on higher-risk, higher-reward investments such as Direct/PE Investments and Real Estate, while also maintaining balanced allocations in Fixed Income, Hedge Funds, and Cash for stability

Asset Allocation



What the Client Needed

- **Need for Workflow Automation:** System-driven workflows & controls to reduce potential for errors or delays in transactions and reporting.
- **Compliance & Accuracy Pressure:** Timely payments and reconciliations are critical to meet compliance and fiduciary standards.
- **Optimizing Capital Deployment:** Real-time maturity tracking is essential to keep capital working effectively.
- **Data Consolidation Imperative:** Bringing disparate tax and financial data into one system boosts accuracy and speed.
- **Demand for Centralized Access:** Need for secure, easy access to all relevant documents and records in a repository.
- **Transparency & Reporting Expectations:** Need for greater visibility and insights into private equity performance and exposures.
- **Automation of Middle and Back Office:** Especially for consolidation and aggregation.
- **Updated Reports:** Current reports to enable decision-making. Annual reports do not suffice.
- **Global Access:** Reports are accessible anywhere worldwide.
- **Integrated Data in Secure Infrastructure:** Integrated database for a single source of truth for all documents, accounting, investment, and partnership data.
- **Secure Infrastructure:** Protection from increasingly virulent cybersecurity threats.
- **Qualified Staff:** Experts across multiple domains to support single-family office (SFO) growth.
- **Tax Document and Query management:** Tax Team supporting Data and Document gathering, handling queries from Client's Tax Preparers, keeping a tab on document availability from resources and sending across to CPA firm.

The Challenges

- **Capital Call Mismanagement:** Manual processes create inconsistencies in executing and tracking capital calls and distributions.
- **Bill Payments:** Potential misses or delays in multi-category payments due to lack of central oversight.
- **Tracking Fixed Income Maturities:** Irregular monitoring causes reinvestment delays and lost yield opportunities.
- **Disorganized Tax Data:** Tax preparation significant labor from the principal, process hindered by scattered and unstructured data sources & documents.
- **Fragmented Financial Oversight:** Owned multiple assets—real estate, private equity, public investments, trusts, etc.—spread across institutions, making consolidated oversight difficult.
- **Private Equity Insights:** Lack of real time, aggregated view of Private equity commitments and valuations.
- **Manual Data Aggregation:** Heavy effort required to consolidate wealth data and insights across custodians.
- **Restricted Reporting:** Financial reports (even unconsolidated) available only annually.
- **Understaffed in Middle and Back-Office Functions:** Limited resources available for operational tasks.
- **Lacking Tools for Sophisticated Investment Strategies:** Inability to support advanced investment approaches.

What the Client Got

Virtual Family Office

- **Integrated Bill Pay Workflow:** Centralizes and streamlines bill intake, approvals, payments, and tracking.
- **Entity-Aware Transaction Processing:** Automates and accurately tracks capital calls and distributions across complex structures.
- **Alternative Investment Management:** Tracks private equity commitments, valuations, and cash flows with real-time visibility.
- **Investment Accounting & Portfolio Tracking:** Monitors fixed income maturities and supports timely reinvestment decisions.
- **Investment Reporting:** Includes performance attribution, investment analysis, and customizable reports.
- **Reconciliation:** Handles IBOR/ABOR matching, position analysis, and mark-to-market (MTM) reporting on manager statements.
- **General Ledger Accounting:** Maintains journal entries and supports financial statement preparation (trial balance, income statement, balance sheet).
- **Professionalized Administration:** AFO services offloaded administrative burdens from principal to a team of trained specialists with robust process control.
- **Tax Services:** Enables end-to-end tax support through K-1 aggregation, capital gain/loss reporting, entity-level tax allocation, and reconciled data aggregation for accurate and timely tax preparation.
- **Document Management System (DMS):** Secure repository of documents linked to assets, investments, transactions, entities.
- **Tax Support Services:** Enables tax support through K-1 aggregation and 1099 aggregation, entity-level data aggregation, data gather from various sources, catering to queries from Client's CPA for accurate and timely tax preparation. Keeping a tab on various sources regularly to check the data and document availability, data completeness check against tracker prepared based on Prior Year Returns, notifying Client on any action points and ensuring timeliness and accuracy.

The Outcomes



One Integrated Platform. One Database. One Source of Truth

Data consolidated into AtlasFive® integrated data model specific for Family Offices, on Azure Cloud Native private instance for comprehensive privacy, cybersecurity and control



Single View of All Assets

Comprehensive hierarchal map of family ownership, chart of accounts and security master giving the ability to set up sophisticated investment vehicles



Streamlined Data Operations

Automated account-level datafeed aggregation from multiple banks/custodians and journal entry creation with an AI based Business Rule Engine



Anywhere Anytime Digital Family Office Portal

Available 24x7 secure digital family office portal, on browser and mobile to analyze real-time investment and accounting data as well as 30+ paginated financial reports at summary and detail levels



Secure Document Hub

Centralized, encrypted cloud repository for securely storing, managing, and sharing confidential documents



Communication Portal

Gmail for communications replaced with Secure Messaging behind firewall

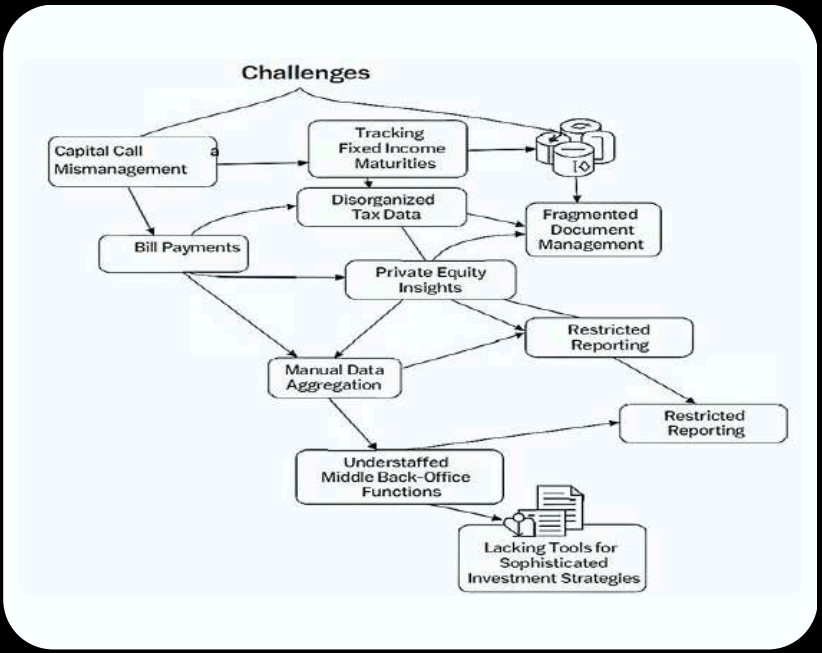


On-Demand Managed Services

Access to AFO SMEs without hiring new staff in US

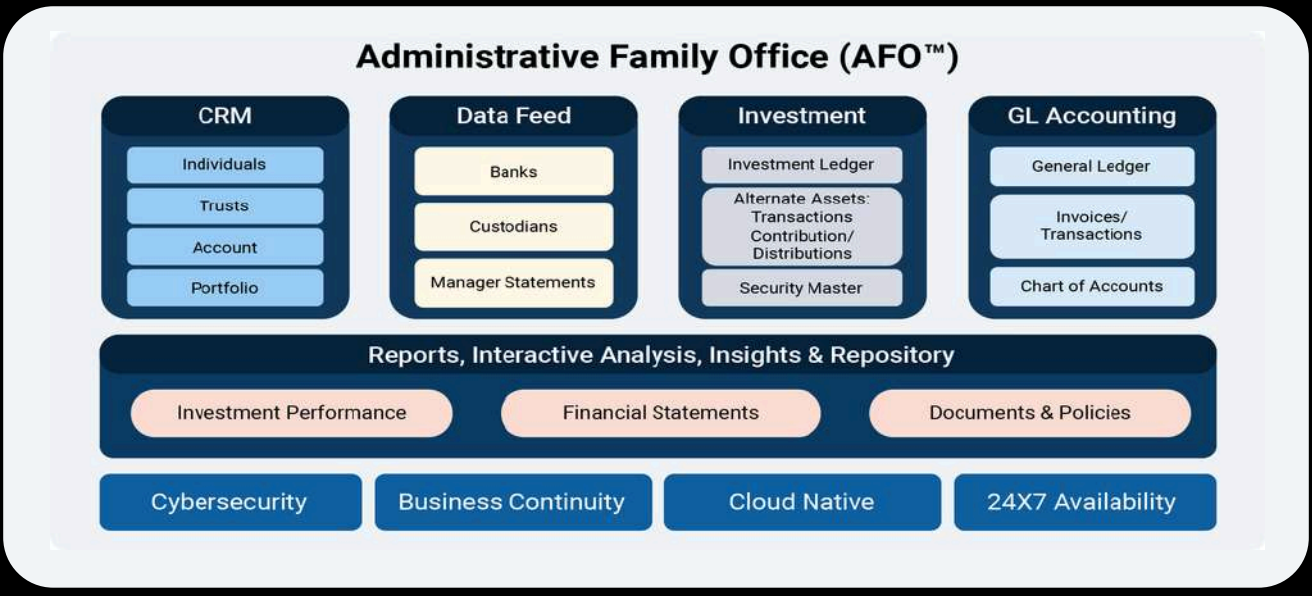
Full Cycle of Transformation with AFO Completed in 2 months. Full value realized by Year 2

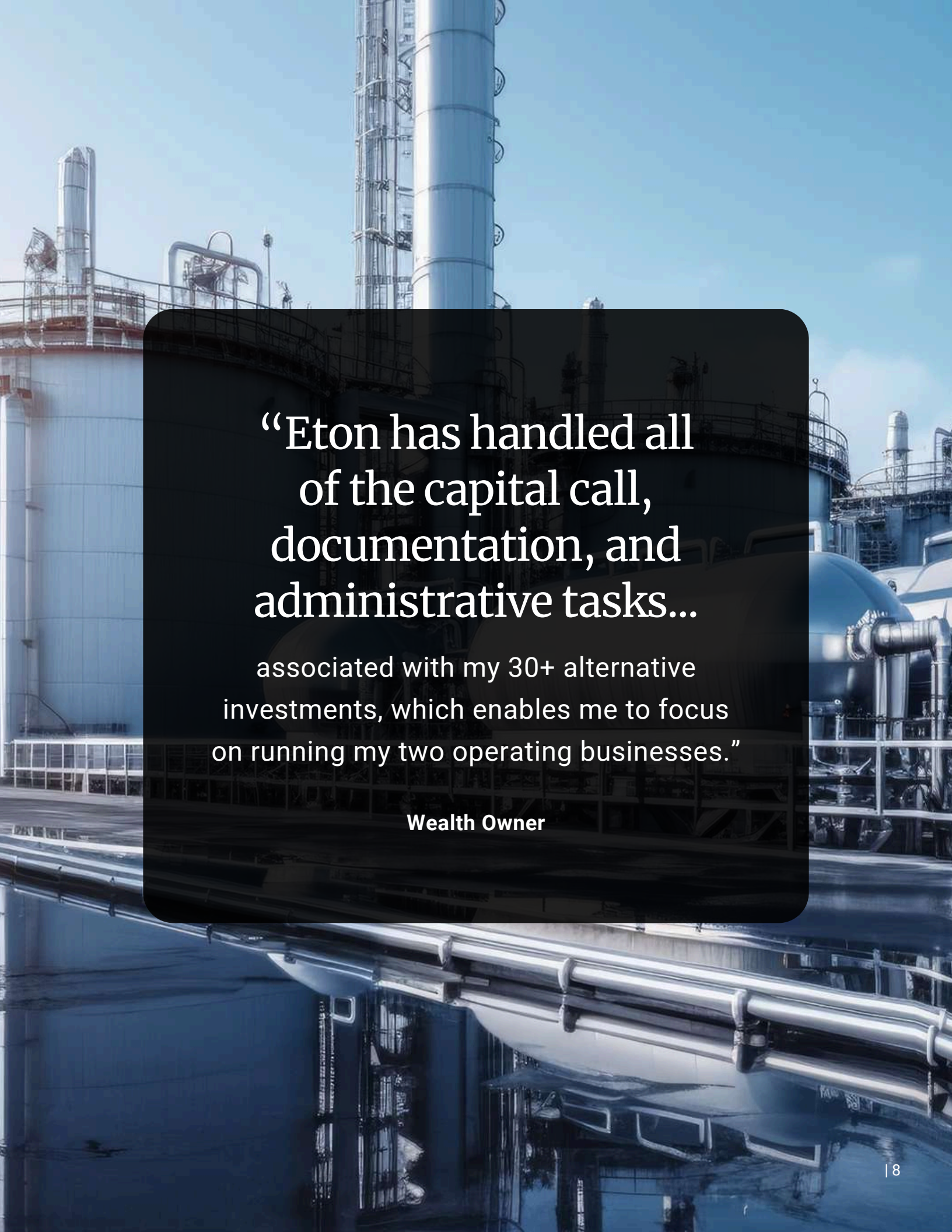
Before Transformation



- Manual processes with inconsistencies in execution & tracking of capital calls, distributions
- Potential misses or delays in bill payments
- Irregular monitoring of fixed income maturities, lost yield opportunities
- Disorganized Tax Data causing overheads for the principal
- Lack of organized document repository
- No aggregated view of Private equity commitments and valuations
- Heavy manual effort for consolidated view of wealth
- Restricted reports & analysis
- Lack of resources for operational tasks
- Lacking tools to support decision making & tracking advanced investment approaches

After Transformation





“Eton has handled all of the capital call, documentation, and administrative tasks...

associated with my 30+ alternative investments, which enables me to focus on running my two operating businesses.”

Wealth Owner

ETON
SOLUTIONS

Eton Solutions, L.P.
1500 Perimeter Park Drive,
Suite 150, Morrisville,
North Carolina 27560 U.S.A.

Eton Solutions
International Pte. Ltd.
8 Marina View #43-01 Asia Square
Tower 1 Singapore 018960

www.eton-solutions.com