

Hamburg, 26 September 2022

INTREAL Solutions Expands its Business to Include Extensive Hands-on Consultancy for Real Assets

- ◆ Holistic advisory on IT and technical issues
- ◆ Best practice advisory in the areas of risk management, ESG and process management
- ◆ Consulting business headed by Annika Dylong and Christian Schmidt
- ◆ INTREAL Solutions already acquired more than 15 consulting mandates, with additional mandates in the pipeline

INTREAL Solutions, an IT service provider and subsidiary of third-party AIF manager INTREAL, is significantly expanding its range of deliverables: Going forward, the company will offer holistic best practice advisory services to managers of real assets. The new consulting offer is defined by an IT focus and covers the areas of IT security, IT strategy, process digitisation, cloud applications, ERP platform and any other IT infrastructure-related issues. This is supplemented by expert subjects closely connected to IT – such as ESG, risk management and process management. Responsible for the new service are Annika Dylong and Christian Schmidt. Annika Dylong is Head of Consulting and Services at INTREAL Solutions and in charge of best practice advisory services. Christian Schmidt is Managing Director of INTREAL Solutions and head of IT consulting.

INTREAL Solutions Sees Keen Demand for Best-Practice Consulting

INTREAL Solutions already acquired over 15 consulting mandates. At this time, the company is in talks to finalise roughly another dozen mandates. Some of the clients represent fund partners of INTREAL while others are third-party clients, including institutional investors, asset and property managers, real estate lenders and companies with proprietary real estate holdings.

Annika Dylong commented: “The complexity in the regulated real estate business is growing steadily. For many asset managers, this generates specific consulting needs. In the years since we founded INTREAL in 2009, we have been able to gather comprehensive experience and already solved many of the issues that clients currently approach us with. We now plan to share this know-how along the lines of best practice consulting.”

Christian Schmidt added: “Our unique selling proposition is to offer expert consultancy based on the first-hand experience of a large third-party AIFM and of the entire HIH Group. There is no topic left today that you can look into without looking at IT as well. Our approach is to combine ESG, risk management and process management with the relevant IT themes. Moreover, we rely on in-house staff to provide all necessary competencies – including hotline, IT operation as well as all necessary data protection and security requirements.”

Drafting and Implementing an ESG Strategy is an Important Service

In the ESG context, INTREAL Solutions normally advises its clients on how to draft a strategy, how to implement it subsequently and how to map it in all digital processes. When implementing an ESG strategy,

a vast amount of data from a variety of systems needs to be aggregated, merged and integrated into a reporting system. Organising this process chain requires interfaces and other IT deliverables.

Within the framework of the risk management consulting, INTREAL Solutions supports its clients in the processes of identifying and quantifying risks and of setting up a risk management system. The subject of IT security takes centre stage because it has lately become one of the main risks for real estate companies.

In the area of process consultancy, we strive specifically to support our clients in the implementation of an effective organisational structure and workflow. This effort is complemented by our assistance with important regulatory aspects that need to be addressed when entering the regulated investment fund business. Many day-to-day work streams offer enormous potential for automation, semi-automation or for avoiding duplicate data maintenance that might be caused by closed and unlinked data silos. “It has become quite inconceivable to reorganise processes without digitisation,” said Christian Schmidt, Managing Director of INTREAL Solutions.

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About INTREAL Solutions

INTREAL Solutions was formed in 2014. The company is the full-service IT arm of INTREAL, a third-party AIF manager. INTREAL’s entire assets under administration (AuA), which add up to 57.2 billion euros, and the central IT platform of the HIH Group are digitally mapped by the IT systems of INTREAL Solutions. In 2022, INTREAL Solutions started offering a holistic best practice advisory services in the real assets segment. These focus on regulated real estate investment products, risk management, ESG, regulatory guidance and process management. INTREAL Solutions gives even non-customers the opportunity to benefit from the proven know-how of INTREAL outside its regular third-party AIFM service packages. INTREAL Solutions employs more than 70 staff who can fall back on the INTREAL Group’s team of 450 high-skilled professionals whenever necessary.