

# Nonprofits embrace the OCIO model: SEI's outsourced CIO improves investment committee impact and efficiency

SEI New ways.  
New answers.®

Portfolio returns are critical to supporting spending and achieving your goals. Today's complex and volatile markets make investing more challenging than ever. Add in stretched resources and tight budgets, and things can become even more difficult.

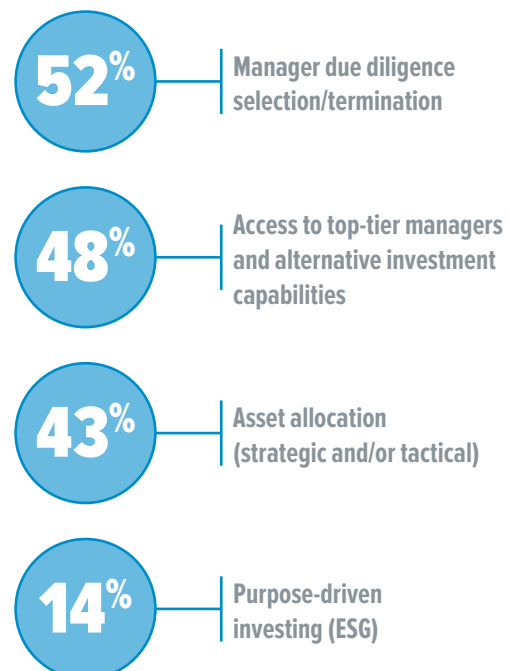
That's why more nonprofit investment committees are moving to OCIO.

A 2018 study estimates, there are  
**\$1.1 trillion**  
in U.S. OCIO assets.<sup>1</sup>

That's up from **\$758 billion** in  
2014. Projected OCIO assets are  
expected to reach **\$1.7 trillion**  
as early as 2023.<sup>1</sup>

Investment outsourcing continues to grow, as committees are realizing they can gain valuable resources, advice and infrastructure. Infrequent committee meetings, often quarterly, don't always foster timely decision-making or time for decisions that can impact long-term success. Hiring an OCIO gives you access to dedicated nonprofit investment specialists, infrastructure that enables more nimble investment decision-making and an opportunity to improve performance, all at often lower fees than you are currently paying.

Most valued investment services provided by OCIOs<sup>1</sup>

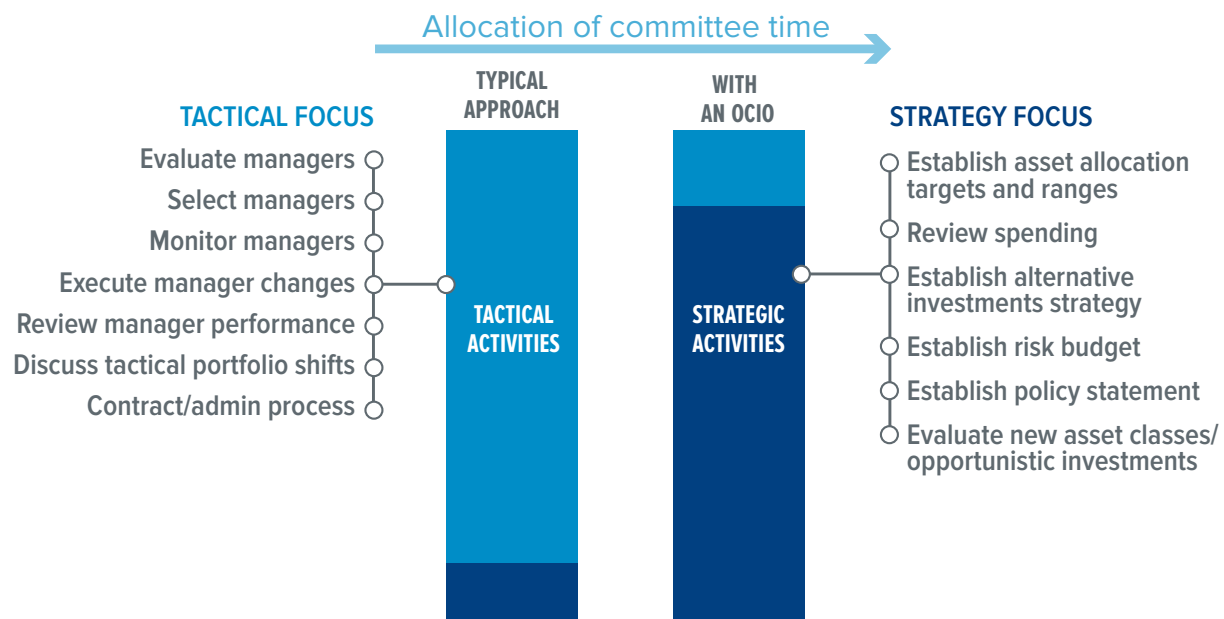


## With our OCIO model, your role will be different—but better

Some committees believe that the decision to outsource is a decision to hand over all control. It's actually quite the opposite. With our flexible OCIO model, you can maintain control over the role you want the committee to have in portfolio decision-making.

While you are delegating some of the day-to-day investment-related tasks, like manager monitoring and selection, you gain improved governance, more strategic control and time to focus on decisions that can positively impact your mission.

**Our OCIO model allows committees to gain resources and advice, while reallocating their time to making critical decisions that can have higher overall impact.**



## Here's how we do it

You'll have a dedicated Client Portfolio Manager who understands your organization's needs and goals. Through your Client Portfolio Manager, you will have broader access to our team of 300 professionals, including investment and nonprofit specialists. You establish the investment policy statement, and together we develop a custom asset allocation. Through our OCIO relationship, we provide:

- › In-depth quarterly meetings with economic, manager and asset class reviews
- › Asset allocation advice and modeling that demonstrates the potential impacts of investment decisions
- › Timely portfolio adjustments/manager changes with full transparency
- › Spending and hurdle rate analysis
- › Comprehensive risk management and continuous monitoring
- › Ongoing education on industry developments, market trends and portfolio changes
- › Support for your donor and fundraising efforts

## What makes our OCIO stand out?

Helping you achieve your mission is our number one goal. Our award-winning OCIO model is designed to provide results that are customized to your needs, yet cost-effective. Factors that you should consider:

- › **A time-tested model:** For the past 25 years, we have been 100% dedicated to providing discretionary management and decision-making, and our solution has evolved through several market cycles. We have a significant long-term OCIO client base that includes community foundations, private foundations and higher education institutions.
- › **Competitive fees:** With significant assets under management, we have broad networks and manager relationships to provide access to top institutional money managers often at favorable fees.
- › **A results-focused team:** We employ a high-touch service model focused on helping our clients succeed. We staff more than 300 professionals to support our OCIO clients with over 100 employees dedicated to investment management, manager research, oversight and support.
- › **Significant infrastructure:** We continue to invest back into our business to make sure we have the right people, technology and processes. We can also provide custodial and administrative functions and daily liquidity for commingled strategies.



SEI named Top OCIO Provider at the Fund Intelligence 2017 and Fund Map 2018 Institutional Asset Management Awards as of November 2018. Pensions & Investments, July, 2018. SEI ranked as a largest outsourcer based on worldwide institutional outsourced assets under management.

## Want to learn more?

Call us at **800-SEI-2441** or email [institutions@seic.com](mailto:institutions@seic.com) for more information.

## Ready to take the next step?

We've created tools to help simplify your search process.



### Build Your Own RFP

[seic.com/rfp](http://seic.com/rfp)

Creating an RFP that is meaningful to your organization can be challenging. Pick categories relevant to you and receive the RFP questions.



### Evaluation Process Center

[seic.com/evaluationprocess](http://seic.com/evaluationprocess)

Evaluating a new provider can be a cumbersome process. Get tips for a smooth process at every step of the way.



### Top 10 Questions

[seic.com/OCIO10questions](http://seic.com/OCIO10questions)

Learn about the most important questions you should ask to evaluate OCIO providers—and the answers you should expect.

## Corporate Headquarters 1 Freedom Valley Drive Oaks, PA 19456

### More about us

- › Global company with U.S. headquarters in Oaks, Pennsylvania
- › Publicly held firm (NASDAQ:SEIC)
- › 180+ nonprofit clients, representing \$27 billion in assets under management
- › 25-year track record providing investment outsourcing solutions for nonprofit clients
- › Named “Top OCIO Provider” for the second year at the 2018 Institutional Asset Management Awards<sup>2</sup>
- › Significant annual investment in research tools and technology for investment management

### Our nonprofit practice

- › Our Nonprofit Management Research Panel conducts ongoing research and peer analysis on topics such as: spending policy, governance, committee structure and fundraising
- › We are an active member of highly respected industry groups:
  - Council for Advancement and Support of Education (CASE)
  - Council on Foundations (COF)
  - National Association of College and University Business Officer (NACUBO)
  - Fiscal and Administrative Officers Group (FAOG)
  - Association of Governing Boards of Universities and Colleges (AGB)
- › We host education and networking events exclusively for our nonprofit clients

<sup>1</sup>Source: Cerulli Associates, as of 02/28/2019. 2018 and 2023 dates are estimates. Analyst Note: Nonprofit audience. Other responses include “keeping investment management fees low,” “liquidity management,” “consistency of performance and strategy,” “global. investment management,” “commingled funds,” and “portfolio risk analysis.” Estimated assets are \$1.7 trillion as of Q1 2023 according to The Cerulli Report – U.S. OCIO Assets Under Management, 2014-2023E.

<sup>2</sup>Top OCIO Provider at the Fund Intelligence 2017 and Fund Map 2018 Institutional Asset Management Awards as of November 2018.

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*There are risks involved with investing including loss of principal. There is no assurance that the objectives of any strategy or fund will be achieved or will be successful. No investment strategy, including diversification, can protect against market risk or loss. All information as of March 31, 2019.*