How Top Firms Are Meeting the Demands Of Modern Private Markets

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PREQIN
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Speakers



Richard Barnes (moderator)
Vice President
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Richard leads product development for Service Providers, working to support the ecosystem by delivering solutions focused on business development and competitive intelligence use cases.

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Isabel Gomez Vidal (panelist)
Chief Commercial Officer
Alter Domus

Isabel is a member of the Group Executive Board at Alter Domus and is the Data & Technology P&L owner. She has a strong track record of scaling capital markets businesses and driving revenue innovation globally.

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Andrew Beyeler (panelist)
Managing Director, COO,
Global Client Group
CIM Group

As part of the Global Client Group, Andrew is responsible for client relationships, capital formation, product strategy, and distribution of CIM's strategies.

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Vincent Rupp (panelist)
Enterprise Account Manager
Vistra Fund Solutions

Vincent has more than 20 years of experience across financial services and asset management, and is focused on helping private market firms navigate evolving operational demands.

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Agenda

1. State of the market: Trends reshaping the private capital and hedge fund service provider landscape
2. Industry panel discussion: How top firms are meeting the demand of modern private markets
   - Retail vehicles and evolving fund structures
   - Regulatory change & transparency
   - AI, data and technology
3. How data technology can help *(Demo)*
   - How data driven firms use information to target opportunities

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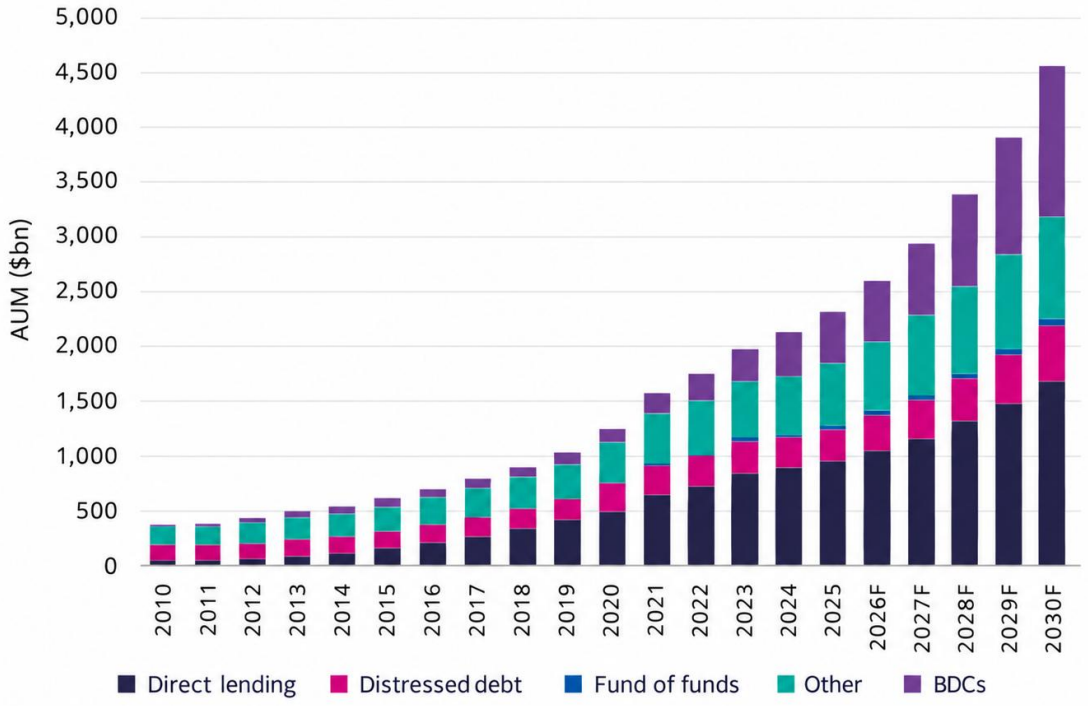
Private markets growth brings new complexity

Expanding private wealth access and evolving fund structures are creating new operational demands for GPs.

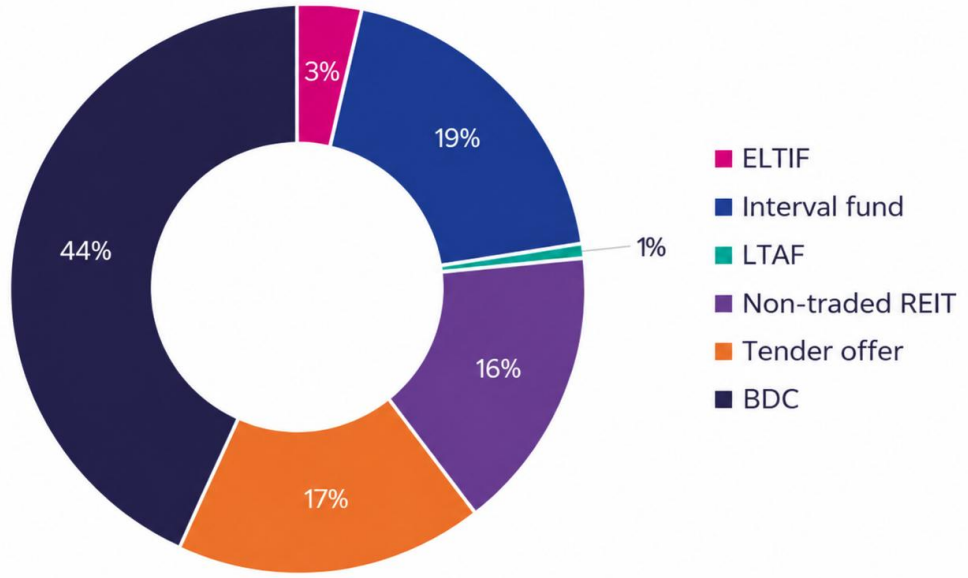
BDCs to experience largest annualized growth rate over the next five years

Historical and forecast global private credit AUM* by sub-strategy



Nearly half of recorded semi-liquid fund NAV belongs to BDCs

Net asset value* by fund structure



*Data is compiled using the latest NAV per fund within the last 12 months. In cases where NAV is only on the share class level, the largest share class NAV represents the NAV for the fund.

Source: Preqin, data as of April 2026

Source: https://pro.preqin.com/insights/research/reports/private-markets-unpacked-bdcs-examined

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Rising expectations are reshaping private markets

A few areas are increasing the complexity of running private market funds

01

REGULATORY CHANGES

More demanding reporting, compliance and oversight

02

EVOLVING STRUCTURES

New fund structures create operational complexity

03

TRANSPARENCY

Desire from investors for more granular reporting, delivered faster

The result: greater operational demands on GPs
The opportunity: Partners who can help GPs navigate complexity & scale efficiency win

Source: Preqin, Service Providers in Private Markets and Hedge Funds 2026, pp. 4–6

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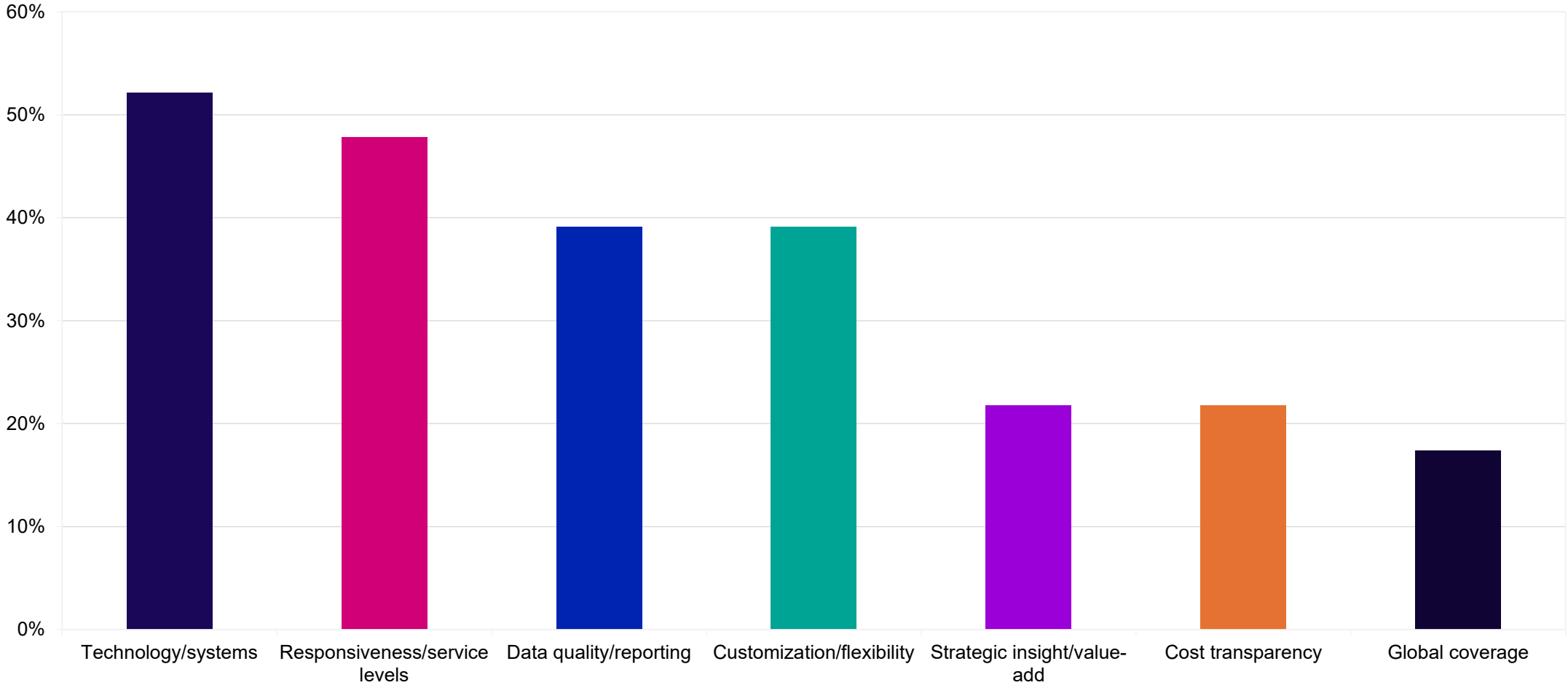
Where do current service providers fall short today?

GP survey findings reveal where expectations are rising and where providers have room to improve



Source: Preqin, General Partner survey 2026

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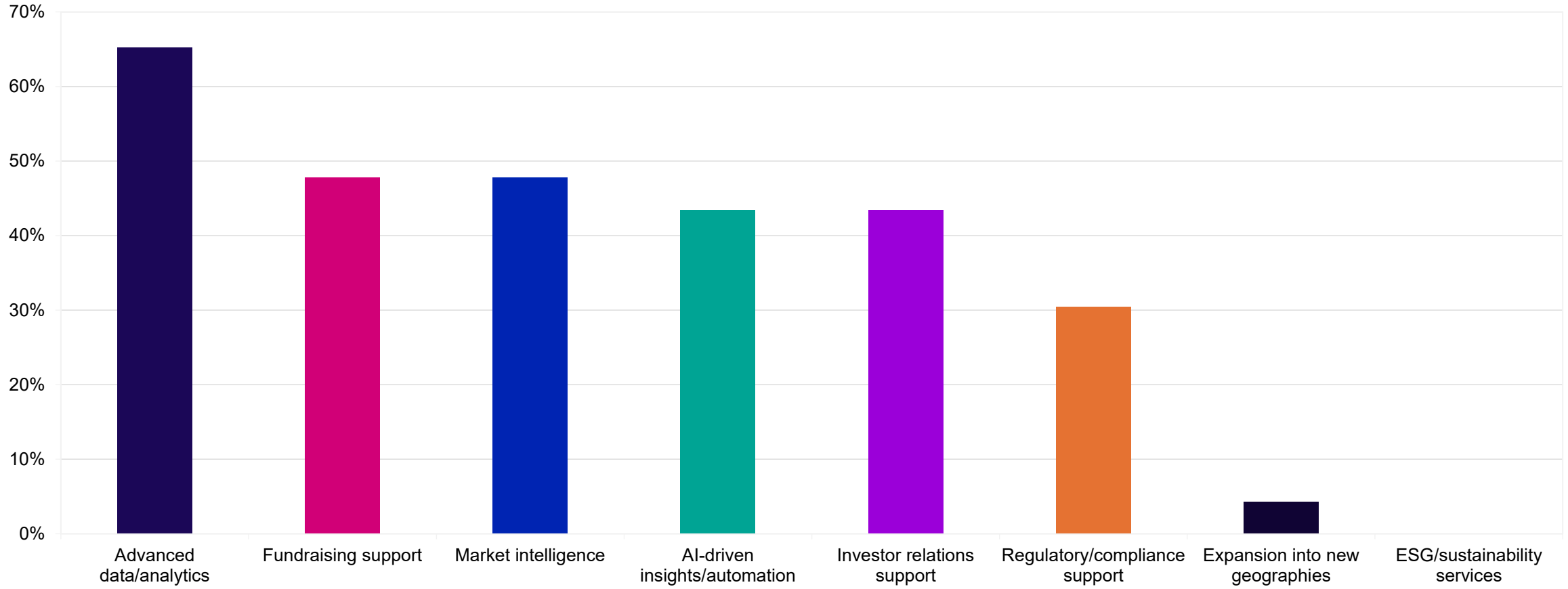
What services do you value most from providers?

Advanced analytics, fundraising support and market intelligence rank among the most valued service provider capabilities.



Source: Preqin, General Partner survey 2026

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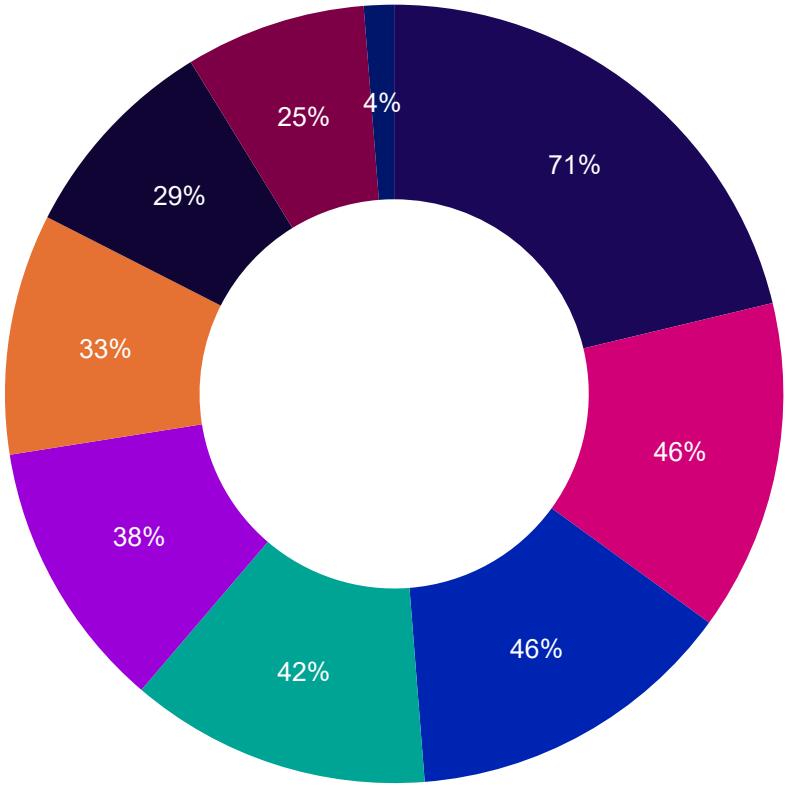
In which areas are you most comfortable with a provider using AI / automation as part of their service delivery?



- Data extraction/processing
- Reporting and investor communications
- Operational workflows/fund administration
- Document review/legal workflows
- Due diligence/risk analysis
- Portfolio monitoring/analytics
- Compliance/regulatory processes
- Market intelligence/research
- I would prefer minimal use of AI in service delivery

Source: Preqin, General Partner survey 2026

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What will be the biggest differentiator for service providers over the next few years?

Select the one answer that resonates most with you

01 **Specialist expertise and advisory capabilities**

02 **AI, automation and technology integrations**

03 **High-quality data and actionable insights**

04 **Speed, responsiveness and service quality**

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Panel discussion

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Poll question: What is the biggest challenge in finding new business?

Select the one answer that resonates most with you

01 **Identifying firms that fit our target client profile**

02 **Knowing when firms are likely to need our services**

03 **Understanding prospects' strategies and relationships**

04 **Finding contacts and reaching decision makers**

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Business development – making data-driven decisions

01

Approach new leads at the right time

Business Development Dashboard
Fund Manager Updates

02

Research prospects

GP profiles
Fund profiles

03

Reach decision makers

AI-enabled contact search
Contact profiles

Identify → Understand → Engage

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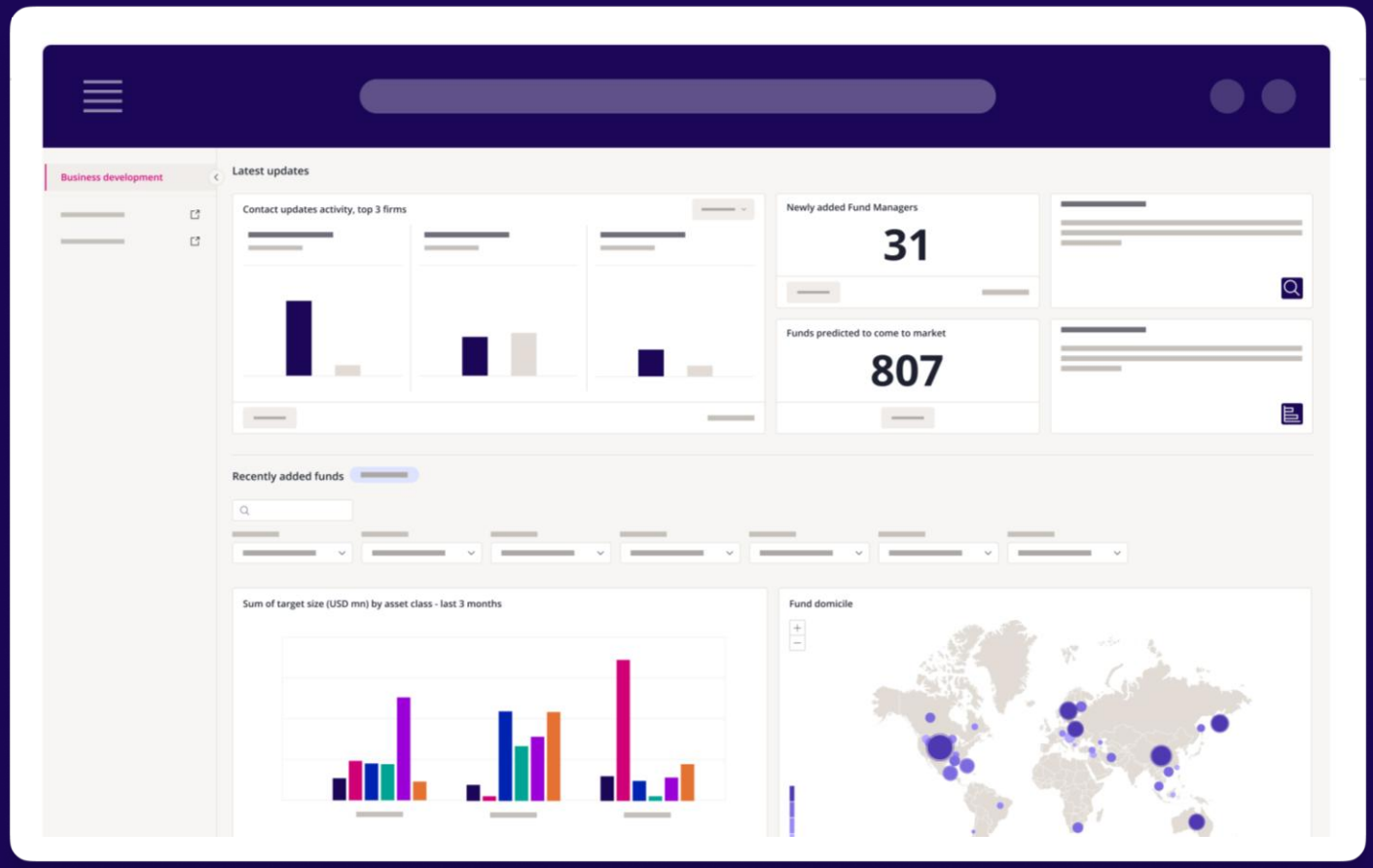
Demo

Q&A

Scan the QR code to request a personalized demo and discover how Preqin Pro can help your business development efforts.



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