

## CASE STUDY

# Caldwell Sutter Capital

## A Cloud-Native Solution That Meets Clients Where Their Money Is Located

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Caldwell Sutter was founded in the early 1980s as a dually registered broker-dealer and advisory firm focused on value investing. The founder developed a unique, research-intensive approach designed to uncover individual securities that could be purchased at deep discounts to intrinsic value, holding these securities over the long term to compound wealth with minimal risk of permanent loss of capital.

To implement this philosophy, Caldwell Sutter employs customized equity and fixed income strategies focused on delivering long-term, tax-efficient, risk-adjusted growth and income for clients. The firm's investment management process has

been developed and refined over multiple decades and market cycles.

As part of that evolution, Caldwell Sutter made strategic acquisitions to enhance its capabilities and support its investment strategies. According to Chris Anderson, CCO for Caldwell Sutter, these acquisitions created operational challenges over time, with data coming from multiple sources—including custodians, IRAs at trust companies, and their clearing firm.

"Most of the acquisitions we made didn't come with a lot of technology infrastructure, so we were dealing with different entities and trying to track data from multiple sources, including custodians, IRAs at trust companies, and our clearing firm," Anderson said. "It was starting to get out of control, so we looked

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— **Chris Anderson, Chief Operating Officer, Caldwell Sutter Capital**

### Profile

**Client:** Caldwell Sutter Capital

**Location:** Sausalito, CA

**Description:** Hybrid broker-dealer/RIA

**AUM:** \$571,092,070

**Implementation Year:** 2017

### Background

- Founded in 1982 as an advisory firm focused on value investing
- Expanded through multiple acquisitions over the years, including two broker-dealers, another advisory firm, and a municipal bond underwriter and municipal advisor
- Sought a reporting platform that could integrate data from both their clearing firm and custodian

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Anderson evaluated all the leading portfolio accounting, management, and billing systems and selected SS&C Black Diamond® Wealth Solutions for its superior data connectivity and integrated capabilities.

"With it being part of SS&C Advent's extensive ecosystem, Black Diamond was the only platform that had data feeds from Wedbush, our clearing firm, making it the superior solution," Anderson explained. "We continue to rely on Black Diamond for performance metrics and accurate, transparent reporting across our RIA business."

Looking ahead, Anderson is focused on implementing a CRM with Black Diamond Elements, which will be tightly integrated with Black Diamond under the SS&C umbrella.

"We are very excited to be able to up our game with a firm-wide CRM, which we have never done before. It will be extremely powerful to support our growth in keeping track of all of our clients and prospects in one place. Cleaning up almost 40 years of legacy data has been daunting, but with the help of our dedicated Client Advocate, it has made the project much more manageable. They are very responsive and always looking to help us out."

Ultimately, for Anderson and Caldwell Sutter, technology remains a key aspect of their success and client service philosophy.

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## Benefits

- Provided Caldwell Sutter with a tightly integrated technology solution for their hybrid RIA/BD business
- Equipped the firm with comprehensive performance reporting and analytics across its RIA operations
- Delivered a powerful technology solution to serve clients no matter where their money is located

To learn more about Caldwell Sutter, please visit their website at [www.cald.com](http://www.cald.com).

Learn how SS&C Black Diamond Wealth Solutions can support your business.

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