

**NEWS RELEASE**

**FOR IMMEDIATE RELEASE**

**Media Contacts :**

**UK**

Bonaire Software Solutions  
Gary Liley  
+44 (0) 207 763 6102  
[gliley@bonairesoft.com](mailto:gliley@bonairesoft.com)

**US**

Bonaire Software Solutions  
Scott Fitzpatrick  
001 617 338 0107 x116  
[sfitzpatrick@bonairesoft.com](mailto:sfitzpatrick@bonairesoft.com)

**Standard Life Investments Selects Bonaire's  
REVPOR<sup>TM</sup> Revenue Management Suite**

***Following a comprehensive, tender-based selection process another  
Blue-chip asset manager joins Bonaire's expanding client base.***

London, UK – Bonaire Software Solutions, LLC, a leading provider of financial services software solutions to investment managers, fund administrators, mutual funds, wealth managers, broker dealers and RIAs, announced that it's **REVPOR<sup>TM</sup>** Revenue Management and Fee Billing application has been selected by Standard Life Investments. Headquartered in Edinburgh, UK, Standard Life Investments chose Bonaire after carrying out a rigorous, business-driven, tender-based selection process. Standard Life Investments' acquisition of **REVPOR<sup>TM</sup>** will deliver tangible business benefits, including:-

- Lower operating costs and improved efficiency through the replacement of manually intensive spreadsheet-based processes
- Automation of existing manually-based performance fee calculations
- Provision of a scalable platform that will underpin planned business growth without a commensurate increase in operating costs
- Centralisation of revenue data to improve management information
- Provide the foundation for comprehensive revenue modelling, forecasting and analysis

**REVPOR<sup>TM</sup>** software automates the calculation of fees for the client billing and invoicing process. Bonaire's clients are able to calculate any type of fee for revenue streams, as well as fees and disbursements associated with accounts and portfolios. **REVPOR<sup>TM</sup>** takes in a data feed from the client's upstream portfolio management platforms, undertakes complex rules-based calculations and then posts the fee and accruals to the general ledger, while automatically generating invoices.

"Standard Life Investments is committed to continually improving its processes and procedures. We believe that the adoption of Bonaire's revenue management suite will help us in achieving this" said Sean Fitzgerald, Financial Controller.

Gary Watts, UK MD of Bonaire, said "Undoubtedly, 2009 has been a testing time for the investment management industry and those who serve it. Despite this challenging back-drop, Bonaire has continued to invest heavily in enhancing its solutions and delivering upon our product vision. This bold strategy has been rewarded with another strong year on the sales front and the Standard Life Investments' decision is further evidence of Bonaire's ability to differentiate itself in a very competitive market".



### **REVPOR<sup>TM</sup> Revenue Management Key Features:**

- Provides a single repository for revenue, sales and performance data
  - Automates revenue management, fee billing and commission processes
  - Calculates complex fees, rebates, commissions and accruals, produces invoices and generates all accounting and audit output
  - Centralizes fee calculation rules, embedding knowledge in the application and enhancing financial management and control
  - Provides management information via fully integrated MI tools, including data cubes, views, dashboards and graphical visualization / reporting
  - Allows revenue modelling, forecasting and analytics to be performed using actual billing rules and fee schedules
  - Seamlessly integrates with existing upstream / downstream financial management and reporting systems
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### **About Bonaire Software Solutions, LLC**

Bonaire is focused on providing software and services solutions to the asset management industry. Clients include industry leading *investment managers, fund administrators, mutual funds, wealth managers, banks/trusts and retirement services providers.*

**Revenue Management Software Products** include:

- **REVPOR<sup>TM</sup> - Fee billing platform**
  - [Calculation of fees](#), rebates, commissions and accruals
  - [Multi-currency/multi-lingual](#)
  - [Custom Rule Generator](#)
  - [Commissions](#)
  - Revenue modelling, [forecasting](#) and analytics
- **PAYPORT – Payment and collections processing platform with automated matching**
- **EMPOWER BI - Management Information platform**
  - [Business intelligence](#), management reporting, KPI-based dashboards and graphical visualization

Based in Boston, MA, and London, UK, Bonaire is a privately held company founded in 1999. Bonaire's software products are available for installation at the client site as well as a SaaS, fully managed hosted option. For more information about Bonaire Software Solutions, please visit [www.bonairesoft.com](http://www.bonairesoft.com)

### **About Standard Life Investments**

- With assets under management of £136.9bn Standard Life Investments is one of Europe's major investment houses (30.09.09).
- Standard Life Investments was launched as an investment management company in 1998. It is a wholly owned subsidiary of Standard Life Investments (Holdings) Limited, which in turn is a wholly owned subsidiary of Standard Life plc.
- Standard Life Investments operates in the UK, Canada, Ireland, Hong Kong and the USA, and has representative offices in Germany, France, South Korea, Beijing and Australia. Standard Life Investments also operates in India through a joint venture, HDFC AMC.