

Metropolitan West Capital Management, LLC and Lightspeed

Using technology to reduce costs and improve operational efficiency

For more information, visit
www.lightspeedtdms.com
and www.mwcm.com
Email: tdmsinfo@lsdsnet.com.



From its prominent offices in Newport Beach, California, Metropolitan West Capital Management, LLC (MWCM) oversees 8 billion dollars as of 12/31/08 in investments for both institutional and retail clients. Over many years of prudent investing and nurturing clients' money, MWCM has become a very well-regarded firm in the market. The company is now part of Wells Fargo & Company but retains its own operational control and strict investment and research processes.

MWCM prides itself on its investment discipline and commitment to achieving client objectives. Behind the scenes, the entire organization is geared to making the company as efficient and productive as possible. This approach has enabled MWCM to deliver consistent returns for over a decade. Roberta Kistner, Vice President and Director of Operations at MWCM, explains that, "One of our goals is to try to automate as many processes as we can and reduce human error."

Seeking out the Best Technologies

As part of this commitment, Kistner's responsibility is to seek out the best technologies available for running the highly complex operational elements of the investment business. In 2006, she was introduced to Lightspeed, who explained that their technology could automate all trading confirmations and also create file reports for clients. This would eliminate not only a lot of manual input and the opportunity for costly errors, but would also mean clients would receive timely and accurate reports by email. Further, Lightspeed claimed that they could provide additional savings to the business by reducing the need for filing massive amounts of paperwork. "It sounded too good to be true," said Kistner, "so I was naturally keen to see the system in more detail. I felt that if Lightspeed could live

up to its claims, it might be an excellent fit for our business."

Marvin Sauer, CEO of Lightspeed, explains that their technology is specifically designed to help companies streamline their operations and reduce costs. "We built the system and company specifically to help organizations like MWCM. Essentially our system is designed to increase the level of automation within investment management companies by streamlining their processes. We provide further benefits by reducing the level of manual intervention, and the operation can consequently handle an increased number of trades."

Smooth Installation

Following demonstrations of the system and detailed planning of the installation and integration process, MWCM installed Lightspeed's TDMS product into their organization in late 2007. Kistner explains that the installation team provided by Lightspeed was "completely on top of it. They were wonderful. Naturally before these kinds of projects, especially with a new partner, there is some anticipation as to how the project will be managed. We found the team to be extremely responsive, organized, and the process they used was well thought out. The project was extremely well managed."



CONTACT US

Corporate Headquarters:
6330 San Vicente Blvd, Suite 245
Los Angeles, CA 90048
Phone: 323.954.3000
Email: tdmsinfo@ldsnet.com
www.lightspeedtdms.com

Metropolitan West Capital Management, LLC and Lightspeed

Using technology to reduce costs and improve operational efficiency



"Our combined teams have worked extremely well together, and we feel we now have a very up-to-date and efficient system that underpins a lot of our trading activity. Since deciding to choose Lightspeed, we really have not looked back."

A year after installation, Kistner is able to reflect on the benefits Lightspeed is bringing to the organization. "We pride ourselves on quality in everything we do, and Lightspeed has helped us to reach our goals in the post-trade function. We now have much faster processing. Lightspeed matches all our trades, saves us an incredible amount of man hours, and has reduced human error in our processing. Previously we could only run the affirmation system once a day, but now

this happens continually. We have easier access to data, a system that can support our trading needs as we grow, and we've been able to reduce our costs further through the reduced need for storage of all the manual files. Our combined teams have worked extremely well together, and we feel we now have a very up-to-date and efficient system that underpins a lot of our trading activity. Since deciding to choose Lightspeed, we really have not looked back."

"We pride ourselves on quality in everything we do, and Lightspeed has helped us to reach our goals in the post-trade function. We now have much faster processing. Lightspeed matches all our trades, saves us an incredible amount of man hours, and has reduced human error in our processing."

Roberta Kistner, Vice President and
Director of Operations at MWCM

FACT FILE: METROPOLITAN WEST CAPITAL MANAGEMENT, LLC

Metropolitan West Capital Management, LLC is using Lightspeed's TDMS product suite to manage its trade confirmation and matching processes. Lightspeed automates this process, reducing the need for manual intervention and the risk of human error. Lightspeed delivers improved efficiencies, cost savings, and scalable architecture for investment companies that are looking to radically improve the way they run their operations.

For more information, visit
www.lightspeedtdms.com
and www.mwcm.com

