

## Apis Capital Advisors



## Hedge Fund

Launched in 2004, Apis Capital Advisors is a New York City-based long-short equity hedge fund manager that focuses on global equity markets in industries such as technology, healthcare, industrials and

consumer goods. The firm's approach to investing emphasizes global market evaluation, leveraging international networks, and producing a diversified global portfolio to drive high returns for their clients.

## Their Challenge

Like so many other fund management firms, the team at Apis Capital Advisors found it difficult to prospect into the family office space for their capital raising efforts. According to Will Dombrowski, Director of Marketing & Client Relations at Apis, *"family offices have historically been underrepresented as part of [their] investor base,"* as their previous research and capital sourcing processes were inefficient and mostly limited to domestic offices. It was due to these challenges that they sought out a better way to access the family office ecosystem.

When searching for a solution to their lack of family office data, their goals were straightforward and simple: to *"increase family office investments in [their] products, not only from a geographic perspective but also from a diversified pool of family office allocators."* They eventually turned to [FINTRX](#) to help them achieve their goals.

## The Outcome

Since adopting FINTRX into their prospecting processes, Apis Capital Advisors has been able to utilize the innovative and dynamic platform to expand its family office investor base with seamless access to **3,700+** investors and over **19,000+** key decision-makers. Additionally, the team has noticed an enormous increase in both family office engagement and in efficiency when reaching out to potential investors.

Access to a streamlined family office capital-raising solution offered Apis an extensive database of investors and contacts from which they could boost their fundraising efforts and *"has helped broaden [their] coverage of the family office investor segment globally."* Today, FINTRX continues to provide the resources needed for Apis to effectively drill into the obscure family office industry.

*"I have been very impressed with the quality of the FINTRX platform -- no other platform has the breadth and depth of coverage of the global family office investor universe."*

*The FINTRX product is simple and easy to use, and their client service is excellent and incredibly responsive to your needs."*



**Will Dombrowski**

Director of Marketing & Client Relations



## About FINTRX

FINTRX offers comprehensive private wealth data intelligence on Family Offices and Registered Investment Advisors (RIA's). Our data ensures you have access to current and accurate information - driving more meetings and increasing efficiency for your business.

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FINTRX provides comprehensive data intelligence on 850,000+ family office & investment advisor records, each designed to help you identify, access, and map the private wealth ecosystem. Explore in-depth dossiers on each family office & investment advisor. Access AUM, source of wealth, investment criteria, previous investment history, sectors & industries of interest and advisor growth signals, among other key data points.

Additionally, FINTRX provides insight and expansive contact information on 850,000+ decision-makers, featuring job titles, direct email addresses, phone numbers, common connections, alma maters, past employment history, brief bios & much more.

Industry-leading financial firms leverage our powerful algorithms and expansive research team to better access the complex and rapidly changing private wealth ecosystem.

Using automation, artificial intelligence and our expansive research team, we put real-time data in your hands to ensure successful outcomes.

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For further insight on how FINTRX can streamline your capital raising efforts, request a free trial below.

Schedule Demo



## Platform Features



### Raise Capital

Identify family offices & Registered Investment Advisors that align with your fundraising goals



### Unlock Your Network

Our algorithms uncover your hidden networking opportunities, driving greater rapport and warm conversations



### Enrich Your Data

Our enrichment technology ensures you are armed with the most accurate data intelligence available



### Market Intelligence

Monitor new hires, new capital formation, recent investments, investment interests, and much more