

## CASE STUDY

# How Private Capital Development Leverages FINTRX for Efficient Fundraising

### About PCD

Founded in 2018, Private Capital Development (PCD) is a specialized professional services firm that builds initial connections between private capital fund managers (GPs) and a global network of limited partners (LPs), including institutional investors and family offices.

To date, PCD has facilitated thousands of GP-LP introductions across 650+ active LP relationships. Its 78+ clients span private equity, venture capital, infrastructure, and fund-of-funds strategies, covering everything from secondaries and growth equity to private credit, clean energy, agriculture, and high-tech.



### Challenges

As Private Capital Developments' client base expanded and diversified, its long-standing reliance on institutional investors could no longer support the evolving needs of fund managers. The firm needed broader access to a more targeted universe of LPs, particularly family offices and RIAs aligned with its clients' evolving strategies.

Randy Mitchell, *PCD Chief Development Officer*, further explained, *"We were seeking greater access to family offices and RIA's globally along with the key contacts within each unique entity."*

While PCD trialed multiple data platforms, none offered the credible, up-to-date intelligence or private wealth focus the team required. They also sought a modern, dynamic interface and seamless CRM integration to embed investor targeting into daily workflows.

## Results & Impact

By adopting the [FINTRX Family Office & RIA Data Platform](#), Private Capital Development now has direct access to:

- ◆ 4,000+ Family Offices
- ◆ 27,000+ Family Office Contacts
- ◆ 760,000+ Registered Reps
- ◆ 25,000+ RIA Aggregators & Advisor Teams (wirehouses, independents & aggregators)

Through [native HubSpot CRM integration](#), Private Capital Development has built a scalable, repeatable process for connecting GPs with high-fit LPs, leveraging custom data mapping to surface the most relevant private wealth opportunities directly within their daily workflows. By embedding FINTRX data natively into HubSpot, PCD's team can now act on live intelligence without switching platforms, streamlining workflows and accelerating execution.

The firm also utilizes FINTRX's [data enrichment technology](#) to ensure targeting accuracy and uncover warm introductions hidden within its existing network.

Today, FINTRX plays a central role in driving PCD's business development engine, empowering the team to match GPs with aligned LPs more efficiently and effectively.

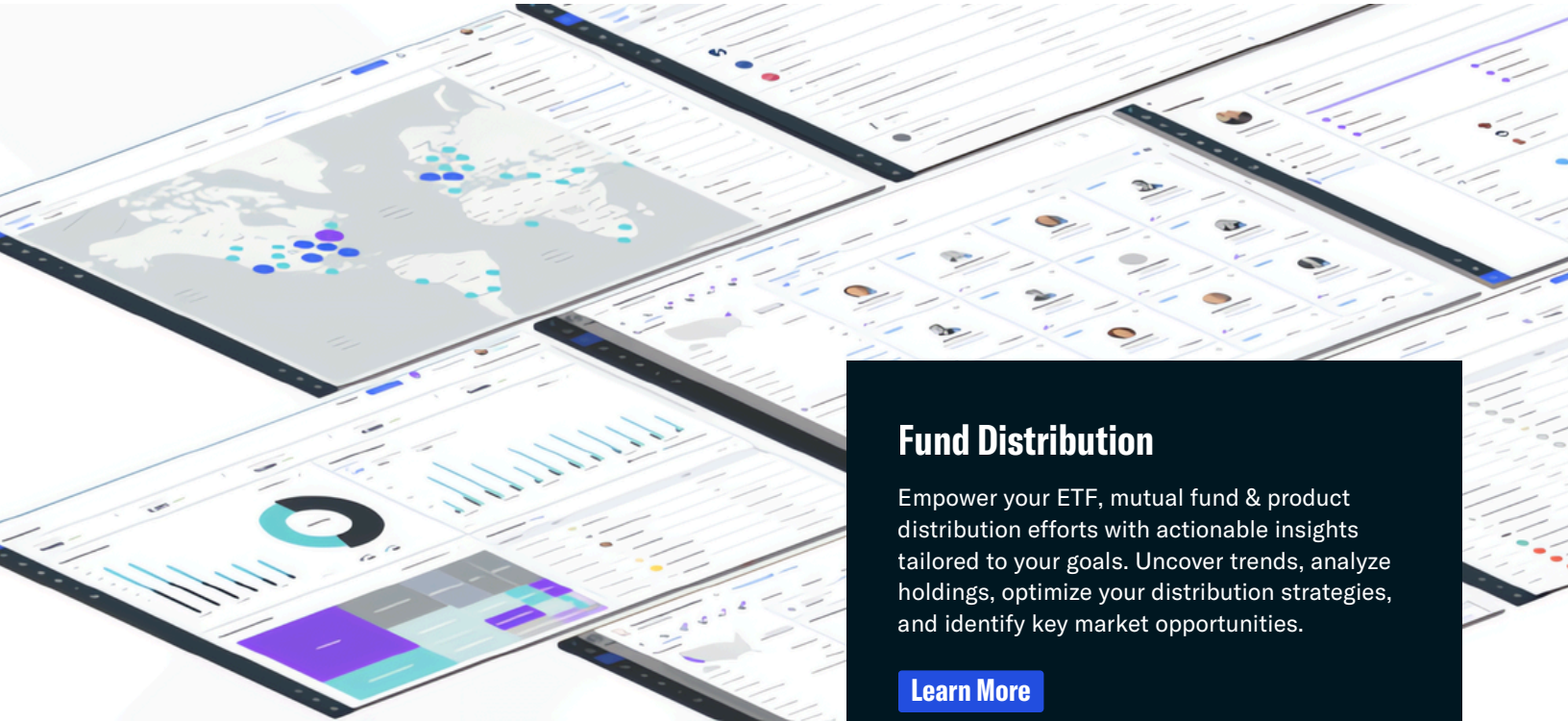
***"FINTRX helps ensure we leave no stone unturned when connecting GPs to LPs."***



**Randy Mitchell**

*Chief Development Officer,  
Private Capital Development*

# About FINTRX



## AI-Powered Data Intelligence on RIAs, Family Offices, Advisor Teams, Broker-Dealers & more

FINTRX is the leading private wealth intelligence platform, offering the industry's most expansive and up-to-date data on family offices, investment advisors, broker-dealers, wealth teams, and more.

Powered by [industry-leading AI](#), FINTRX turns data into actionable intelligence, helping firms distribute funds, raise capital, and identify advisor M&A and recruiting targets - all designed to drive strategic growth.

**GET STARTED TODAY**

### Fund Distribution

Empower your ETF, mutual fund & product distribution efforts with actionable insights tailored to your goals. Uncover trends, analyze holdings, optimize your distribution strategies, and identify key market opportunities.

[Learn More](#)

### Asset Raising

Target the right investors, personalize outreach & accelerate capital-raising with data on 4,000+ family offices, including investment preferences, direct investment activity, and key investment decision-makers.

[Learn More](#)

### Advisor Recruiting & M&A

Identify high-potential advisor teams, assess recruitment opportunities, and craft strategic pitches. Perfect for targeting wirehouse teams, independent RIAs, or wealth management entities with data-driven insights to enhance your recruiting and acquisition efforts.

[Learn More](#)