

Rowe Capital Partners

Founded in 2001, Rowe Capital Partners is a global placement agent, focusing on an array of alternative investment strategies. The firm also provides deep-dive strategic advice and asset management services to

Alternative Asset Placement

alternative investors. Headquartered in Boulder City, Nevada, Rowe Capital Partners places emphasis on private equity, venture capital, and real estate, among other asset classes, in their placement strategies.

Their Challenge

The number of global family offices continues to increase exponentially, both in number of offices and in total assets under management. As more asset-raising professionals turn towards alternative investments, there is an ever-expanding ecosystem of investors which is often difficult to canvas. The arduous task of identifying accurate and relevant family office information while also keeping up with the increasing numbers of established family offices was a considerable pain point for Rowe Capital Partners.

When prospecting into the family office ecosystem, Rowe found it *"difficult to identify family offices and accurate contact information"*, making it virtually impossible to create sustained relationships with investors. In order to distinguish specific family offices best suited for their particular use-case, it took extensive time and research, and often ended with outdated or unreliable information.

The Outcome

Rather than continuing to spend their time scraping the internet for credible information, Jim Rowe and his team turned to the [FINTRX Private Wealth Data & Research Platform](#) to leverage its constantly updated and expanding investor data set.

Since their initial FINTRX adoption, Rowe Capital Partners has seen a significant improvement and uptick in their family office prospecting efforts, citing more efficiency and accuracy in identifying potential targets.

Rowe Capital Partners continues to utilize our vast dataset of 3,700+ family offices and 20,000+ contacts to efficiently *"identify family office areas of interest and allocation preferences."* In working with the FINTRX team to create a custom workflow within the platform, Rowe Capital Partners can now focus their time and efforts on building a family office network with confidence.

"FINTRX is outstanding and very educational as the family office sector is quickly evolving."



Jim Rowe

*Principal,
Rowe Capital Partners*



About FINTRX

FINTRX is a unified data & research platform providing comprehensive data intelligence on **850,000+** family office & investment advisor records, each designed to help asset-raising professionals identify, access & map the global private wealth ecosystem.

FINTRX is a vertically integrated software and data platform that enables wealth professionals, financial institutions and asset management firms to seamlessly map, access and sell into the global family office, broker dealer and registered investment advisor ecosystems. Thousands of users at leading firms trust FINTRX to leverage the power of intelligent data, target the correct firms for capital raising, build stronger relationships, and make better data-informed decisions.

FINTRX's intuitive search engine, proactive alerts, network-expanding capabilities, and warm introduction paths help customers efficiently uncover new opportunities to grow their business and drive successful outcomes.

Access to FINTRX data is delivered via its award-winning cloud-based platform, fully integrated iOS mobile applications, and its many CRM and API connectors, including Salesforce, Navatar, Hubspot, Snowflake, and others. Using automation, artificial intelligence and our expansive research team, we put real-time data in your hands to ensure successful outcomes.

Request a demo below for more information on how FINTRX can simplify your capital raising processes.

Schedule Demo



FINTRX Platform Features

❖ Raise Capital

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

❖ Unlock Your Network

Uncover your shared commonalities to drive better rapport with **850,000+** decision-makers.

❖ Enrich Your Data

Uncover hidden networking opportunities within your data to drive better prospecting and deliver successful outcomes.

❖ iOS iPhone & iPad Mobile Application

Access FINTRX family office & RIA data directly from your iPhone and iPad. Increase efficiency, identify prospects & bring FINTRX with you on the go.

❖ Market Intelligence

Filter through areas of investment interest, AUM, asset flows, intent signals, potential associates and more...