

# Case Study

How Delft Enterprises managed a growing portfolio of participations and accelerated their investment pace

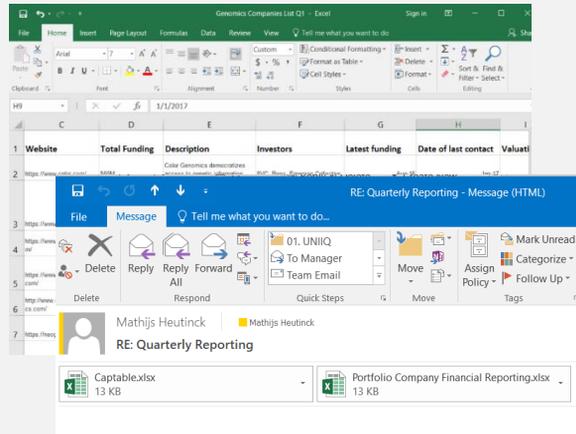
## The Challenge

### Growing portfolio

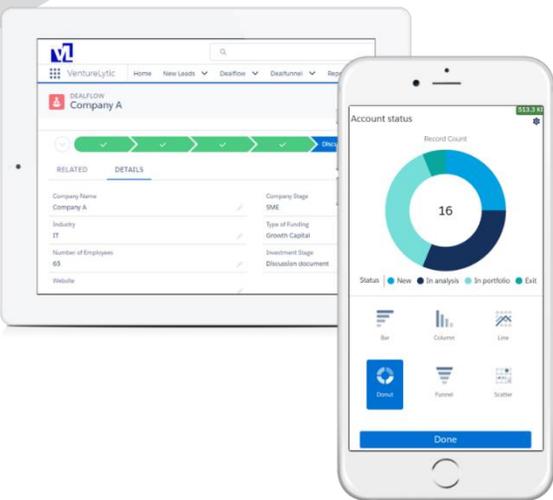
After more than ten years of building spin-offs together with entrepreneurs and academics, Delft Enterprises found itself managing a portfolio of more than fifty companies. With a core team of around eight investment professionals this became a challenge. While individual portfolio companies could still count on Delft Enterprises' hands-on support, getting an integral overview of the portfolio and its performance became increasingly difficult.

### Multiple data sources

To that date, leadlists, captables, company performance reports and reporting updates were mostly stored in separate Excel sheets. Other crucial information could often be found in personal email inboxes. The lack of one-source-of-truth slowly ate their investment managers' valuable time.



## The Solution



### One source of truth

Delft Enterprises decided to work with Venturelytic after a careful selection process. The combination of both a dealflow and portfolio monitoring suite on top of the world's most used CRM, Salesforce, allowed them to safely store all data in one place.

### Dealflow and portfolio overview

Within a few days, the whole Delft Enterprises team was brought live. From then on, users could access their data anywhere and anytime on every device. Integrations, with for example their email, made sure people didn't have to change their processes. Venturelytic currently forms a basis for the team's weekly new business and portfolio support meetings.

### New features to stay ahead

While working with Venturelytic for over a year, Delft Enterprises benefited from Venturelytic's new releases, such as the new Captable and Key Metric module to track their companies even better.

## The Results

### Faster reporting process

The time to create quarterly and annual fund reports decreased, since the latest company information can easily be found in Venturelytic, including periodical updates, performance on key metrics, a captable overview and the company's valuation.

### Better overview, more focus

The introduction of Venturelytic provided the investment team with new insights in their own activities as well as their portfolio's performance. Since then, team collaboration increased and dealflow activities have been focussed, resulting in more investments.

### Future proof

With the ambition to be named among the best seed investors in the world, the Delft Enterprises team found a platform that supports them in their growth.



“Venturelytic gives us a clear overview of our dealflow activities and portfolio performance with insights that enable us to make well-informed decisions and maximize impact.”