

Case Study: How Disciplined Growth Investors streamlined their workflow

Summary

Firm: Disciplined Growth Investors

Assets Under Management: \$.996 billion

Type: Small Money Manager

Challenge:

- + Portfolio Managers at DGI were using products from multiple service providers to complete their company analysis and portfolio management
- + Different products didn't always work well together and made processes more time consuming

Solution:

- + FactSet representatives sat down with DGI
- + DGI realized that with FactSet they could complete every stage of their process in one application

Benefits:

- + Portfolio Managers at DGI can go from screening, to company analysis, to model creation, and portfolio management in one application
- + Without the need to replicate data from one program to another, PMs save valuable time
- + By going from multiple service providers to one, DGI saved money

Challenge: Some PMs need to do more than manage portfolios

Disciplined Growth Investors (DGI) is a small money manager in Minneapolis, Minnesota. Since DGI is a smaller firm, many of the Portfolio Managers are also responsible for tasks that would be completed by analysts at larger firms, like individual stock picking research. For that reason, PMs at DGI need a comprehensive solution on their desktops.

Scott Link, a Portfolio Manager at DGI, has been in the industry for 19 years. He says that traditionally, firms used a fundamental product to analyze companies and also subscribed to a quote monitor/news service.

Technically, using multiple providers worked and the job got done. The problem was that it didn't work well and the different products didn't work together.

Solution: Find the perfect all-in-one solution

During a meeting with representatives from FactSet, employees at DGI noticed something different about the product. With FactSet, they could access the fundamentals, news, and monitoring they needed in one place. Link recalls the decision to choose FactSet well. He explains,

"We were using Bloomberg [for news and monitoring] and we were using Baseline for the fundamental package. We saw that not only was FactSet a more robust product from a fundamental standpoint, but it also allowed us to combine the functionality of Bloomberg and Baseline... and ultimately it saved us money."

The move to FactSet was a positive one for DGI. Rob Nicoski, a PM at DGI noted that FactSet didn't technically change the way he did his job, but it made him more efficient, and in turn, more effective.

Nick Hansen, another PM at DGI, added that FactSet's consolidated product made it easy to access all the data that he needed and in addition, it provided him with a link to economic data. "We are fundamental guys," he says, "but we also need to see what is going on in the broader universe. With FactSet we have access to everything."

Result: Consolidate providers, saving money and time

Now, Link, Nicoski, and Hansen say they use FactSet every single day, in a variety of capacities. "We may run a screen in the morning and if a new company pops up, we can take a look at the snapshot, and then we can put the company into an integrated FactSet model to perform a quick assessment," says Link. "And of



course, we have all of our portfolios in [FactSet] so we can see how we are performing all day.”

DGI has now been a FactSet client since 2001. With 40 years of combined industry experience, Link, Nicoski, and Hansen say that FactSet is simply the best, most complete solution for their needs.

“It’s not just the data, or just the analytics, it’s the whole product and every FactSet employee that supports the product. We can get on the phone with a FactSet consultant and they really listen to what we are saying. When we make suggestions to product developers for something we want in the product, it actually happens. A lot of people think of FactSet as more of a fundamental database to analyze companies. They don’t realize that you can get news and monitor your portfolio. It’s a full package.”