



Halsey Starts Independent Cap Intro Option for Service Providers

By Chidem Kurdas, New York Bureau Chief
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NEW YORK [HedgeWorld.com]—The Roundtable Forum, an organizer of capital introduction events since 1999, announced an affiliate program for fund administrators, prime brokers, auditors and law firms.

This establishes a process whereby service providers can nominate their hedge fund clients to present at the events. "The affiliate program will help extend the circle of interesting managers that we see," said Jane Halsey, president of the Forum. Service providers are typically among the first people to be contacted by new hedge fund managers.

Many prime brokers have their own capital introduction services, but not all. Barclays Capital, for example, is the first to join the program. Other vendors to the hedge fund industry also get inquiries from their clients for help in reaching investors.

"One of the first steps for a new hedge fund manager is legal counsel and accounting support," Ms. Halsey said. "This issue comes up. Now they can point the manager in the right direction." With an independent firm organizing capital introduction, there is less ground for potential conflicts of interest, she added.

All managers have to be accepted by the Forum's investment committee and committee members will not know whether or not a vendor nominated a candidate. Nothing will change, except that the manager pool will include recommendations from service providers, according to Ms. Halsey.

She explained that the affiliate program discloses working relationships with vendors and makes the process clear. "Vendors have to jump through the same hoops as everybody else," she said. The investment committee is working on two Forum events that are planned for the coming months.