

Valor Capital Elevates Fundraising With SS&C Intralinks

As the cross-border firm expanded offerings for investors across Latin America, SS&C Intralinks FundCentre™ delivered the secure, scalable foundation to power their expansion.

Overview

Valor Capital Group, founded in 2011, is a leading venture capital and growth equity firm employing a differentiated, cross-border strategy that connects the U.S., Latin America and global markets. Valor has played an instrumental role in developing the venture capital ecosystem in Latin America by partnering with top entrepreneurs and global institutions to deliver above-market returns, with a focus on investing in transformative technologies, fintech and software. The firm has invested in companies such as Wellhub, Coinbase, Circle, Cloudwalk, Perplexity and ElevenLabs. As the firm continued to grow, Valor needed a modern, scalable solution to streamline operations and reduce friction. The firm turned to FundCentre Fundraising to upgrade its technology stack and deliver a seamless experience for its limited partners (LPs).

Situation

For more than a decade, Valor Capital Group has trusted Intralinks' fund reporting solution to manage all their investor communications. As the firm evolved, the investor relations (IR) team saw an opportunity to further modernize and streamline its fundraising experience by expanding its Intralinks deployment across the fund lifecycle. While their previous third-party solution for fundraising was functional, it lacked Intralinks' secure, automated workflows. In addition,

Client Success Story

Valor Capital Group

Industry:
Private Equity and Venture Capital



Elevated investor experience:
Marketing and tracking features enhance LP engagement and brand perception



Expert support:
Around-the-clock service enables a smooth implementation



Largest global network of LPs and GPs:
Widespread familiarity simplified adoption and strengthened investor confidence



LPs were far less familiar with that platform than with Intralinks, which created challenges in navigating the system and accessing key documents.

During their initial demo, the Valor team was impressed by FundCentre's unified experience. "The fact that Intralinks provides a comprehensive product suite yet still allows us to choose the specific solutions we need was extremely helpful," says Pedro Bustamante, a senior investment analyst at Valor Capital Group. In their evaluation of other providers, they couldn't find one that could match Intralinks' global reputation for trust and security. Having built confidence in Intralinks over years of partnership, the move to FundCentre was a natural next step. "SS&C Intralinks is a strong partner for us because of its credibility and the fact that most people are already familiar with using its tools across other deals," he adds.

Solution

FundCentre delivered immediate benefits for the Valor team. With a database of more than 900 contacts, using an established platform meant that most investors and prospects already had Intralinks logins, significantly reducing onboarding friction and support requests. Robust security features, including detailed activity tracking and permission controls, ensured data integrity and transparency throughout the fundraising process.

The team also appreciated FundCentre's marketing features and capabilities. "We really like the landing page and being able to personalize the [user interface] UI," says Bustamante. "That's something we couldn't find elsewhere with the same level of security."

With FundCentre, Valor can easily create personalized landing pages for each fund, enabling the team to tailor messaging for different investor audiences. "We create a dedicated landing page for each campaign that highlights key messages," he adds. "It's an effective

marketing tool that enhances our brand presentation and leaves a positive impression on investors."

FundCentre's open application programming interface (API) architecture offers another major advantage — the flexibility and security to seamlessly integrate FundCentre with internal and third-party systems. This capability also allows them to build custom workflows to fit their specific needs.

Bustamante also praises the collaboration between Intralinks' sales and customer success teams, noting that their partnership was instrumental in ensuring a smooth transition to the platform. "The customer support has been excellent — always available, proactive and solution-oriented," he says. "The Intralinks team was incredibly helpful during implementation and quick to respond anytime we had an issue."

Results

Following a smooth rollout, Valor Capital Group successfully expanded offerings for investors. By choosing FundCentre, the team centralized document sharing, gained greater visibility into LP engagement, reduced administrative back-and-forth and streamlined the capital-raising process.

The IR team expressed strong satisfaction with the platform's simplicity, personalization options and highly responsive support. Building on this success, Valor is now exploring FundCentre Reporting to further extend Intralinks' capabilities across the firm's fund management workflows.

By choosing FundCentre, Valor Capital Group has transformed fundraising into a seamless, investor-first experience — while strengthening a key technology partnership that supports the firm's next stage of growth.