



Quoin Partners was founded in 2009 when it became apparent that there was a need for turn-key, affordable advisory and startup solutions for intellectual services firms looking to build, scale, and grow their businesses. While most venture capital firms and incubators focus on high technology and healthcare and management consultancies target larger corporations, there is a clear gap in available partners and resources for startup firms in the financial services, law, accounting, and consulting verticals. The best-in-class Quoin Partners team embraces the high growth intellectual services entrepreneur and the vital role your firm plays in our economy. As industry veterans in investment banking, sales and trading, risk management, management consulting, and private equity our team brings world-class experience and insight which will prove invaluable as the cornerstone or “quin” that anchors your growing business.

For more please contact:

**Spencer Knibbe
Managing Partner**

Quoin Partners, LLC
468 Branchville Road
Ridgefield, CT 06877
917.273.8358
spencer.knibbe@quoinpartners.com
www.quoinpartners.com

Quoin Partners works with founding management teams in navigating all phases of the business lifecycle: from build, to scale, to grow. Our world-class team is composed of professionals who bring to bear expertise from leading organizations across the hedge fund, private equity, management consulting, and capital markets industries. The Quoin Partners mission is to deploy intellectual growth capital and solutions in a concentrated manner that allows founding management teams to address critical launch needs while at the same time focusing on recruiting key staff, building track records, and raising investment capital. Our Startup Advisory and Solutions is investment strategy agnostic and dedicated only on getting your firm up and running in an efficient and pain free way as possible. We are particularly focused on building a practice niche that exclusively supports the needs of startups in the following verticals:

- ❖ Hedge funds
- ❖ Proprietary trading firms
- ❖ Commodity Trading Advisors (CTAs)
- ❖ Private equity
- ❖ Venture capital

Startup Advisory and Services

Quoin Partners launched *Startup Advisory and Services* as our flagship practice because we are committed to helping our clients form the foundation of a lasting business. Proper business planning and startup execution are two of the most critical phases of launching a successful investment firm, whether it be a hedge fund or a venture capital fund. In phase one, we work closely with founding management teams to translate concepts into reality through well laid needs analysis business planning. In phase two, as planning transitions to execution, we provide turnkey startup services which allows our clients to comfortably focus on building track records, recruiting key staff, and raising capital. The *Quoin Partners Startup Advisory and Services Practice* is built on anchoring cornerstones in your new firm with the following end-to-end offerings:

Phase One: Business Planning

- ❖ End-to-end needs analysis and business requirements
- ❖ Operating plan creation
- ❖ Solution design and vendor strategy
- ❖ Launch work plan creation and kick-off

Phase Two: Turnkey Startup and Incubation Services

- ❖ End-to-end project management: “one stop, one check” services for all clients
- ❖ Legal: entity formation, documentation, and offering memoranda
- ❖ Risk and Compliance framework design, setup, and support
- ❖ Key service provider RFQ, selection, and management: accounting, prime brokers, human resources PEO, risk management, third party administrators, etc.
- ❖ IT/Telco setup: networks, hardware, internet/voice connectivity, and infrastructure
- ❖ Technology selection and implementation: trading systems (EMS/OMS, Back Office), market data, exchange connectivity, CRM solutions, portfolio management system, etc.
- ❖ Office space selection, design/build-out, and setup: real estate selection, physical infrastructure project management, office furniture selection, and facilities support
- ❖ Human capital: key support/administrative staff recruiting, benefit plan design/administration, training, policies and procedures, key provider selection and management