

## *BABSON & CO. TAPS ITS TO REPLACE EPVS AND PORTIA; HIGH VOLUME MAJOR FACTOR*

CAMBRIDGE, Mass.-based David L. Babson & Co.—with some \$5.5 billion in assets under management—recently began its installation of ITS Associates Inc.'s Portfolio Management Information System (PMIS). The firm launched its search for a new system at the end of 1993 to replace not one, but two outdated portfolio management systems. PMIS will eventually supplant Computer Aided Decisions Inc.'s Expanded Portfolio Valuation System (EPVS) and Thomson Financial Services Inc.'s Portia. Both Computer Aided Decisions and Thomson currently market upgraded versions of the systems Babson is replacing.

According to Babson vice president and data processing manager David Lebel, the firm finalized its selection of ITS' system at the end of last year. Lebel says Babson recently initiated the conversion process. Babson—an investment manager for institutions as well as individuals since 1940—tapped the Wellesley, Mass.-based ITS to manage an investment portfolio equally balanced between equities and fixed-income securities.

At Babson, EPVS currently supports a \$4.5 billion portfolio invested in equities and fixed income securities consisting of individual accounts, mutual funds and institutional pension plans. Portia supports Babson's money market account portfolio which is approaching \$1 billion.

### *Consolidating Systems*

Lebel says Babson had no other choice but to search for a new system to increase the efficiency of its growing operations. "[EPVS] is an aging system that needs replacing. Plus we are getting a lot of new business, especially in the small cap area," says Lebel. "Clearly higher volume of business was the primary