

Electricities deploys SS&C's system on IBM servers linked via local area network to IBM 486-based PCs. The servers and workstations are linked via Novell Inc. local area network.

According to an SS&C spokesperson, Electricities' recent selection brings the total combined assets under management on the vendor's Windows-based products to more than \$300 million. This list includes new clients and clients who have purchased upgrades from the company's Dos-based Camra to Camra for Windows.

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## HEAD ASSET MANAGEMENT TAPS PAM TO SUPPORT 99 PORTFOLIO MANAGERS

NEW York City-based Head Asset Management L.P., with some \$1 billion in assets under management, has selected Princeton Financial Systems Inc.'s Pam for Securities portfolio management and accounting system. Head Asset—an investment management firm which

primarily manages fixed-income securities—finalized its selection of Princeton's Dos-based system in late December. The firm has begun the conversion process and plans to have the installation of Princeton's system completed by the end of the first quarter.

According to a Head Asset official, the firm launched its search for a new system at the beginning of 1994 to increase the efficiency of its operations. The only investment management tools available to Head Asset portfolio managers have been Lotus Development Corp. 1-2-3 spreadsheets, says the official. "We were looking for something that would be comprehensive enough in terms of accounting and portfolio management," the official says. "The other systems we saw were good at either one or the other, but not both."

Head Asset tapped Princeton following nine months of evaluations. In landing the Head Asset account, Princeton's system bested MIS Inc.'s Parex portfolio manager, Securities Software & Consulting Inc.'s Camra and Thomson Financial Services Inc.'s Portia, he says. During the evaluations, Head Asset solicited the referrals of user-firms for each system it evaluated, the official says. However, the official says that these rec-

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