

Highly Commended Winner

**Harnessing the Power of Technology**

**Vertex Pharmaceuticals**

Renat Sadikov, Director, Treasury



Vertex is a global biotechnology company that invests in scientific innovation to create transformative medicines for people with serious diseases. The company has multiple approved medicines that treat the underlying cause of cystic fibrosis and is exploring therapies for other serious diseases, including sickle cell disease and kidney disease.

## Vertex: the biotech company transforming its investment processes

### The challenge

Vertex's growth has resulted in a rapid rise in its cash reserves, and the company's ability to manage liquidity and overnight cash reserves was a growing concern. Vertex required upgraded capabilities of its pre-trade compliance controls – namely understanding exposures and concentration risks – and needed to put guard rails in place to stay within its policy stipulations while reporting its position involved increased accuracy in data, accounting and timeliness of reports.

Elsewhere, the treasury team sought to compare Vertex investments with other funds in the market quickly and easily as well as understand how its exposures would change with potential trades. Finally, the company sought single sign-on and identity capabilities in line with its internal cybersecurity policies.

### The solution

Vertex partnered with J.P. Morgan Asset Management to implement Morgan Money, the trading and analytics platform with transformative digital capabilities. Morgan Money offered superior, robust capabilities, replacing Vertex's legacy platform with an efficient and effective solution. Each month, the company's accounting team reconciles all interest accruals and creates journal entries for financial reporting. In the past, data would not be available for several days after each month end but now the Morgan Money platform delivers data in a timely, reliable and easy to read format.

Determining the appropriate investments for cash reserves and overnight liquidity requires a high degree of scrutiny, time and, importantly, data. Morgan Money has given Vertex the ability to pull historical data on a large universe of funds, both those that it is currently invested in and the broader market. Morgan Money has provided a one-stop shop for the company to model investments, improving transparency levels while also offering Vertex single sign-on capabilities, enhancing the ease and robustness of its security systems.

### Best practice and innovation

The system has improved Vertex's cash management processes on several levels but particularly with regard to controls, exposure reviews, reporting capabilities and cyber security. The system shift has been a major uplift, particularly regarding single sign-on capabilities and identity protection.

The Morgan Money platform has made significant improvements to Vertex's cash management systems, saving time and enhancing accuracy. Prior to the system migration, the Vertex team would manually verify that any trades were within their guard rails, creating the risk for human error and adding time to each trade. With Morgan Money, all trades are run through these checks as they are placed in real time, providing additional controls and removing the need to manually verify that trades being placed fall within the required parameters.

Since implementing Morgan Money, Vertex has overhauled its reporting processes, benefitting the company's monthly and quarterly reconciliation processes. The format in which Vertex receives data has also been transformed via a well configured and working format. Morgan Money delivers insights-driven investment information in real time. What would usually have taken hours or days now takes moments. With all the information just a few clicks away, Vertex is able to confirm its choices and make informed decisions or back up those investment choices it has already made. Vertex is able to pose a number of transactions and see what its exposures are before and after each trade, and then execute on the modelled portfolio all on the same screen.

The level of transparency and convenience has saved the company time and allowed it to action the insights provided by the Morgan Money platform in just a couple of clicks. Morgan Money has provided a much greater level of comfort by allowing Vertex teams to use their internal identity provider to access the platform. This additional security meets the company's internal cybersecurity requirements and follows the company's future-focused policies and thought processes.

### Key benefits

- Process efficiencies.
- Return on investment (ROI).
- Increased automation.
- Risk mitigated.
- Improved visibility.
- Manual intervention reduced.
- Future-proof solution.
- Exceptional implementation (budget/time).
- Improved key performance indicator (KPI) metrics.

Vertex has enjoyed exponential growth in the past few years which changed how they thought about their cash management needs. In reviewing the marketplace, Vertex found that Morgan Money was the best solution for their needs. As Vertex expands their Treasury operations, Morgan Money will continue to provide solutions for their short-term investments needs with increased security, control, connectivity, and efficiency.

**Paul Przybylski, Global Head of Product and Morgan Money, Global Liquidity**

**J.P.Morgan**  
in partnership with **ASSET MANAGEMENT**

**NOT FOR RETAIL DISTRIBUTION: This communication has been prepared exclusively for institutional, wholesale, professional clients and qualified investors only, as defined by local laws and regulations.**

The views contained herein are not to be taken as advice or a recommendation to buy or sell any investment in any jurisdiction, nor is it a commitment from J.P. Morgan Asset Management or any of its subsidiaries to participate in any of the transactions mentioned herein. Any forecasts, figures, opinions or investment techniques and strategies set out are for information purposes only, based on certain assumptions and current market conditions and are subject to change without prior notice. All information presented herein is considered to be accurate at the time of production. This material does not contain sufficient information to support an investment decision and it should not be relied upon by you in evaluating the merits of investing in any securities or products. In addition, users should make an independent assessment of the legal, regulatory, tax, credit and accounting implications and determine, together with their own financial professional, if any investment mentioned herein is believed to be appropriate to their personal goals. Investors should ensure that they obtain all available relevant information before making any investment. Investment involves risks, the value of investments and the income from them may fluctuate in accordance with market conditions and taxation agreements and investors may not get back the full amount invested. Both past performance and yield are not a reliable indicator of current and future results. J.P. Morgan Asset Management is the brand for the asset management business of JPMorgan Chase & Co. and its affiliates worldwide. To the extent permitted by applicable law, we may record telephone calls and monitor electronic communications to comply with our legal and regulatory obligations and internal policies. Personal data will be collected, stored and processed by J.P. Morgan Asset Management in accordance with our privacy policies at <https://am.jpmorgan.com/global/privacy>. This communication is issued by the following entities: In the United States, by J.P. Morgan Investment Management Inc. or J.P. Morgan Alternative Asset Management, Inc., both regulated by the Securities and Exchange Commission; in Latin America, for intended recipients' use only, by local J.P. Morgan entities, as the case may be; in Canada, for institutional clients' use only, by JPMorgan Asset Management (Canada) Inc., which is a registered Portfolio Manager and Exempt Market Dealer in all Canadian provinces and territories except the Yukon and is also registered as an Investment Fund Manager in British Columbia, Ontario, Quebec and Newfoundland and Labrador. In the United Kingdom, by JPMorgan Asset Management (UK) Limited, which is authorized and regulated by the Financial Conduct Authority; in other European jurisdictions, by JPMorgan Asset Management (Europe) S.à.r.l. In Asia Pacific ("APAC"), by the following issuing entities and in the respective jurisdictions in which they are primarily regulated: JPMorgan Asset Management (Asia Pacific) Limited, or JPMorgan Funds (Asia) Limited, or JPMorgan Asset Management Real Assets (Asia) Limited, each of which is regulated by the Securities and Futures Commission of Hong Kong; JPMorgan Asset Management (Singapore) Limited (Co. Reg. No. 197601586K), this advertisement or publication has not been reviewed by the Monetary Authority of Singapore; JPMorgan Asset Management (Taiwan) Limited; JPMorgan Asset Management (Japan) Limited, which is a member of the Investment Trusts Association, Japan, the Japan Investment Advisers Association, Type II Financial Instruments Firms Association and the Japan Securities Dealers Association and is regulated by the Financial Services Agency (registration number "Kanto Local Finance Bureau (Financial Instruments Firm) No. 330"); in Australia, to wholesale clients only as defined in section 761A and 761G of the Corporations Act 2001 (Commonwealth), by JPMorgan Asset Management (Australia) Limited (ABN 55143832080) (AFSL 376919). For U.S. only: If you are a person with a disability and need additional support in viewing the material, please call us at 1-800-343-1113 for assistance. Copyright 2023 JPMorgan Chase & Co. All rights reserved.

09tk230506133743