

## CASE STUDY

# HighGround Advisors

## Leveraging SS&C MineralWare to Streamline Complex Accounting & Reporting for Charitable Organizations

For nearly a century, HighGround Advisors has advanced the life-transforming work of nonprofits, and those who support them, by protecting, strengthening, and growing the assets entrusted to them. Their areas of expertise include endowment and investment management, real estate and minerals management, and charitable gift planning.

Based in Texas, HighGround administers many charitable trusts that hold oil, gas, and other mineral-based properties, creating a unique specialty focus for the organization. According to Will Francis, HighGround's Oil and Gas Manager, HighGround oversees 2 million mineral acres, across 27 states, that generate over \$100 million a year in royalty income for their clients. Because of their extensive work, Francis and his team rely on technology to ensure the efficient management of their operations.

"Our operational work falls into three categories: land, revenue, and reporting," he notes. "For revenue tracking, we must account for revenues and assign them to the correct institution, which can require a complex set of sub-accounting, with multiple layers of ownership, and the execution of agreements, leases, and division orders to establish the correct ownership of payments. We must also provide accurate reporting to each institution, showing the allocation of income from each well and property."

As a result, Francis was searching for a more efficient and feature-rich technology platform that specialized in mineral management to streamline these complex accounting and reporting requirements. "Most oil and gas management systems have a hard time doing what we need, as they are designed for just one institution and one owner, while we are managing

**“Once we saw MineralWare’s state-of-the-art, map-based system, which effortlessly retrieves ownership information and pinpoints locations through auto-populated oil and gas records on a unified screen, our decision became remarkably clear.”**

— **Will Francis**  
Manager of Oil and Gas, HighGround

---

### Profile

**Client:** HighGround Advisors

**Location:** Dallas, TX

**Description:** Investment management and trust services company

**AUM:** \$3.0 billion

**Implementation Year:** 2022

---

### Background

- Nonprofit investment management and trust services firm focused on serving nonprofit organizations and the charitably-minded individuals who support them.
- Needed a comprehensive, yet flexible, platform and service offering that could scale and grow with their needs.
- Sought a mineral management system that could manage their complex accounting, reporting, and land management requirements.

properties for multiple institutions and multiple owners,” Francis says.

Accordingly, Francis conducted an industry technology review to find a more flexible system than their previous platform and selected MineralWare, an interactive software with a leading dashboard for managing minerals, royalties, and nonoperating working interests. Coupled with extensive revenue and land reporting features, MineralWare allows banks and trusts to actively manage client assets while combining Black Diamond’s unique asset accounting functionality and managed services.

“We looked at other systems and asked around, but we were not finding what we needed,” Francis says. “Once we saw MineralWare’s state-of-the-art, map-based system, which effortlessly retrieves ownership information and pinpoints locations through auto-populated oil

and gas records on a unified screen, our decision became remarkably clear.

Francis appreciates the combination of Black Diamond Managed Services integrated with MineralWare. He has streamlined the revenue process by automatically processing checks, freeing up resources for more value-added tasks.

According to Francis, one of HighGround’s key differentiators within the industry is their commitment to their core values, which include putting the client first, acting with integrity, and fostering innovation. “These values are what we bring every day, and as a result, we look for a similar approach in our partners,” he says. “SS&C aligns with our core values, and their service culture understands our complexity. They have helped us customize the platform to our unique needs, which has made them a true partner to our business.”

**“SS&C aligns with our core values, and their service culture understands our complexity. They have helped us customize the platform to our unique needs, which has made them a true partner to our business.”**

— **Will Francis**  
Manager of Oil and Gas, HighGround

---

## Benefits

- + Map-based mineral management system provides real-time data to easily account for, track, and report income on one intuitive dashboard.
- + Powerful features and capabilities streamline revenue processes, freeing up staff for higher-value tasks.
- + Integration between Black Diamond Managed Services and MineralWare platforms provides an efficient, end-to-end solution.

---

To learn more about HighGround Advisors, please visit their website at [www.highgroundadvisors.org](http://www.highgroundadvisors.org).

Learn how SS&C MineralWare can support your business

[sscmineralware.com](http://sscmineralware.com) | [contact@mineralware.com](mailto:contact@mineralware.com) | 1-817-735-8195