

# 6lock™



Case Study

# 35 South Capital

Building a secure foundation for growth

## Case Study: Building a secure foundation for growth

Challenge	Solution	Results
<i>To avoid collecting LP banking information, 35 South Capital used Bill.com and paper checks for distributions and traditional wire instructions for capital calls.</i>	<i>6lock collaborated with 35 South Capital to get 80% of LPs onboarded instantly to deliver a secure, streamlined transaction experience for LPs.</i>	<i>35 South Capital has a unified tool for all money movement events that locks out fraud and lays a foundation for scalable success.</i>

### The Challenge

35 South Capital is a growth-oriented private equity firm in Houston, Texas. This small, dedicated team made an early, deliberate decision not to collect or store investor banking information.

**From inception, the team recognized the inherent risk of housing sensitive LP data across laptops, portals, and email threads – especially in the firm’s distributed work environment.**

Instead, they stitched together Juniper Square for investor communications, traditional wire instructions for capital calls, and the use of Bill.com and paper checks in the mail to make distributions.

While this approach avoided storing sensitive data, it created new problems:

- Investors were treated like vendors, not partners
- Paper checks were lost in the mail or never deposited by investors and the team spent unnecessary time voiding and reissuing new checks
- Capital calls remained manual and fragmented
- Teams lacked visibility across money movement events

35 South Capital wanted to serve their LPs with best practices including secure money movement – but there was no unified solution, until the firm discovered 6lock.

### The Engagement

35 South Capital learned about 6lock through a trusted industry connection. Leadership began evaluating the platform, and immediately saw the value of:

- Identity-first onboarding that verifies every participant before moving money
- A model where LPs own and control their own banking information
- A platform purpose-built for both capital calls and distributions

**Rather than working across fragmented tools not built for private equity, 6lock unified money movement into a single, secure system – one that empowers LPs to maintain ownership of their own sensitive banking details.**

## The Engagement (cont.)

35 South Capital made the decision to adopt 6lock in three careful steps:

1. First, leadership evaluated 6lock's functionality with the 6lock customer success team
2. Next, they spoke with a PE firm already using 6lock to confirm expectations
3. Finally, 35 South Capital evaluated their fund activity roadmap to plan 6lock deployment

6lock was able to advise 35 South Capital that distribution time is the best time to introduce 6lock to LPs, and that LP annual meetings are a great forum in which to engage and educate them about the benefits of 6lock.

## The Process

35 South Capital implemented 6lock in October 2025, targeting a December distribution. Firm leadership introduced the platform to LPs at their annual meeting and immediately began onboarding investors onto their secure 6lock transaction network.

**35 South Capital was pleased to see ~80% of LPs onboard within over the first two months, crediting motivation to get their distributions without fear of misdirected wires or fraud. Some funds now have near-complete adoption.**

6lock onboarding was reported as seamless for LPs with standard banking relationships. 35 South Capital was pleased with the way the 6lock customer success team actively solved for 35 South Capital's LPs with more complex or non-traditional accounts.

Throughout implementation, 6lock worked closely with 35 South Capital to:

- Refine workflows
- Address edge cases
- Improve scalability for future fund growth



“Since transitioning to 6lock, 35 South Capital has seen more than 80% of our LPs adopt the platform, significantly improving both the speed and security of our capital calls and distributions. What was once a highly manual, multi-step process is now streamlined and verified through 6lock, allowing us to assure our LPs that, with cutting-edge identity verification technology, their banking information is secure and funds are delivered securely and on time.”

**Valorie Lerner, Managing Director Investor Relations, 35 South Capital**

## The Results

**6lock enabled 35 South Capital to replace a fragmented toolset with a Verified Money Movement platform purpose-built to enable value creation for private equity firms.**

35 South Capital appreciates 6lock's partnership and platform for delivering:

Efficiency	Visibility
<ul style="list-style-type: none"><li>• Capital call and distribution workflows consolidated into one platform</li><li>• Manual processes —like spreadsheet uploads into <a href="#">Bill.com</a> and paper checks — eliminated</li><li>• Time to execute transactions cut by at least 50% once LPs are onboarded</li></ul>	<ul style="list-style-type: none"><li>• Real-time view of:<ul style="list-style-type: none"><li>◦ Who has paid</li><li>◦ Who is pending</li><li>◦ Where issues exist</li></ul></li><li>• Teams can focus on exceptions instead of chasing confirmations</li></ul>
Security	Investor Experience
<ul style="list-style-type: none"><li>• No storage of LP banking data</li><li>• No reliance on email, callbacks, or manual verification</li><li>• No potential for lost or stolen paper checks</li><li>• Protection against modern fraud vectors like spoofing and voice cloning</li></ul>	<ul style="list-style-type: none"><li>• LPs manage their own banking details securely</li><li>• Clear, guided money movement communications speed LP action</li><li>• Active support from 6lock as needed</li></ul>

For 35 South Capital, adopting 6lock wasn't just about fixing today's process—it was about building the right foundation for growth. As they expand, they will add more funds, more LPs, and need to move more money in the form of deals, capital calls, distributions, and vendor payments.

With 6lock, 35 South Capital can run a Verified Money Movement program that:

- Scales without adding operational burden
- Meets rising LP expectations for security and transparency
- Aligns with modern best practices in the age of AI-driven fraud

**35 South Capital leadership notes that 6lock will be a selling point with investors who increasingly rate transaction security and best practices in fund operations as a critical criteria for choosing investment relationships.**

## Bottom Line

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**35 South Capital founded their firm with the right instinct: don't take on unnecessary risk.**

But without purpose-built tools, avoiding risk meant accepting inefficiency, fragmentation, and exposure – not to mention a distribution method that treated LPs like vendors.

With 6lock, 35 South Capital builds investor trust with complete capital integrity across all money movement events. The firm offers LPs an experience where:

- LP banking details are never collected, stored, or exchanged – they remain in control of critical PII
- LPs have the confidence of a fraud-proof money movement platform that enables easy, task-based access from anywhere – even on mobile
- LPs can self-serve to answer questions like “was my capital call contribution received,” cutting down on emails and phone calls that create attack surface for fraud

**6lock didn't just improve processes at 35 South Capital – it unlocked scalable growth for a firm focused on creating value for their investors.**