

Decision Makers Move.

Do You Know Where?

7,024

Total Changes
Jan 1 - Today

4,701

Allocator Contacts
(67%)

2,041

Investment Firm
Contacts (29%)

282

Other Market
Participants (4%)

Dakota's contact intelligence gives fundraisers the signal they need — before the competition knows a contact has moved.

By Khizar Hayat

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MARKET CONTEXT

Why Firm-Level Changes Are the Most Critical Signal in Private Markets

In private markets, capital follows relationships — and relationships follow people. When a seasoned Portfolio Manager leaves one pension fund for another, when a Managing Director departs a placement agent to join a GP, or when a key consultant changes firms, entire networks of trust, mandate pipelines, and investment relationships shift with them.

Dakota tracks these firm-level moves across the entire private markets ecosystem in real time. Our platform monitors when decision makers change institutions — capturing the signal the moment it happens, so our clients can act before the competition even knows a contact has moved.

"The most valuable intelligence in private markets isn't a data point — it's knowing the moment a key decision maker walks through a new door."

7,024 Changes. One Platform.

From January 1 through today, Dakota has tracked 7,024 firm-level changes across the private markets ecosystem. These are not estimated figures — they are validated, enriched contact records reflecting real institutional moves captured as they happened.

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Source: Dakota Research, January 1 - June 5, 2026.

WHO IS MOVING

Top Titles

The depth of Dakota's coverage is reflected in the seniority and diversity of the contacts we track. Financial Advisors represent the largest single cohort of movers — underscoring the growing importance of the wealth channel in private markets distribution. But C-suite executives, Managing Directors, Partners, and investment professionals at every level are also actively tracked.

Title	Count
Financial Advisor	3,568
Managing Director	99
Chief Executive Officer	83
Vice President	80
Chief Investment Officer	67
Partner	65
Associate	55
Chief Financial Officer	49
DC Advisor	43
Principal	42
Director	41

Source: Dakota Research, January 1 - June 5, 2026.

COVERAGE

The Full Ecosystem Dakota Covers

Dakota's firm-level tracking spans six segments of the private markets professional universe — each representing a distinct class of decision maker whose institutional home directly affects capital flows, fundraising outcomes, and investment relationships.

Segment	Description
Investment Allocators	Public pensions, endowments, foundations, family offices, and sovereign wealth funds. Allocator moves account for 67% of all firm-level changes tracked — the single most important signal for GPs managing LP relationships.
Investment Firm Contacts (GPs)	General partners, fund managers, and private equity and credit professionals. At 29% of tracked changes, GP-side moves reshape deal flow, co-investment networks, and competitive dynamics.
Private Company Contacts	Executives and decision makers at private companies influencing corporate finance mandates, strategic partnerships, and investment decisions.
Consultant Contacts	Investment consultants who serve as gatekeepers for the largest allocators. A consultant changing firms can redirect entire manager recommendation pipelines.
Investment Banker Contacts	M&A advisors, placement agents, and capital markets intermediaries whose institutional moves reshape deal sourcing and fundraising networks.
Law Firm Contacts	Fund formation counsel and transaction attorneys embedded in every significant private markets event.

THE DAKOTA DIFFERENCE

Real-Time Tracking: The Dakota Difference

Most contact databases refresh quarterly — or less. In private markets, that lag is costly. The window to act on a firm-level move is narrow. Dakota's infrastructure captures moves as they happen, validated against primary sources and reflected in the platform immediately.

- 1 Be First**

The first GP or placement agent to reach a newly-placed CIO with a relevant, well-timed message has a structural advantage. Dakota gives clients that timing.
- 2 Follow Your Relationships**

When a key allocator contact moves institutions, the relationship moves with them. Dakota ensures clients can track their most important contacts across firms without losing the thread.
- 3 Trust Your Data**

Every CRM record and outreach built on a stale contact degrades your broader workflow. Real-time accuracy at the source prevents compounding errors downstream.

See Dakota's firm-level intelligence in action.

Request a demo to learn how real-time tracking of decision maker moves can sharpen your fundraising strategy.

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