

Integrated IB Analytics and BIS

Asia-focused Mid-size Investment Bank

>95,000
projects delivered

~\$6m
annualized savings on
headcount savings p.a.

\$2m+
per annum savings on MDS
cost savings p.a

Up to **25%**
time savings for bankers

CLIENT CHALLENGES

- » The client is a mid-size bank with a focus on Asia. Acuity Knowledge Partners provides diversified support to their investment banking division with integrated IB Analytics and Business Information Service (BIS) teams
- » The client was looking for a comprehensive offshore platform to support their IB teams in multiple geographies
- » Acuity Knowledge Partners started supporting the client's IB team with IB analytics in 2007 and built a wide geographic and product coverage. The highly successful IB analytics partnership led to the establishment of the BIS team in 2010
- » While the BIS services has resulted in cost savings through market data source (MDS) rationalization, the integration of IB and BIS brings high value-add to the client teams and enables them focus on revenue generating activities

OUR APPROACH

- » Evolved the pool team set-up of the IB Analytics team to an integrated geographic alignment, supported by a global BIS team
- » Created niche product specialist teams
- » Provided specialized IB services, including leveraged finance, capital markets, loan syndications, project finance, ratings advisory, and securitization
- » Wider geographic coverage of the client teams was enhanced by providing Mandarin language support to bankers
- » Provided comprehensive origination and coverage support, enabling bankers to focus on deal execution

IMPACT DELIVERED

- » Reduced turnaround times for analytics requests requiring BIS support through integrated IB analytics and BIS model
- » Created centralized repository of documents, enabling reusability of research resulting in significant time and cost savings
- » Standardized templates for recurring tasks, resulting in shorter turnaround times
- » Saved costs through centralization and rationalization of MDS
- » Provided high-quality insights and value-added support through specialist teams

About Acuity Knowledge Partners

Acuity Knowledge Partners, formerly part of Moody's Corporation, is a leading provider of bespoke research, analytics, staffing and technology solutions to the financial services sector.

Headquartered in London, Acuity Knowledge Partners has nearly two decades of transformation experience in servicing over 300 clients with a specialist workforce of over 2,500 analysts and delivery experts across its global delivery network.

We provide our clients with unique assistance not only to innovate, implement transformation programmes and increase operational efficiency, but also to manage costs and improve their top lines.

These services are supported by our proprietary suite of Business Excellence and Automation Tools (BEAT) that offer domain-specific contextual technology.

Acuity Knowledge Partners is assisted by Equistone Partners Europe, a leading private equity organisation that backs specialist growth businesses and management teams.