

# Support for the Asset Based Lending Team

**< 1.5%**  
error rate

**100%**  
compliance to  
regulatory requirements

Free up time of  
Underwriters and Portfolio  
Managers

## CLIENT CHALLENGES

- » USA retail bank within the top 15 largest retail banks, with more than \$150 billion in assets
- » Focusing on middle market clients with emphasis on retail, lenderfinance and healthcare sectors
- » Supporting the Origination, Underwriting and Portfolio Management teams

## OUR APPROACH

- » We started with a team of 5 FTEs and a shadow in October 2017
- » Combined onsite trainings with internal trainings and several white boarding sessions with key onshore stakeholders
- » Established initial improvement areas and milestones for the processes done by the client
- » Services and tasks include:
  - Covenant Compliance Monitoring
  - Annual Credit Reviews
  - Financial Spreading and Risk Rating model creation
  - Pitch book and tombstone preparation
  - Client prospect screening
  - Industry analysis
  - Forecasting and preparation of deal information and conditions

## IMPACT DELIVERED

- » Improved time used to spread financials and reduced error rate to less than 1.5%
- » Ensured 100% compliance to regulatory requirements and cleared a backlog of 1 year's work in less than 6 months
- » Free up time of Underwriters and Portfolio Managers by working on high-end tasks by delivering a finished product ready for the final review by the client

### 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.