

Cross-functional support to one of the top banks in Oman

5-year partnership

4 business verticals supported

Around USD2m of cost savings

Onshore/offshore support

CLIENT CHALLENGES

- The client is one of the largest [financial services providers](#) in the Sultanate of Oman and [Acuity Knowledge Partners](#) has been supporting the client since 2015. Acuity support spans the [investment banking](#), strategy, [asset management](#) and trade finance verticals.
- Challenges Faced:
 - Unavailability of skilled local talent
 - Lack of time to address the market more efficiently
 - High cost of functioning
- Objectives of offshoring:
 - Cost savings by limiting the size of the front-office team and flexibility to scale up the offshore team at short notice
 - Flexibility of onsite support, based on the deal environment
 - Strategic research support for new products and services offered by clients

OUR APPROACH

- Subject matter experts appointed to support different business verticals
- Strong client relationships, Acuity teams working as an extension of their onshore partners
- Support on live mandates through a variety of detailed analyses, including detailed valuation and modelling, industry and macroeconomic studies, and target/buyer identification
- Sector-agnostic support – support across sectors, including [oil and gas](#), [utilities](#), fintech, hospitality, and banking
- Efficiency gained over the years passed on to clients in terms of faster turnaround and more value-added tasks

IMPACT DELIVERED

- Acuity team is actively involved in research and analysis for live deals:
 - Reduced turn-around time and greater onshore capacity for value-added activities and deal execution, greater efficiency in evaluating potential opportunities
 - Acuity delivers client ready detailed valuations, presentations and dashboards
 - Real time offshore support with Middle East working hours Acuity provides onshore support as and when required

About Acuity Knowledge Partners

Acuity Knowledge Partners is a leading provider of high-value research, analytics and business intelligence to the financial services sector. The company supports over 650 financial institutions and consulting companies through a team of over 6,000+ subject matter experts who work as an extension of the clients' teams based out of various global delivery centres.

We empower our clients to drive revenues higher. We innovate using our proprietary technology and automation solutions. We enable our clients to transform their operating model and cost base.