

# 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 350+ financial institutions and consulting companies through a team of over 3,000+ 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.*

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