

ECM support for a UK-based bulge-bracket investment bank

USD 7m
In savings

18-20%
More client-facing time

35-40%
Productivity gains

EUR 50bn
Support on EUR 50bn
worth of deals

CLIENT PROFILE AND CHALLENGES

- Among the top 10 investment banks in Europe
- Key challenges:
 - High resource costs and constrained budgets
 - Challenging market conditions
 - Tight deadlines
 - Lack of quick access to the talent pool

OUR APPROACH

- Established an offshore ECM team, fully integrated with the client team, offering support to the Corporate Broking, Equity Linked, and Origination and Execution teams
- Reviewed and re-engineered critical processes to ensure consistent delivery at all times
- Created a seamless process and workflow mechanism through continuous improvements via an active communication channel
- Maintained focus on initiatives (technological and other) to drive efficiency gains in an effort to deliver higher volumes with the same resources
- Encouraged teams to follow best practices, e.g., robust quality checks at each level and adherence to strict confidentiality agreements and compliance procedures to ensure high data security

IMPACT DELIVERED

- Automated tasks to deliver more output; this enabled the Acuity team to handle more complex analytics with senior bankers (director level and above)
- Leveraged time-zone difference effectively, offering maximum coverage during UK trading hours, starting support from as early as 05:00 UK
- Took ownership of transactional and recurring types of work, enabling the bankers to focus on more critical tasks

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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