

End-to-end support on M&A and financial restructuring transactions for a boutique advisory firm

~150 bankers served
in 9 U.S. and U.K.
offices

~10,000 high-quality
projects turned
around

91,000+ hours of
work assistance
delivered

c.\$2.5m in annual
savings

CLIENT CHALLENGES

- A leading independent global financial advisory firm with an established global practice for restructuring advisory and special situations. Acuity Knowledge Partners has been a partner to them since 2017 supporting 150+ bankers in the US and UK across sectors for their Financial Restructuring, M&A and Capital Structure teams.
- Difficulty in retaining onshore talent
 - Onshore bankers consistently worked beyond the “regular” hours
- Increasing operational efficiency with overnight support from a trusted partner
 - To quickly add experienced team members without onshore hiring cost/risk
 - To have an integrated team with split shift and overnight coverage
- The objective was to utilize the onshore team more efficiently and effectively on deal execution activities, with a consistent, high quality output / product from an offshore team

OUR APPROACH

- A 12-hour coverage window with two shifts was structured to ensure a sufficient overlap with prime onshore offices
- End to end support on M&A and financial restructuring transactions, covering analyses such as capital structure, liquidity / credit analysis, covenant analysis, pitchbook, debt analysis, restructuring focused developments, among others
- A thorough quality assurance process with a pyramid team structure ensured that all products were up to the required standard. Average client satisfaction score of 4.9 on 5
- Operate as a pure extension of onshore teams, regular interaction with sector staffers ensuring that the Acuity offshore team works as an integral part of the global team

IMPACT DELIVERED

- **Comprehensive Coverage:** What started with an 8 member pilot team assisting a handful of bankers, quickly grew to 20+ team members serving ~150 bankers across all the sectors and practices, with continuing growth in coverage
- **Improved productivity and more Time to market:** Provided real-time support on live transactions, enabling the client to execute more transactions in a year
- **Supporting on higher complexity tasks:** After successfully taking over the standard tasks and freeing up the onshore team bandwidth for client servicing, the Acuity team now provides on a wide variety of tasks for Restructuring and M&A advisory

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.