

Equity Research for a Europe Based Investment Bank

\$15-18

annualized cost savings

\$150m+

in savings since inception

500+

stocks under coverage

15%

technology-driven efficiencies

CLIENT CHALLENGES

- The client, a large European investment bank, wanted to set up an enterprise-wide strategic offshore research support team to
 - increase equity research coverage across US, European and Asian markets
 - leverage offshore support for credit and strategy research
 - lower costs and increase flexibility
 - free up bandwidth for onshore teams to focus on value-added areas

OUR APPROACH

- Assembled an analyst team based on discussions with onshore analysts on the tasks likely to be offshored, and the corresponding skill levels required
- Put in place one-on-one and pooled structures to meet various client requirements
 - in the one-on-one model, analysts interact directly with the onshore analysts and supervisors manage the engagement
 - in the pooled structure, supervisors manage work allocation, quality control and delivery
- Deployed analysts with sectorspecific knowledge to facilitate one-on-one dedicated research

IMPACT DELIVERED

- Expanded coverage into newer sectors and geographies
- Enabled the client to perform high-value activities such as marketing, idea generation, and research-intensive and monitoring tasks
- Provided operational flexibility and access to extensive research services on short notice

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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