

Support for a Europe-based mid-size investment bank

6 years of engagement

More than 6,000 projects delivered

4 locations and multiple sectors served

>275 bankers supported since inception

CLIENT PROFILE AND CHALLENGES

- The client is a Europe-headquartered, mid-size investment bank. We provide a range of support to its Corporate Finance (CF), Debt Capital Markets (DCM), FIG and Investment Research (IR) teams, and its Presentation and Formatting (DTP) team
- The client wanted a comprehensive offshore platform to help the onshore IB team realise cost savings by limiting the number of permanent onshore bankers, and to use the offshore team for standard analysis, freeing up onshore bandwidth for more important tasks

OUR APPROACH

- Built a dedicated team to deliver quality research in line with standard methodology agreed with the client
- Provided coverage of multiple sectors by creating specialist CF, DCM, FIG, IR and DTP teams
- Took complete ownership of standard tasks, including comparable analysis, weekly/monthly newsletters, industry study updates and debt profiles, by regularly tracking the latest results and updates
- Implemented strong quality-check processes to ensure deliverables were 100% accurate
- Provided language support to serve client's local needs

IMPACT DELIVERED

- Built efficiency in standard tasks to deliver higher volumes and move towards more complex or ad hoc work
- Our high-quality deliverables and regular feedback from the onshore teams helped build strong relationships
- Dedicated team model ensured optimal utilisation of resources
- Saved considerable time by using a standardised template for repetitive tasks and enabling bankers to focus on higher-value activities
- The engagement started with us providing support to a single team in 2014 and grew to providing support to multiple client teams on a variety of IB projects and value-added 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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