

IB Analytics for a Europe Based Investment Bank

13 years
of partnership

>\$500m
in cost savings

>800
bankers supported
globally

>130,000
projects delivered

CLIENT CHALLENGES

- The client is a Europe-headquartered, bulge-bracket investment bank (IB); Acuity Knowledge Partners has been in partnership with their corporate finance division since 2003
- The goal was to set up an offshore platform to support a lean, onshore junior banking team globally with the following key objectives:
 - Realize cost savings by limiting the strength of the front-office team, with the flexibility of scaling up the offshore team
 - Retain key strengths in-house while offshoring standard analyses to free up onshore bandwidth for more productive and clientcentric activities
 - Provide better work-life balance to junior banker population
- Acuity Knowledge Partners demonstrated a high-quality and highly scalable model to deliver on all client objectives
- From a single team engagement, the offshore client-dedicated team grew to become an integrated global platform, supporting multiple client teams on a variety of IB projects and value-added tasks

OUR APPROACH

- Deployed a team of research associates providing standard but quality research
- Created standard methodologies to ensure consistent output and quality
- Incorporated robust quality checks to ensure the highest level of quality
- Gradually broadened the coverage universe to include different investment banking products
- Introduced a dedicated engagement manager to improve communication with client managers and bankers

IMPACT DELIVERED

- Dedicated team model: Established industry/product aligned teams to provide value-added support with strong integration
- Flexible staffing: Ensured optimal utilization of resources across teams and regions
- Standardization and automation: Automated standard and repetitive tasks to improve productivity and efficiency; achieved over 25,000 hours of savings on an annual basis

- Virtual network: Transitioned to the client's virtual environment, delivering stronger integration and improving information security
- MDS rationalisation: Achieved cost savings by rationalizing the use of market data sources

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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