

Research Production

Europe-based Investment Bank

50%

savings in staffing costs

>\$1m

annual savings

30%

reduced timeto-market

25%

increased outreach

CLIENT CHALLENGES

The client wanted to reduce in-house research production resources and related costs while maintaining quality and service levels. It contemplated migration of the entire research production platform to Acuity Knowledge Partners. Tasks proposed to be outsourced included the following:

- » Editing (supervisory analyst sign-off remained onshore)
- » Formatting and printing
- » Publishing and electronic distribution
- » Application administration
- » VBA programming

OUR APPROACH

- » Conducted a whiteboarding session to identify tasks and skillset requirements to appropriately staff the team
- » Kicked off onshore transition process with a five-member team
- » Toll-gated the entire transition process for continuous client monitoring and sign-offs
- » Created documentation to hasten the learning curve and new associate on-boarding
- » Provided strong supervisory oversight for quality assurance

IMPACT DELIVERED

- » Transitioned 15+ roles within 3 months of kick-off
- » Enabled the client to save staffing costs by over 50%
- » Provided operational flexibility and consolidation in one location
- » Achieved seamless transition, meeting strategic objectives and timelines

About Acuity Knowledge Partners

Acuity Knowledge Partners, formerly part of Moody's Corporation, is a leading provider of bespoke research, analytics, staffing and technology solutions to the financial services sector.

Headquartered in London, Acuity Knowledge Partners has nearly two decades of transformation experience in servicing over 300 clients with a specialist workforce of over 2,500 analysts and delivery experts across its global delivery network.

We provide our clients with unique assistance not only to innovate, implement transformation programmes and increase operational efficiency, but also to manage costs and improve their top lines.

These services are supported by our proprietary suite of Business Excellence and Automation Tools (BEAT) that offer domain-specific contextual technology.

Acuity Knowledge Partners is assisted by Equistone Partners Europe, a leading private equity organisation that backs specialist growth businesses and management teams.