

# Business Information Services

## Asia-focused mid-size investment bank

**>57,000**  
projects delivered

**~\$2m**  
per annum savings on MDS  
cost savings p.a

**~\$1m**  
annualized savings on  
headcount savings p.a

Up to **20%**  
time savings for  
bankers

### CLIENT CHALLENGES

- » The client is a mid-size bank with a focus on Asia. Copal Amba has been providing BIS services to their investment banking division since 2010
- » The client did not have an in-house BIS team and wanted to put in place a 24x7 offshore BIS team to support bankers globally
- » The objective was to enable bankers to focus on revenue-generating activities instead of information mining, and at the same time rationalize high market data sources (MDS) costs
- » Copal Amba had been providing IB analytics support to the bankers since 2007 with wide coverage and excellent feedback. The client was able to leverage Copal Amba's integrated analytics and BIS services to gain significant operational and cost synergies

### OUR APPROACH

- » We identified key generic and product-specific MDS after understanding all business requirements
- » We helped in the procurement of key MDS subscriptions, while rationalizing the number of licenses to deliver cost savings
- » A 24x7 centralized and dedicated BIS team with an initial size of 10 members was set up
- » The team provides business solutions across the coverage universe including basic tasks (corporate document retrieval, news runs, research reports, etc.) and complex tasks (demand/supply trends, advanced deal runs, regulatory analysis, commodity data, etc.)

### IMPACT DELIVERED

- » BIS team led by team leads with IB analytics experience who understand banker requirements and deliver high-quality results
- » Dynamic shift balancing based on workload enables resource utilization in a 24x7 setup
- » Heavy rationalization of MDS requirements
- » Created centralized repository of documents, enabling reusability of research, resulting in time and cost savings
- » Advised bankers on best sources to retrieve required information
- » Integrated IB analytics and BIS model to enable faster turnaround time for analytics requests that required BIS support

#### 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.