

# Consulting (Rapid Research)

## One of the Top 5 Management Consulting Firms

Over **15,000**  
projects delivered

**3,200**  
consultants served

**\$9.0m**  
annualized cost savings

**>180,000**  
hours of projects  
delivered

### CLIENT CHALLENGES

- » The client is one of the top 5 Global Management Consulting firms with over 15,000 consultants
- » The client required a solution to enable its internal research team:
  - With flexibility of additional capacity to manage workflow spikes
  - To provide quick turnaround and real-time support to its consultants
- » The client was also looking for sector-focused resource bandwidth to monetize its product offering for internal consultants and end clients
- » Acuity Knowledge Partners entered into a strategic partnership with the client to provide a cost effective rapid research solution and created multiple sector focused teams. The pain point was addressed by identifying experienced researchers from the global talent pool who served the client from multiple delivery centers

### OUR APPROACH

- » Acuity Knowledge Partners team created a bespoke engagement structure addressing client's pain points, which included:
  - 24X5 rapid research desk serving the US, EU, and Asian clients, facilitating quick turnaround and real-time support
  - Seamless support across weekends and holidays
  - Focus teams for sectors including Metals and Mining, Pharma, Technology, Corporate, and Finance.
  - Support from Multiple delivery centers
  - Regional language research support to provide further value addition

### IMPACT DELIVERED

- » The customized engagement structure helped increase the available research hours for consultants
- » Sector-focused engagement helped the client to improve the turnaround time to monetize the launch of sector-focused products
- » Acuity Knowledge Partners further facilitated users with regular teach-in sessions across global client locations
- » Created a value impact for long-term collaboration, which included broadening of offerings such as Analytics, Survey Programming and Data Processing, and Technology 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.