

# Investment Banking Research & Analytics

## 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:
  - o Realize cost savings by limiting the strength of the front-office team, with the flexibility of scaling up the offshore team
  - o Retain key strengths in-house while offshoring standard analyses to free up onshore bandwidth for more productive and clientcentric activities
  - o 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, 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.