MOODY'S ANALYTICS

Moody's Analytics Knowledge Services

Fundamental Credit Research Support for Treasury Divisions

US-BASED CORPORATE

Supporting a newly formed team

100+ issuers initiated in 9 months

Near final form research delivered

15% more time for idea generation

Client challenges

» MA Knowledge Services' strong research pedigree, with considerable experience across geographies and sectors, resulted in the client choosing us to provide offshore research support

» With its 225+ credit analysts, MA Knowledge Services is the market leader in credit research support

» Over the past 13+ years, we have supported 30+ clients, with 10,000+ credits under coverage

» We are a one-stop shop for expert support in all asset classes – investment-grade credits, high-yield credits, municipals, emerging markets, and sovereigns, to name a few

» Moody's parentage enhances our capabilities and makes us more competitive by providing us access to its credit repository, training modules and research products

Solution

» The client is a large multinational technology giant that wanted our support with portfolio initiation and maintenance activities for its credit issuer universe. The main objective of this large corporate's treasury unit was to enhance its return on reinvestment of its cash balances

» The MA Knowledge Services team interacted closely with the client's senior stakeholders via telephone, videoconference and onshore visits

» After comprehensive deliberation, we created a detailed and milestone-driven project execution plan, which was approved by the client's stakeholders

» We deployed a dedicated offshore team to undertake coverage

Client benefits

» We deployed a cross-skilled delivery team with experience in handling investment-grade and high-yield names across the US. The team was also capable of handling client requirements for modelling and report writing

» The dedicated offshore team helped to design templates for initiation and maintenance support across sectors

» Apart from gaining a basic understanding of client requirements, we made client visits to meet the client and understand requirements in detail

» We ensured that the tasks we delivered always carried some value-add, e.g., the daily news monitor and earnings calendar, to begin with

ABOUT MOODY'S ANALYTICS KNOWLEDGE SERVICES

Moody's Analytics Knowledge Services, a division of Moody's Analytics, is a leading provider of high-value research, analytics and business intelligence to the financial services sector. The company supports over 200 financial institutions and consulting companies through a team of over 2,600 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.