

# Cross-functional support to one of the top banks in Oman

5-year partnership

4 business verticals supported

Around **USD2m** of cost savings

Onshore/offshore support

## CLIENT CHALLENGES

- » The client is one of the largest financial services providers in the Sultanate of Oman and Acuity Knowledge Partners has been supporting the client since 2015. Acuity support spans the investment banking, strategy, asset management and trade finance verticals.
- » Challenges Faced
  - Unavailability of skilled local talent
  - Lack of time to address the market more efficiently
  - High cost of functioning
- » Objectives of offshoring
  - Cost savings by limiting the size of the front-office team and flexibility to scale up the offshore team at short notice
  - Flexibility of onsite support, based on the deal environment
  - Strategic research support for new products and services offered by clients

## OUR APPROACH

- » Subject matter experts appointed to support different business verticals
- » Strong client relationships, Acuity teams working as an extension of their onshore partners
- » Support on live mandates through a variety of detailed analyses, including detailed valuation and modelling, industry and macroeconomic studies, and target/buyer identification
- » Sector-agnostic support – support across sectors, including oil and gas, utilities, fintech, hospitality, and banking
- » Efficiency gained over the years passed on to clients in terms of faster turnaround and more value-added tasks

## IMPACT DELIVERED

- » Acuity team is actively involved in research and analysis for live deals
  - Reduced turn-around time and greater onshore capacity for value-added activities and deal execution, greater efficiency in evaluating potential opportunities
  - Acuity delivers client ready detailed valuations, presentations and dashboards
  - Real time offshore support with Middle East working hoursAcuity provides onshore support as and when required

### 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.