

# ECM support for a UK-based bulge-bracket investment bank

USD7m in savings

18-20% more  
client-facing time

35-40% productivity  
gains

Support on EUR 50bn  
worth of deals

## CLIENT PROFILE AND CHALLENGES

- » Among the top 10 investment banks in Europe
- » Key challenges:
  - High resource costs and constrained budgets
  - Tight deadlines
  - Challenging market conditions
  - Lack of quick access to the talent pool

## OUR APPROACH

- » Established an offshore ECM team, fully integrated with the client team, offering support to the Corporate Broking, Equity Linked, and Origination and Execution teams
- » Reviewed and re-engineered critical processes to ensure consistent delivery at all times
- » Created a seamless process and workflow mechanism through continuous improvements via an active communication channel
- » Maintained focus on initiatives (technological and other) to drive efficiency gains in an effort to deliver higher volumes with the same resources
- » Encouraged teams to follow best practices, e.g., robust quality checks at each level and adherence to strict confidentiality agreements and compliance procedures to ensure high data security

## IMPACT DELIVERED

- » Automated tasks to deliver more output; this enabled the Acuity team to handle more complex analytics with senior bankers (director level and above)
- » Leveraged time-zone difference effectively, offering maximum coverage during UK trading hours, starting support from as early as 05:00 UK
- » Took ownership of transactional and recurring types of work, enabling the bankers to focus on more critical tasks

### 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.