

# Sector dedicated and integrated IB + BIS support to a North American Global Investment Bank

\$5m+ of annual savings

Near onshore support

Time to market

Round the clock coverage

## CLIENT CHALLENGES

- » Top 10 ranked Global Investment Bank with significant presence across geographies and sectors
- » Key challenges included:
  - Engage junior bankers on higher value work
  - Standardization of methodologies and templates across sectors
  - Better work-life balance for onshore bankers
  - Difficulty to retain onshore talent
  - In-adequate client facing time for mid-level bankers
  - High cost of function

## OUR APPROACH

- » Pyramid based and a structured offshore team set-up, based on the work requirement and complexity
- » Well-structured training and roll out plan
- » Steadily expanded coverage to build an embedded partnership across teams and regions
- » Coverage for multiple sectors with soft alignment of resources, extended coverage to ensure sufficient overlap between onshore – offshore working hours
- » Real time coverage, from onshore delivery center, for high demand sector teams
- » Operates as pure extension of onshore teams, regular interaction with sector staffers ensures that offshore team works as an integral part
- » 24x7 BIS support setup with weekend coverage. Rationalization of various market data sources