

Support to an independent restructuring and advisory firm

15,000+ projects delivered

High customer satisfaction score of 4.9/5

Extended hours and weekend support

USD2m+ of annual savings

CLIENT PROFILE AND CHALLENGES

- » A boutique investment bank and a leading restructuring and special situations advisor. Acuity Knowledge Partners (Acuity) has partnered with the client since 2016, supporting 200+ bankers in the US and UK
- » The client wanted to find a reliable partner to complement its onshore junior banker strength as the firm focused on new revenue generation and gaining market share
- » Key challenges:
 - Limited bandwidth of onshore bankers, restricting focus on deal making
 - Longer turnaround time for deal activities
 - Cost optimisation

OUR APPROACH

- » Deployed an integrated team to provide investment banking analytics, library services and presentation support, with the right mix of experience and skill set
- » Provided comprehensive support on business turnaround and debt restructuring, including industry studies, benchmarking, LBO analysis, capital structure analysis, exchange offer databases and bankruptcy case studies
- » Provided overnight US support, extended-hours coverage and weekend support for comprehensive, global coverage
- » Deployed BEATFlow, Acuity's proprietary workflow management tool and online repository
- » Operated as a pure extension of the onshore teams, reporting to their respective heads

IMPACT DELIVERED

- » **Overnight coverage:** Provided a head-start to client bankers on urgent overnight requests, reducing the number of late nights for junior bankers
- » **Time savings:** Freed up banker time for complex tasks and other revenue-generating activities
- » **Cost efficiency:** Client saves USD2-2.3m annually (cost of equivalent onshore resources)
- » **Time to market:** With real-time support on live transactions, the client is able to execute more transactions a year

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.