

Support to a US-based private independent boutique advisory firm

Around **10** years of partnership

80+ bankers served in US and UK offices

2,500+ high-quality projects delivered

48,000+ hours of work assistance

CLIENT PROFILE AND CHALLENGES

- » A leading independent investment banking and advisory firm in the US. Acuity Knowledge Partners (Acuity) has partnered with the client's strategic and restructuring advisory teams since 2010, supporting 80+ bankers in the US and UK across sectors
- » Key challenges faced by the investment banking team:
 - Long working hours for onshore bankers, difficulty to retain talent
 - Lack of time to address the market quickly and efficiently
 - High cost of operations
- » The client wanted to find an offshore partner to provide high-quality output and free up onshore bandwidth for more productive and client-centric activities

OUR APPROACH

- » Acuity created a flexible engagement model to address these challenges
 - Operated as an integral part of the onshore team, providing end-to-end support on M&A and financial restructuring transactions
 - Deployed a team with expertise in projects related to M&A advisory, special situations and bankruptcy-related analyses, and pitchbook support including capital structure analysis, liquidity analysis, debt maturity profile and free cash flow analysis and comparable debt analysis
 - Extended coverage to support all client offices, resulting in seamless communication, prompt delivery and high user-satisfaction levels

IMPACT DELIVERED

- » Provided real-time heavy-lifting support on transactions, enabling the client to execute more transactions a year
- » Time savings: Significantly improved the bank's go-to-market activities and client responsiveness
- » Efficiency gained through years of support was channeled to deliver higher volumes, ad hoc projects and highly complex work

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.