



Application Delivery: *Business Analysis and Functionality Design*

TOP-TIER FINANCIAL FIRM

COMPANY OVERVIEW

The client is a top-tier financial firm offering global wealth and asset management, investment banking, and retail and commercial banking. With headquarters in Switzerland, the company serves individual and corporate clients from all major financial centers around the world.

THE CHALLENGE

In a major cost-cutting initiative, the company had undertaken a long-term project to develop in-house a highly-strategic platform to support trading across all of its credit-related desks.

The company had previously made use of a well-known subscription-based trading service. Developing a custom-built solution would significantly reduce related ongoing costs, while providing an opportunity to expand into new markets and trade new products.

Although a significant part of the system was already operational, progress had stalled. New impulse was needed to successfully complete the transition and realize full benefit.

THE SOLUTION

The client selected TwoFour Consulting to oversee the migration of the remaining trading desks to the new platform and to design and help implement a number of critical system enhancements.

As Lead Business Analyst, TwoFour Consulting worked closely with traders from the US Emerging Markets, Credit Exposure Management and Dillon Reed Capital Management trading desks to develop a comprehensive migration plan, analyze workflow, create templates and deliver training to ensure a smooth migration. TwoFour Consulting was responsible for analyzing all instruments to ascertain that yield and sensitivity numbers matched the old system, and reconciling all profit and loss or risk issues.

COMPANY PROFILE

Top-tier Financial Firm

Top-tier financial firm offering global wealth and asset management, investment banking, and retail and commercial banking

CHALLENGE

Successfully complete global migration to strategic in-house trading platform across all credit-related desks

SOLUTION

Introduce business analyst experts to facilitate successful migration of remaining desks and implementation of key enhancements

BENEFITS

- Significant operational cost reduction due to completion of the migration to in-house platform
- Cost-efficient customized functionality to support trading new products in new markets
- Leverage business analyst experience and expertise in financial services sector
- Hands-on training and support for trader migration

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TwoFour Consulting worked together with an internal development team to implement key enhancements and develop interfaces to several leading electronic communications networks, including the MuniCenter and BondsOnline. TwoFour Consulting assumed responsibility for gathering operational requirements, writing functional specifications and test plans, and, subsequently, training the traders.

During the transition period, TwoFour Consulting also played an important ongoing support role. Working directly with the client's Global Support team, TwoFour Consulting analysts fielded real-time questions from traders concerning the newly development platform.

THE BENEFITS

As a result of the engagement, the client's newly developed trading platform was successfully rolled out across all credit desks in order to support operations around the globe.

This strategic initiative has enabled the client to enter new markets and trade new products cost efficiently, while also significantly reducing ongoing overhead costs.

TwoFour Consulting provided critical insight and analytical expertise, as well as the necessary hands-on training and support skills to facilitate a smooth migration to the new application for traders. TwoFour Consulting's combined deep industry knowledge and technical expertise enabled critical enhancements to be made quickly and ensured the successful delivery of the client's custom-built solution.

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ABOUT TWOFOUR

TwoFour provides technology-enabled business solutions to leaders in the financial services industry. Headquartered in New York, TwoFour is a privately held professional services and development company that has enjoyed continuous growth and profitability. We are committed to:

- Delivering innovative solutions that solve our clients' most pressing problems;
- Anticipating and preparing clients for the impact of future industry dynamics on their business; and
- Acting as a strategic partner to leaders in the financial services industry, offering cutting edge, value-added counsel and services.



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