



Technology Strategy Case Study: *IT Strategy Development*

GLOBAL WEALTH MANAGEMENT AND CAPITAL MARKETS GROUP

COMPANY OVERVIEW

The client is one of the world's leading wealth management, capital markets and advisory companies. This Fortune 500 organization has 38 offices around the globe and manages private, institutional and corporate client assets totaling more than \$1.5 trillion.

THE CHALLENGE

Rapid growth in business related to Credit Default Swap on Asset Backed Securities (CDS/ABS) was putting existing credit-related resources and support systems under pressure. To manage the additional CDS/ABS activities, significant internal changes were required.

A new software platform was needed to provide the CDS/ABS trading, business and risk management teams with more powerful operational and control tools to effectively cope with increasing demand.

In parallel, a new business management team was tasked with implementing associated organizational changes and developing a roadmap for a restructured technology group.

THE SOLUTION

The client turned to TwoFour Consulting for an independent evaluation of the technical, business and organizational challenges related to its CDS/ABS activities, and for hands-on support with the restructured group's strategic and operational development.

TwoFour Consulting's multi-disciplinary team worked side-by-side with the client's new business management team to run leadership planning workshops, create key management presentations and develop an overall IT project governance roadmap for the restructured 100+ person organization.

COMPANY PROFILE

Global Financial Services Group
Fortune 500 global wealth management, capital markets and advisory company

CHALLENGE

Restructure organization and introduce new support systems to cope with growing credit-related business activities

SOLUTION

Define comprehensive IT project governance roadmap, and re-evaluate and catalogue credit-related business requirements for structured technology selection process

BENEFITS

- Comprehensive analysis of current state situation and business requirements necessary to reach desired future state
- Achievable IT project governance roadmap and methodology for 100+ person organization
- Well-managed and structured Request for Proposal (RFP) selection process
- Evaluation of vendor responses for feasibility and effectiveness based on deep industry knowledge and technical expertise

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TwoFour Consulting also led a detailed current-state analysis of CDS/ABS activities and compiled a comprehensive CDS/ABS business requirements document. This document formed the basis of the client's Request for Proposals (RFP) to third-party technology vendors. TwoFour Consulting managed the RFP process and helped to evaluate vendor response feasibility.

THE BENEFITS

TwoFour Consulting's expertise and experience provided a critical boost to the client's newly formed Credit team and contributed to its early successes.

TwoFour Consulting's ability to play a key role at both the strategic and operational levels resulted in an integrated and practical approach, which has proven effective in daily operations.

As a result of the initial IT Strategy Development engagement, the client now has a long-term roadmap for overall IT project governance across its new technology organization, including a vision for effectively meeting ongoing CDS/ABS demand.

During the follow-on package selection process, TwoFour Consulting helped to clearly articulate in-house CDS/ABS business requirements and support system needs. This has resulted in a modern, high-speed technology platform that delivers total CDS/ABS trading, position management, risk management, surveillance and reporting functionality.



"By providing a valuable source of experience and expert opinion, TwoFour Consulting was able to help develop a realistic Project Governance Roadmap for the new Credit team and to deliver a comprehensive, one-stop technology platform supporting all the client's CDS/ABS needs."

Peter Hull

**Project Manager / Lead Consultant,
TwoFour Consulting**

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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