

Case Study: Vendor Selection

A Tier 2 bank achieves \$10 million in additional revenue from increased Delta 1 trading capabilities, while reducing infrastructure overheads and enhancing data accuracy and completeness



Client Challenges:

- A Tier 2 global bank, with strategic challenges from limited data-domain expertise and systemisation, was struggling to expand its Delta 1 and Prime Services trading activities due to restrictions from inaccurate/incomplete data and manual processes
- The institution had engaged with three vendors to evaluate their products, but needed advice on how to structure and sequence the proof of concept
- The client was unfamiliar with industry best practices or how to integrate vendor systems with existing technologies



Brickendon Solution:

- Work with the client to assess its functional, technical and strategic requirements in the future state
- Liaise with the vendors to ensure that all products are tested under identical circumstances and that proof-of-concept testing occurs on vanilla systems
- Work with the institution and vendors to tabularise and visualise the products in areas of functionality fit, ease of initial deployment/ongoing maintenance and total cost of ownership
- Identify areas where vendor products could be used outside of the initial scope but to the benefit of the institution in the future
- Develop a strategic plan to deploy the chosen vendor system and integrate it with the existing systems and processes
- Work with client professionals on Delta 1 and Prime Services desks to develop an enhanced strategy using improved technical capabilities



Client Benefits:

- Unbiased selection: a vendor agnostic selection process free of political bias and with no affiliation to particular software products, ensuring the right vendor is chosen to fit the requirements
- Reliable and successful process: built on a proven track record of success, the repeatable, structured approach is a concise, well thought-through process using established scorecards to ensure the vendors are assessed effectively and objectively
- Alignment of expectations: a focus on stakeholder analysis, with clearly defined roles and responsibilities, ensuring stakeholders understand the capabilities and the progress needed to successfully deliver
- Improved service: the process is led by SME consultants experienced in a wide range of vendor products and toolkits, rather than assigned to just an available internal resource.





BRICKENDON
transformational consulting

Brickendon's innovative bespoke solutions help save our clients time, money and resources.

Brickendon is an award-winning transformational consultancy specialising in innovative solutions for the financial services industry. Our aim is to save our clients time and money by addressing their challenges in weeks and not months. The firm is divided into five practices focused on: Strategy; Risk & Regulation; Data; Quality & Testing; and Digital.

Why choose Brickendon?

Our track record: We have demonstrated a long, proven track record for transforming our clients through our innovative bespoke solutions. In 2017 we were nominated as finalists in two categories of the inaugural DevOps awards and are a two-time winner of the European Software Testing Awards.

Our innovative approach: No one client is the same, therefore our intelligent, experienced and focused consultants use their domain experience to address each challenge in an innovative way, using skills from their past and knowledge from Brickendon's continual learning hub.

Our resources: Our onshore, offshore and nearshore capabilities mean we are well placed to cater for all our clients' needs, making the best possible use of the 10 years-plus domain experience of all our consultants.

Our passion: We love what we do and thrive on improving our clients' profitability, efficiency and increasing their competitive edge. We are driven to develop the most innovative solutions and take pride in seeing the tangible benefits of a project come to fruition.

Brickendon's data practice: Innovation that solves data challenges

Data helps people run their business more efficiently and effectively. However, many companies are falling short of fully realising the true value and benefits of their data. The Brickendon data practice takes a business-led approach to data programmes, focusing on two main areas of Enterprise Data Management and Data Regulation to help clients create sustained business insight and value, and ensure regulatory compliance.

To find out more about this and other successes, please do not hesitate to contact us.



info@brickendon.com



brickendon.com



[/brickendon-consulting](https://www.linkedin.com/company/brickendon-consulting)



[@BrickendonIntl](https://twitter.com/BrickendonIntl)

© 2018 Brickendon Consulting. All rights reserved. In the absence of specific statements to the contrary, copyright for this publication vests in Brickendon Consulting Limited. Brickendon grants permission for the browsing of this material and for the printing of one copy per person for personal reference only. The express permission of Brickendon must be obtained for any other use of this material. This publication has been prepared only as a guide to provide readers with information on recent developments. It should not be construed as formal advice or relied on for any purpose. You should not act or refrain from acting based on the information contained in this document without obtaining specific formal advice from suitably qualified advisors. No responsibility can be accepted by Brickendon for loss resulting from acting or refraining from acting as a result of any material in this publication.

Strategy

Risk & Regulation

Data

Quality & Testing

Digital