

Achieving Business Growth

Challenge

Leaders of a full-service investment bank and asset management firm realized that they would need to transform their business to sustain their success amidst accelerating change. This transformation would have to achieve three key goals:

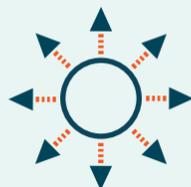
- 1 Free up capital currently tied up in routine, operational tasks and redeploy it to execute a growth strategy
- 2 Expand their footprint in major markets while preserving superior service
- 3 Focus capital and talent on the most critical, differentiating activities

Solution

Pershing's hybrid approach enabled them to leverage our technology and innovate across their firm to achieve critical business priorities:



Gained efficiencies and reduced costs by leveraging a variable-cost model



Greatly expanded capabilities and support for their growing trading business



Freed up significant capital for core business investments by eliminating clearing utility deposits



Made it easier to add new businesses to their firm's platform



The client reported that the transition to a fully disclosed model was invisible to clients and that, in fact, the firm experienced even stronger retention after the transition

Leveraging Capital Reduction

Challenge

A regional full-service bank and broker-dealer was intent on seizing untapped growth opportunities and were looking for a way to expand their offering while reducing their balance sheet and operational staffing. As they explored potential ideas for expanding, they weighed three main factors:

1 Reducing capital used for running their business while streamlining the reconciliation process

2 Lowering operational expenses to help improve operating margins while they grew the business

3 Improving their technology infrastructure and work streams

Solution

Pershing's approach enabled them to leverage our technology, reposition their firm in the marketplace and achieve key business priorities:



Achieved efficiencies by accessing a variable cost model



Provided a higher level of support to their trading business



Increased their platform's flexibility for accommodating new businesses



Eliminated clearing utility deposits, which increased capital available for investing in their core business

Executing a Total Business Transformation

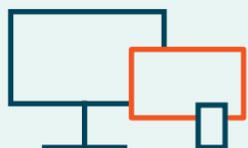
Challenge

A regional full-service investment bank and wealth management firm was challenged to maintain an independent technology platform to support their brokerage and banking businesses, which resulted in escalating fixed costs and continued pressure on margins. Achieving operating margin improvements would require a full technology and business transformation. Among the goals in review were:

- 1 Significantly reduce the technology footprint in support of these two businesses
- 2 Reduce operational expenses driven directly by the need to maintain an aging technology infrastructure
- 3 Enhance support of the business model with updated technology infrastructure

Solution

Pershing's technology infrastructure and operational support model enabled this firm to significantly reduce their technology footprint by eliminating their engagement of the independent technology company that been supporting their brokerage and investment banking businesses. By eliminating this fixed cost, the client was able to realize:



Significantly lower technology costs by leveraging Pershing's shared technology platform



Reduced costs and operational efficiencies due to a variable cost model



Freed up capital due to reduced annual technology spend and elimination of clearing utility deposits

This client reported that fully disclosed transition has enabled them to focus more tightly on their core business and that they have seen an improvement in their platform across their users.