

We helped a small Investment Bank tackle its manpower challenges

About Client

Client is a small, one-man team, Investment Bank based out of United States

Client Situation

Client was not sure of the work-flow for his practice and was not in a position to hire support in the home market

Our Solution

We provided a 0.5 FTE based solution. FTE stands for Full Time Equivalent, which is like hiring a Full Time Employee. As the bank was small, we offered only half of the FTE. Offshore based team of the resource who would work half of the month with him helped with following tasks:

- Data gathering for business development opportunities
- Research for business development decks
- Research on prospective clients
- Research on bigger advisory projects

Apart from the FTE based solution, client used Ad-hoc model of work, when the workflow increased unexpectedly

Outcomes

- 70% reduction in Operations' cost
- Peace of mind on work delivery front, so that client could focus only on Business Development
- 20% growth in revenues for his practice