



Serving World-Class Enterprises Enterprisingly



## Case Study: Build-Operate-Transfer



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## CASE STUDY: BUILD-OPERATE-TRANSFER

### Client Profile:

- A world's leading mass media firm and a trusted source of intelligence for businesses and professionals providing customers with a competitive advantage.
- The US \$12 billion company operates in more than 100 countries with 45000 employees
- Holds a leading market position, with well-recognized and respected brands in their principal markets

### The Requirement:

- The financial services division within client organization has been involved in aggregating financial data about companies listed in New York Stock Exchange (NASDAQ) in support of one of its core business solutions
- Their work involved research gathering of financial information about a large number of companies from their IPO, SPO, quarterly and annual earning filing conferences. The client has to connect with a large number of research subjects as quickly as possible to capture critical financial information without being present at the quarterly results filing events
- The client was looking for a right partner that can build, operate and fully manage:
  - A fast, high quality and competitively priced financial data analytics and transcripts service
  - To provide scalability needed to accommodate the seasonal influx of volumes
  - Provide suitable office space for this operation
  - Transfer the facility, staff and process on stabilizing

### Our Solution:

The company engaged KGiSL to do a trial run of financial data analytics and transcripts. We were easily able to meet the challenging deadlines of the initial test run project with high quality. The company engaged KGiSL in managing end-to-end process of compiling filings through transcribing the earning conferences, SEC filings research and analysis.

- KGiSL offered to set up a dedicated facility in Coimbatore city with 300+ staff doing analytics & transcription for the client
- **Delta Reports:** Our experts provided financial analytics and operating performance analytics comparing and drilling the vast data from past and the present SEC filings
- We identified automation areas within the workflow for improved profits and created the following software:
  1. **Event Brief Management System (EBMS):** To manage the entire production cycle from start to finish. It significantly shortened the production time
  2. **Multi-Audio Stream Ripper (MASR):** record up to 35 calls at a time in a single system
  3. **TAudit:** Tool developed to help in effective quality auditing process

### The Result:

- **Accuracy:** High quality & accurate financial data analytics (98%-100% accuracy)
- **Quick:** Fast turnaround time (1.5 - 6 hours)
- **Automation:** Created highly efficient and effective process that added value to the client
- **Convenient Formats:** Finished transcripts & downloadable reports, compatible with client system
- **Availability:** Round the clock availability. Zero downtimes and very responsive
- **Ownership:** The process , staff and facility were transferred to the client under their own brand