The Client

The Client is a financial advisory company that has come up with a unique and innovative idea to carry consensus to a much finer detail. The founder of the client organization was the head of Global Research for a leading, US-based financial research company.

The client obtains the sell side reports of top notch equity research analysts. These reports follow the in-house model of the analyst’s firm. The client has come up with a unique and niche product that would consolidate and collate the data and provide consensus analysis on a broad range of parameters, that will help financial analysts and investment banks understand the vitals of a company. Currently the client’s product supports five of the fifteen major industrial sectors.

The Business Challenge

The client was looking for an application development partner to create the product. The product envisaged by the client was data intensive, as the historical data had to be stored for a period of 10 years. The client was keen on using the cloud instead of their own server for hosting the application. Moreover, the client was looking at providing outstanding user experience and response speed in spite of the high volume.

The specific functions of the application include:

- User management and entitlement.
- Screens to facilitate data entry.
- Consensus calculation and presentation.
- System administration.

The Client was also interested in a partner who could:

- Offer a reliable and long term partnership.
- Provide cost-effective, best-of-breed solutions.
- Leverage multiple cutting-edge technologies.
- Provide outstanding problem solving skills.
- Respond quickly to issues and operational challenges.
The Client chose Thapovan because of its experience in building robust application for trading companies. The engagement included the following:

- Gathering business requirements and technical specifications.
- Design and Development of Applications and Module Design and develop the modules.
- Ensure seamless interaction with the Client’s business team.
- Carry out performance analysis, benchmarking and solution identification.
- Design and develop new features.
- Carry out project based and routine quality assurance management.
- Take care of application maintenance and change management.

The Engagement - KPO

The client also chose Thapovan as the Knowledge Process outsourcing partner. The engagement at the KPO level included the following:

- Review and analyze the sell-side reports of top notch Wall street equity research analysts.
- Focus specifically on Income statement, Balance Sheet, Cash Flow and the Operational sections.
- Synthesize and input estimates and actual values accurately and in a timely manner into the proprietary database.
- Analyze the equity research models using a combination of onsite and offshore service model.
- Work with the content team to perform system audits and ensure accuracy of the data that is presented.

Solution Highlights

The end-to-end solution built by Thapovan included a variety of modules and applications. The following are some of the key highlights:

- Application is hosted on the cloud.
- It provides a platform for entering the estimates of the future quarters and the actual values of the past quarter’s financial statement information.
- Various models are analyzed and consensus data is arrived using mathematical formulas.
- Reporting feature of the application helps the user analyze the financial data in a better way.
Technology Environment

Thapovan was responsible for identifying and implementing the most appropriate technology that would meet the performance, cost, and usability objectives set by the Client.

The major technology components are:

- Microsoft .Net framework 4.0.
- Microsoft Silverlight 5.
- Windows Azure.

The key technical tools used are:

- Team Foundation Server.
- WCF Services.

Results Achieved

The Client achieved the following major benefits from the partnership:

- Building of a complete financial product in cloud.
- Building of a product that has rich functionality, high-performance, high availability, and ease of administration.
- Achieving excellent customer adoption and user base growth.