LSEG Workspace

For Wealth Advisors

Improving efficiency and generating greater insight

LSEG DATA & ANALYTICS

LSEG Case Study

A large market-leading European banking group enhanced its portfolio management capabilities and enabled its advisors to be more efficient and effective by incorporating Workspace for Wealth Advisors.

FIRM TYPE	THE CHALLENGE	THE SOLUTION	THE RESULT
Large European banking group with 130+ affiliate banks	Provide a single source of data and analytical tools for wealth advisors	Workspace for Wealth Advisors	A streamlined and efficient workflow for advisors helping them generate greater insight for clients

“The LSEG solution is a key part of our ambitious plans as a group to strengthen and improve our front-office offering by implementing an integrated portfolio management and advisory framework that will support our affiliates, staff and clients in all territories.”

The challenge: Fragmented data, siloed structure

A large European banking group with an extensive network of over 130 affiliates was using multiple front office platforms, technology providers and data suppliers for its operations. The myriad of different solutions, technology and procedures for portfolio and wealth management across its affiliate network was resource-intensive, inefficient and costly to maintain.

The siloed and fragmented structure of the banking groups operations were detrimental to wealth advisors and portfolio managers across the network. Internal feedback from advisors and managers indicated there was a lack of technological tools and applications to effectively generate insights with data being siloed across various platforms. This meant advisors were inefficient, struggled to stay up to date on market movements and effectively service their clients.

Key pain points:

Multiple service providers

Using multiple market data providers and technological solutions hindered efficiency for the firm and advisors

Lack of local content

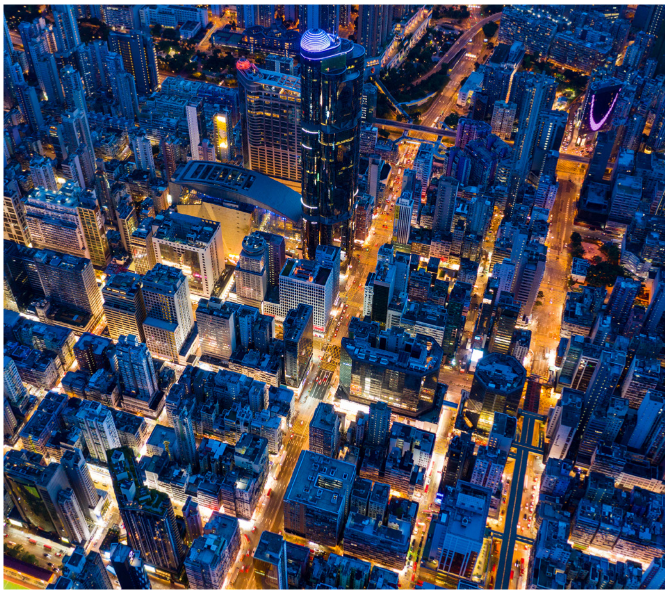
A lack of robust local language content and news limited the advisor's ability to serve clients holistically

Fragmented data

Siloed information across multiple systems provided an inefficient workflow for the advisors, resulting in slower responses to client queries and missed opportunities

Portfolio analytics

Lack of integrated portfolio data, applications and tools was detrimental to advisor effectiveness and their ability to deliver value to clients



The solution: A next generation workflow

Working with the group to understand the challenge and key pain points, we identified that our flagship solution, Workspace for Wealth Advisors, met all the banking group's needs and perfectly aligned to its plans and vision for the future.

We took a phased approach to implementing Workspace for Wealth Advisors, which delivered the market data, data consolidation, analytical tools and overall experience the group wanted for its advisors and their clients.

Key benefits:

Consolidated information

Internal data and investment research were integrated with external market data through a secure content management system, House Views and Market Insights. Consolidated data through a single platform means less time searching for information and greater efficiency for advisors

Global and local coverage

LSEG's local language news combined with robust global market data ensures advisors have the content to deliver on specific client investment mandates both locally and globally

Light and nimble architecture

Workspaces's web-based, zero footprint light HTML5 framework resulted in a seamless transition and installation for 300+ end-users across the group, ensuring zero downtime

Advanced portfolio analytics

Key applications and analytical tools, including Portfolio Analytics, Portfolio Dashboard and Watchlist Pulse, provide actionable and tailored insights, directly related to client portfolios in real-time, driving improved client engagement

The result: Streamlined for success

With Workspace for Wealth Advisors, the banking group consolidated disparate information, creating a single platform for the entire group, delivering a streamlined workflow with consistency and accuracy of information, making it easier to monitor affiliates and implement its corporate strategy. With a single integrated platform to access data, combined with the tools and applications to generate insights for their clients, advisors are seeing improved engagement, stronger relationships and lower client turnover.

In addition, the banking group has a single supplier for all its technological and data requirements, which saves time and resources in managing multiple suppliers, improves efficiency and enhances scalability.

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