



Vendor Services

Successfully positioning, developing and implementing a leading risk solution requires software vendors to be fully aware of the latest business issues and challenges faced within the continually evolving risk management environment. Best practice in this area develops rapidly. Through InteDelta's Vendor Services offering, we aim to provide vendors with business perspective and context, at both a strategic and detailed functional level, to enable them to gain market share in this increasingly important area of investment for financial institutions. We also provide vendors and/or their clients with additional resources to help them implement their products and can advise on the change, policy and methodology issues that often accompanies a risk system implementation.

Risk Management is a fast moving environment. Vendors of risk software need to understand and adapt to this environment to maintain their competitive advantage. When they make a sale, they need to ensure that they have sufficient expertise and implementation resources to meet their clients' expectations.

InteDelta has a wealth of experience in the area of risk management systems, spanning credit risk, market risk, collateral management and operational risk. Our Vendor Services product packages this experience into a range of services specifically targeted at risk management vendors that help them deliver targeted solutions to their clients.

Strategic Advice

InteDelta understands the risk landscape, market trends and financial institutions' requirements from a risk management system. We are also familiar with the offerings of most major risk vendors. We use this knowledge to help vendors develop their strategies in terms of product development, defining their areas of competitive advantage and unique selling point, and to define the target market the vendor should be approaching.



Market intelligence

InteDelta has a well established methodology for conducting market intelligence studies and we have conducted studies across a variety of risk system and methodology areas. Vendors can use such studies to ascertain:

- Market trends and their impact on financial institutions' systems requirements
- Competitor Analysis
- Customer and market perceptions of the vendor's products and services

See www.intedelta.com/content/market-intelligence for more details on the conduct of market intelligence.

Thought leadership

Vendors can enhance their reputation as being a thought leader by commissioning a research study or survey which can be used for the vendor's marketing purposes. This can be branded in the vendor or InteDelta's name and we can assist in the distribution and follow up of the report, for example by tracking downloads and arranging webinars or seminars to discuss the report's findings.

We have experience of preparing thought leadership papers in a variety of risk areas and can advise on appropriate topics, conduct the research (if survey based) and provide market leading expertise to write the report.



Functionality advice

We have detailed knowledge of the functionality required for a best of breed risk system. We can advise vendors on the functionality they need to develop to enhance their products and remain ahead of their competitors. This ranges from high level functional advice through to the production of detailed functional requirements specifications.

Implementation assistance

We have extensive experience of implementing risk systems and we can assist at all levels of an implementation to supplement the vendor client resources. This can include:

- Programme and project management
- Requirements definition
- Business configuration
- Interface design
- Testing

Contractually we can deliver these services to the vendor or directly to the vendor's client.

Client Consulting

A systems implementation is often accompanied by changes in processes, policies or methodologies. Vendors may be unable or unwilling to offer clients assistance in these areas, but their client offering may be enhanced by teaming up with InteDelta to meet their client's broader needs.

We provide consulting across a wide spectrum of areas such as:

- Change management and process re-engineering
- Risk policy
- Risk methodology
- Pricing

See www.intedelta.com/content/consulting for a full description of our consulting capabilities.

Example engagements

Strategic advice to major risk vendor

Our client was a major risk vendor whose systems are widely used for the management of market and credit risk. The vendor wanted to develop new functionality in an area which was dominated by the vendor's competitors.

We advised the vendor, at board level, of the trends in the market, the functionality that it should develop to meet market requirements and the strengths and weaknesses of the competitor offerings.

Implementation of credit risk management system

A major European bank was implementing a global credit risk management system from a leading risk vendor. The bank did not have sufficient resources or expertise to support this implementation, which would prevent the project moving forward. We provided the programme director and business analysts to assist in the implementation. Our responsibilities included:

- Project management
- Defining user requirements
- Interface design
- Testing

In conjunction with the implementation we also provided the bank with consulting advice in relation to the measurement of potential future exposure, settlement risk and country risk.

Market intelligence study on trends in modelling credit exposure

We were commissioned by a vendor to produce a market intelligence study to examine the trends in modelling potential future exposure for derivatives. The study covered major European banks and included the following scope:

- Modelling techniques used by banks
- Systems banks use to calculate and manage PFE
- The banks' perceived strengths and weaknesses of the systems they use
- The banks' experience of implementing the system
- The banks' experience of implementing the system

The vendor was able to use the results of this survey to focus the ongoing development of their solution and as a tool to define their product placement strategy from a sales and marketing perspective.

For more information please e-mail contact@intedelta.com or call us on **+44 (0) 20 7153 1037**. Further information about InteDelta can also be found at www.intedelta.com