



Application and IT Solutions for Investment Banks and Capital Markets

Respond quickly and confidently to market dynamics through innovative, domain-specific technology solutions.

Through deep domain expertise, an extensive portfolio of interrelated services, and a cost-effective global delivery model, Dell Services is uniquely positioned to provide the operational and technical expertise to help investment banks and capital markets solve their most pressing challenges.

Dell possesses extensive knowledge and experience in the capital markets sector earned in hundreds of successful engagements with financial institutions worldwide. We have continuously strengthened our domain expertise by hiring business and technical analysts with experience in investment banking and capital markets.

Our customers include global bulge-bracket investment banks, online brokerages, financial information providers and trading portals, custodians, international clearing agents, rating agencies, financial services firms, and related risk and analytical vendors. Our solutions, comprised of applications, IT infrastructure, and business processes, help organizations control costs, integrate and streamline processes, prevent fraud, manage risk, and adapt to changing regulatory mandates. We have successfully completed integration for achieving internal and external STP, reengineered interfaces with market and matching utilities, and enhanced and supported scalable trade-processing platforms for centralized securities processing, including custody and corporate action processing.

We are experts at reengineering legacy applications for end-to-end processing from deal capture to settlement. Whether managing legacy technologies, developing custom applications, implementing third-party solutions, or providing testing services, we apply our capabilities to help our customers achieve higher levels of business performance through reduced costs and increased efficiencies. We have performed extensive work in trade accounting and settlement systems, covering end-to-end processing of a wide range of instruments such as equities, bonds, and derivatives.

Dell Services can design, develop, deliver, and manage the solutions that meet the unique needs of your organization in an increasingly competitive global marketplace. Our experience and expertise as a leading technology and systems integrator can help you achieve measurable results — and maximum value — from your applications and IT systems.

At A Glance

With competition in global capital markets increasing, growing revenue while securing investors' trust and confidence has become the CIO's most pressing challenge, taking precedence over the cost-cutting agenda of recent years. Dell Services is uniquely positioned to address this challenge, providing deep domain expertise, best execution services, leading electronification products, and technology innovation. We can help your organization respond quickly and confidently to market dynamics through:

- Post-trade automation, integration, and rationalization solutions
- Client connectivity solutions
- Reference data services
- Enhanced order routing and management solutions
- SWIFT and payment services
- Operational risk and compliance solutions

Dell Solutions and Services for Investment Banks and Capital Markets

- Post-Trade Automation, Integration, and Rationalization
 - » Maintenance, upgrade and integration of Settlement, Confirms and other back-office systems
 - » Reengineer existing settlement systems
 - » Ownership of an existing system and develop future enhancements and releases
 - » SLA-based offshore test labs
 - » Seamless integration with middle- and front-office systems or greater STP
 - » Process consulting services
- Client Connectivity Solutions
 - » Design/develop/deliver low-latency, high-throughput, functionally rich client connectivity system solutions
 - » Analysis and development of diverse client connectivity applications: web-based trading tools, FIX enhancements, etc.
 - » Testing services including functional and regression testing
 - » Support services tailored on the ITIL-framework
- Enhanced Order Routing and Management
 - » Provide 24x7 support/maintenance of applications
 - » Design/develop/deliver market order routing system or reengineer existing system
 - » Assume ownership of existing system and develop of future enhancements and projects
 - » Perform testing services including functional and regression testing
 - » Evaluation services
 - » Process consulting services
- Reference Data Services
 - » Design and development services for core systems as well as interfaces to data sources
 - » Setting up business processes for creation and maintenance of reference data
 - » Testing services including functional and regression testing
- SWIFT Solutions
 - » SWIFT integration systems and services
- Support/maintain SWIFT Net applications
 - » Design/develop/deliver bank's SWIFT Net messaging system or reengineer existing system
 - » Perform testing services including functional and regression testing
- Operational Risk and Compliance Solutions
 - » Risk audit and consulting
 - » Applications support and maintenance

Dell Services has helped investment banks and capital markets meet their competitive challenges and adapt to changing regulatory requirements, delivering results like these:

- Provided support for over 200 applications for a bulge-bracket investment bank across equities, fixed income, credit, rates and currencies, derivatives, and wealth management services
- Migrated securities settlement system (second-largest in LSE) for equities with more than \$1 trillion open positions to complete a 200-man-year migration project
- Developed state-of-the-art, object-oriented workflow-based system for processing OTC derivatives
- Accomplished process optimization and automation of securities processing value chain, resulting in reduction in batch-run time by more than 80 percent in some systems
- Developed FIX/SWIFT interfaces with market utilities to ensure STP
- Supported a robust back office for 24/7 centralized securities processing
- Developed tools such as XML converter to help major investment banks map externally obtained trade data and market information into internal XML formats for processing and use
- Performed Linux migration for a global investment bank's securities settlement system

For more information about any of our service offerings, please contact your Dell representative or visit dell.com/services.