

# Flexible engagement model for end-to-end publication of periodical credit reports

## Client

A leading European rating agency.

## Opportunity

The client wanted to prepare a research report on the auto asset-backed securities (ABS) market and the economic developments in Europe that could be updated on a quarterly basis. The client wanted a research partner who i) had deep understanding of macroeconomics and asset-backed securities, ii) could deliver high-quality, timely and ready-to-publish research output and iii) adjust availability and pricing in line with demand, given ad-hoc nature of work.

**>50,000**

ABS issuances analysed across Europe

**100%**

Flexible team structure to ramp-up or ramp-down based on work flow

**>95%**

Score in consecutive client satisfaction surveys

## Value Delivered

1

A white-labelled, ready-to-publish and timely periodical research output in sync with client branding.

2

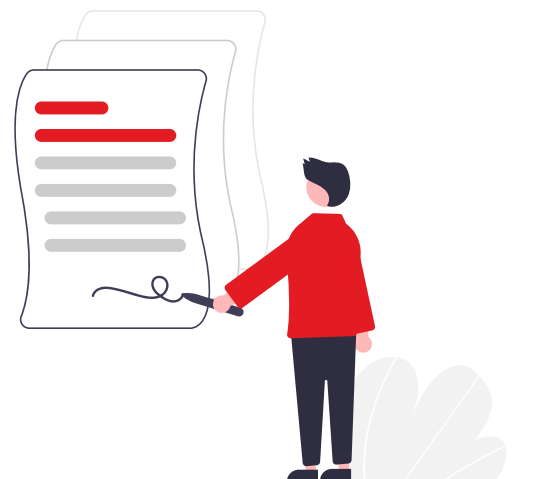
Minimum supervision or review from the client ensured they could utilize the time in client-facing activities.

3

Converted a one-time enquiry into a recurring project and passed on 100% of synergies by delivering value-adds.

## Solution

- Discussed the scope of the report with the client in detail, and accordingly designed a report template with the help of our in-house designing team to match branding and styling requirements.
- Deployed a qualified, senior resource with deep understanding of the subject matter, along with a junior who could be roped in based on demand and workflow.
- Conducted deep-dive research on the technical aspects of the auto ABS market highlighting key trends, new issuance volumes, regulatory changes, etc. along with findings on macroeconomic developments and factors influencing the economic outlook for Europe.
- Delivered value-added output such as a newsletter on the ABS market, summary of key news in Europe, country risk analysis and an macroeconomic events calendar for Europe.



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