

TRADING FIRM

By Chris Stafford

A SHAREPOINT 2007 SOLUTION DELIVERS REAL BENEFITS—GREATER EFFICIENCY, ENHANCED SECURITY, SCALABILITY, AND MORE.**THE CLIENT.**

The client is a diversified financial institution specializing in proprietary trading, asset management, order execution services, and technology solutions. It is recognized as a market leader in derivatives valuation, trading, and value-added order execution across global equity, options, and futures markets.

A PLATFORM TO ADDRESS KEY BUSINESS LIMITATIONS.

Due to system limitations and inefficient processes for managing and sharing documentation, several of this trading firm's departments encountered difficulties in their operations. For example, the legal department's use of e-mail and file share systems for documentation and workflow processes resulted in inefficiencies and undefined security structures. In addition, the client's education department found it difficult to scale its training programs or offer new course registration and management tools.

To address these needs, the firm sought to:

- ◆ Implement SharePoint 2007 as a portal and document management system to support both the education and legal/compliance departments.
- ◆ Improve communication, processes, and workflows related to its education and training programs.
- ◆ Migrate legal and compliance files from shared drives to SharePoint in order to:
 - ◀ Improve overall information architecture and search capabilities for legal documentation
 - ◀ Automate workflows for contract notifications and expirations.

For assistance, the trading firm turned to West Monroe Partners. West Monroe Partners offered extensive experience in deploying and implementing SharePoint 2007. In addition, West Monroe Partners offered deep trading industry experience and understood the firm's industry-specific business processes and technology needs.

TAILORED TO IMMEDIATE NEEDS, WITH THE FLEXIBILITY TO ADDRESS FUTURE BUSINESS REQUIREMENTS.

West Monroe Partners worked closely with the trading firm's IT personnel to deploy and launch a scalable SharePoint 2007 solution. While the initial project focused on the education and legal/compliance departments, the solution provided the flexibility to support additional departments in the future.

Education Department Capabilities.

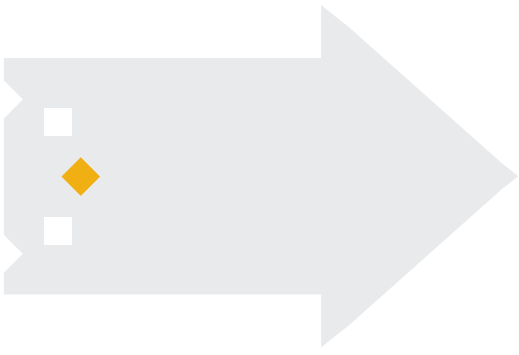
The project team collaborated with the education department to identify inefficiencies in the department's legacy system. The team then designed a new structure that would transform the firm's education resources from an information repository to a collaborative classroom management tool that allows:

- ◆ Students to register for courses and obtain updated information online.
- ◆ Instructors to disseminate information and manage and develop courses easily.

The education portal automates many key processes, such as course registration, homework submission, grading, and new course site creation.

Legal/Compliance Department Capabilities.

West Monroe Partners also worked with the legal/compliance department to organize and restructure its documents. The project team migrated files from shared drives to SharePoint and properly tagged and reorganized content with metadata that enables more efficient sorting and searching capabilities. This step also enhanced document management features such as version history and check-in/check-out functionality. Finally, West Monroe Partners implemented custom workflows to automate contract management processes—enabling notifications for users when contracts need to be reviewed, approved, or renewed.



CUSTOMER SOLUTIONS

STREAMLINED, MANAGEABLE BUSINESS PROCESSES.

Since implementing the SharePoint 2007 environment, the trading firm's education and legal/compliance departments have benefited from streamlined and manageable business processes—processes that now are scalable for future growth.

Overall, the new education portal provides a centralized collaborative environment to store, manage, and share the firm's training resources. Course instructors are able to broadcast information organization-wide to prospective students and to communicate more efficiently with current students. In addition, instructors can easily add new courses and adapt content as adoption increases.

For the legal/compliance department, the solution provides a structured, process-oriented system for managing files and information. By utilizing a defined metadata structure, users can find key information quickly across multiple document libraries and sites. And, they can ensure that sensitive information is only available to appropriate personnel. By attaching workflows to time-sensitive files, such as contracts, the department automatically can alert the right people when information must be reviewed—a capability that has increased its efficiency.

West Monroe Partners is an international, full-service business and technology consulting firm focused on guiding organizations through projects that fundamentally transform their business. With the experience to create the most ambitious visions as well as the skills to implement the smallest details of our clients' most critical projects, West Monroe Partners is a proven provider of growth and efficiency to large enterprises, as well as more nimble middle-market organizations. Our more than 300 consulting professionals drive better business results by harnessing our collective experience across a range of industries, serving clients out of offices across the United States and Canada.