

Client

One of North America's leading financial services company

Goal

Develop a central repository to consolidate Municipal Finance Bonds Deal information with process automation to provide visibility on Muni Finance processes.

Business Impact

- Significantly increased the number of deals that could be underwritten
- Enable real-time expense tracking and revenue forecasting
- Lowered administrative costs for document exchange and compliance monitoring.

Consolidating Muni Finance Deals

Iris created a Portal for a Municipal Finance Bond underwriting desk to consolidate deal information, automate business processes and improve deal visibility.

Overview

Iris developed a SharePoint Portal for Municipal Bonds underwriters to help them consolidate and manage their deal information in a centralized repository for better compliance monitoring, revenue forecasting and process transparency.

The challenge

Our client is one of the largest U.S. Municipal Finance practices with nearly 400 banking, sales, trading and underwriting professionals in more than 25 cities.

With a large diversified setup and a deep penetration in the bond market, our client faced the growing challenge of monitoring manual, time-consuming business processes and the inability to manage the deals that were in progress. Our client was unable to forecast revenue on a real-time basis and limit firm exposure to potential penalties due to poor compliance monitoring.

The solution

Iris defined and designed a solution with these capabilities to help our client overcome their challenges:

- A centralized repository to serve as a storehouse of all municipal finance deals.
- Translating business processes into clearly-defined automated workflows
- Dashboards to view status and manage deal progress
- Enhanced search techniques for recall across current and historical deal information
- Reports to facilitate many functions – revenue forecasting, good faith deposit data, etc.
- Audit trails for better compliance monitoring

Iris delivered a SharePoint-based Intranet Portal solution to deliver the features mentioned above. With a unified portal, our client was able to enjoy these benefits:

- Strong version control on all documents
- Ease of Rollback on previous versions of documents
- Role-based authentication – better accountability and process management
- Reduction in storage requirements – eliminated storage of multiple emails across users
- Eliminated sharing of documents through emails – better enforceability

