

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

Tools & technologies

Microsoft SharePoint Server 2010, .Net framework 3.5, ASP.Net, MS SQL Server 2008, MS SQL Server Reporting Services 2008, Internet Explorer 8.0 or above.

Technical highlights

- Intranet based central repository.
- Entitlement based user dashboards.
- Workflow driven automated business processes.
- Document Retention.

The Iris advantage

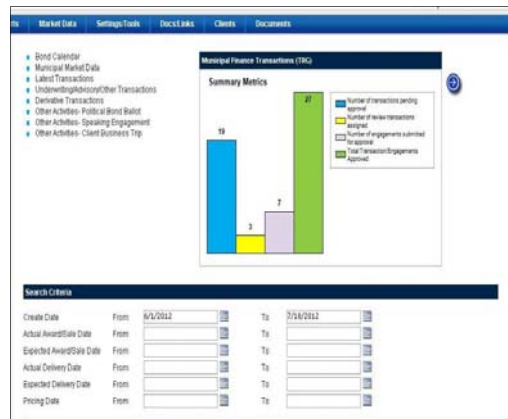
Vision to Reality: Iris formed a cross-functional team including business and IT to collaborate on requirements planning, user interface design and realization of the application.

Execution excellence: Iris delivered a comprehensive application using which bankers could track deal status and get real-time visibility across all muni finance deals.

Predictable paybacks: Availability of 7 years of historical data helped the business forecast deal closure times and bookable revenue.

Collaborative problem solving: Client technology personnel provide relevant advice and knowledge on their environment and the muni finance business to the Iris team. In addition, bottlenecks such as performance on older browser versions were discussed and resolved in a timely manner.

Speed to market: By leveraging SharePoint's features, the application was built and delivered for use by business in lesser time than accustomed to. In addition, the framework supporting the application, allowed for rapid changes which helped our client to address process and market changes in quicker time.



Field	Value
Deal Number	123456789
Deal Name	ABC Municipality
Deal Description	General Obligation
Deal Status	Pending
Deal Type	Fixed Rate
Deal Category	Municipal
Deal Sub-Category	General Obligation
Deal Date	12/15/2011
Deal Amount	\$10,000,000
Deal Currency	USD
Deal Unit	1000000
Deal Term	30
Deal Maturity	12/15/2014
Deal Interest Rate	5.00%
Deal Coupon	5.00%
Deal Call Date	12/15/2014
Deal Call Price	100.00%
Deal Call Frequency	Quarterly
Deal Call Amount	1000000
Deal Call Frequency	Quarterly
Deal Call Amount	1000000
Deal Call Frequency	Quarterly
Deal Call Amount	1000000

About Iris

Iris (www.irissoftware.com) is a professional software services organization providing its customers with high-quality, cost-effective solutions and developing mutually beneficial relationships. Iris does this through comprehensive solution offerings with best-of-breed technologies, rapidly deployable solutions, flexible engagement models and proven methodologies. This allows customers to focus on their core competencies, and concentrate IT resources on projects that directly impact their bottom-line.