



BRS&T Client Case Study

Major multi-national asset manager requiring enhanced rate card management services

Profile:

Our asset manager client, a major global asset management company, headquartered in Europe, has for several years been using a rate card to assist in their budgeting and allocation to payments for research.

Relationship with BRS&T:

The client had an existing long-term relationship with BRS&T, using our interaction management solutions. Using a feed direct from their numerous research providers, portfolio managers and analysts were able to view, rate and comment on specific research services and interactions with research providers.

Issue to Overcome:

The client was managing their rate cards in a spreadsheet, a labour intensive and unproductive use of time for their research evaluation.

Their use of rate cards was sophisticated, using configurations such as per interaction, per hour and per day units to apportion fair value to different interaction types.

In some cases, their “rates” were the same for all service providers, however they needed the flexibility to create exceptions and bespoke rate cards for individual providers.

They also needed to be able to create new rate cards each year as they adjusted their overall budgets according to various factors.

Finding the Solution:

As part of our existing client relationship management the client was made aware of our new Evaluation product, incorporating interaction management, rate card management and research evaluation into one flexible platform.

Several demonstrations of Evaluation were conducted for the broker relationship team and the front office (portfolio managers and analysts) by our Senior Product Consultant, the main relationship manager, and our Head of Strategy.

Working with the client a project plan was developed to enhance Evaluation’s existing rate card management capabilities with additional features to take account of the client’s requirements and provide the same added sophistication for all Evaluation clients.

The client was closely involved in all stages of the plan including scoping, designing, testing and implementation. The project was managed by our Senior Product Consultant and completed within the planned time schedule.

Legacy:

The client has fully incorporated our Evaluation system into their global workflow process, a major improvement on their previous manual processes, something that would not have been possible without the rate card enhancements.

Further to the use of Evaluation, the client has now taken on our sister product, Commission Manager, to manage their various commission sharing arrangements and providing them with the complete Research Evaluation & Payments suite from IHS Markit.

[More information on IHS Markit products and services
www.ihsmarkit.com/products/brst/html](https://www.ihsmarkit.com/products/brst/html)