

Mastering Market Data Commercial Management

Strategies for navigating complexity, controlling costs and unlocking value

How managed services are empowering market data professionals to reduce spend and deliver greater value to the business

Challenges in Managing Market Data

The financial industry relies on vast amounts of market data and financial information.

Increasing data volumes:

Market data is experiencing exponential growth as data sources and data points multiply.

Data sources and types:

Firms depend on alternative market data alongside traditional adding to the complexity.

Rising market data costs:

License fees from exchanges and data vendors are escalating, as are the plethora of use cases.

Evolving usage policies intensifies:

License terms and policies change at a dizzying pace, making it difficult, yet crucial, to keep up.



Underscores the importance of better cost management and usage monitoring, which is driving an insatiable demand and more intense competition for experienced talent to manage market data inventory.

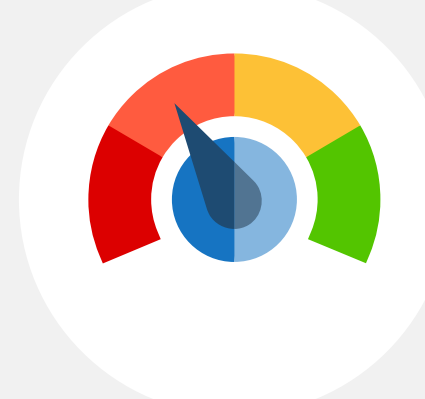
Impact on Teams Managing Market Data

Market data teams are consumed by administrative tasks, managing complex, time-consuming processes.



The commercial admin is off-the-scale:

Failing to manage all the associated processes exposes the business to risk



The business depends on these services:

It's a constant challenge to promptly respond to business requests for market data services



The contracts have become a herculean task:

Handling exchange and vendor contracts, and staying on top of renewal dates is demanding



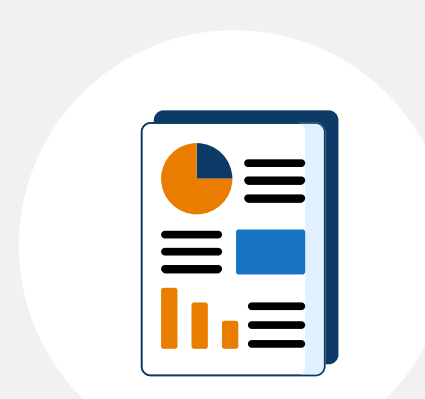
The struggle for cost transparency:

Significant obstacles in maintaining inventory for cost transparency and invoice reconciliation



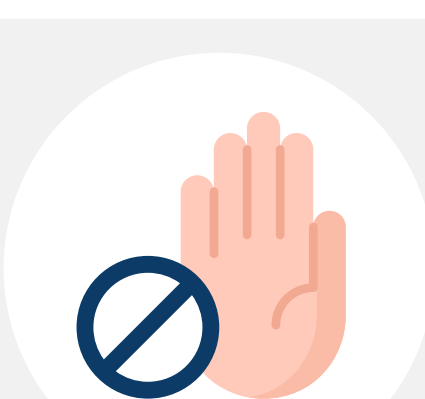
The compliance risk is higher than ever:

Keeping up with policy changes is increasingly challenging, impossible for some firms



The need for value-creating decision making:

Insights and reports on spend and usage are essential but time consuming to compile



The talent is overworked but underutilized:

Admin impedes the market data team's ability to leverage their expertise and deliver value



The talent scarcity impacts team:

Recruitment, training and retention are driving up costs and leaving teams under resourced



Nadine Scott, Chief Customer Officer at TRG Screen, emphasizes the pressures on market data teams: "It's a really complex environment, and keeping on top of it can consume a great deal of time and resources."



Teams managing market data struggle to keep pace. Is it time for a fresh approach?

Solving with Specialized Expertise and Industry-Leading Tech

Navigate the complexities of market data inventory management with a comprehensive managed service.



Free up internal resource:

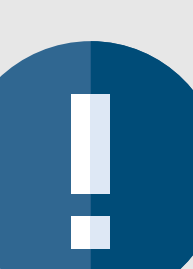
Focus on knowledge-based work and strategic projects that contribute to the growth of the business.

Ultimate transparency & control:

Visibility and control over spend and usage, and oversight of intellectual property (IP) costs and compliance.

Deliver strategic value:

Valuable insights that enable teams to provide strategic solutions that address industry and business challenges.



Outsourcing administrative tasks empowers teams to shift from routine activities to strategic endeavors, while ensuring professional market data management that delivers considerably better oversight.

Driving Strategic Value for the Business

Imagine a world where market data teams are liberated from commercial administration, turning their expertise and efforts to:

Analyze Market Data Landscape:

Proactively and continuously analyze new data sources and opportunities for innovation

Building Business Partnerships:

Partner with the business to understand use cases and make strategic recommendations

Optimizing Costs:

Identify opportunities to optimize cost and maximize usage of market data subscriptions

Becoming Insight-Driven:

Embrace insight driven decision making to uncover opportunities for strategic value

Add Value for Clients:

Address complex licensing requirements, enhancing value and reducing risk for clients

Facilitate Business Transformation:

Ensure smooth integration during business restructuring to ensure efficiencies

Negotiate with Vendors:

Streamline and actively negotiate contracts, securing the best deals for the business

Manage Vendor Mergers:

Handle the inventory and process impact of mergers, and strengthen vendor partnerships

Assess Data Distribution Platforms:

Evaluate and implement framework and license changes as a result of platform consolidation

Nurture and Retain Talent:

Proactively train and develop talent to deliver even greater value to the business



Nadine Scott emphasizes the value proposition of managed services: "TRG Screen is the only firm on the street with a road map for an integrated solution to meet the challenges that market data commercial managers face."

Want to learn how you can optimize your market data commercial management processes?

[Read the full e-book](#)

[Talk to an expert](#)

Global Market Leader in Enterprise Subscription Management

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