

Unlock the untapped value from your market data subscriptions

How optimized is your market data management?

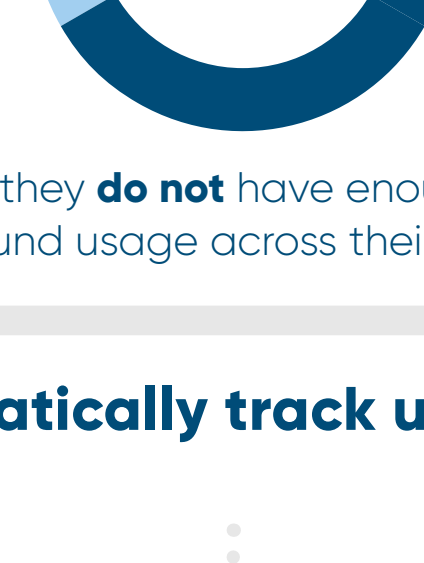
"The ability to accurately and efficiently monitor market data spend, usage and compliance is a persistent struggle for financial services firms of all shapes and sizes."

Market data and information services subscription management

Firms have some way to track usage yet lack sufficient transparency

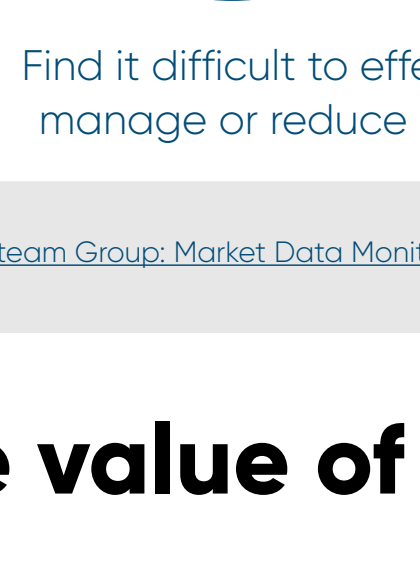


Track usage in some way, but current tracking methods are **not working well enough**...

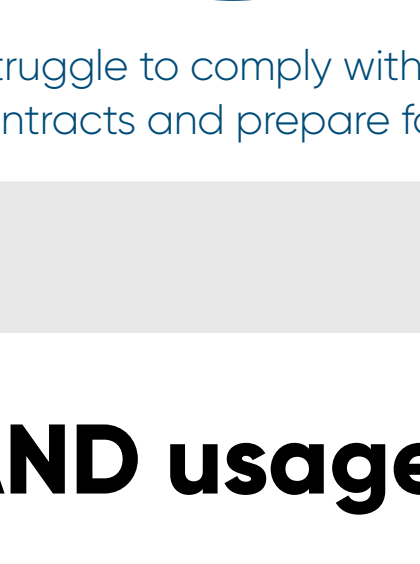


Believe they **do not** have enough transparency around usage across their organization

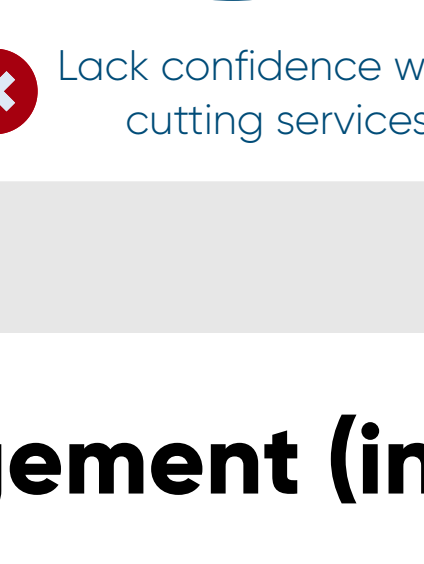
Top challenges of not being able to accurately and automatically track usage



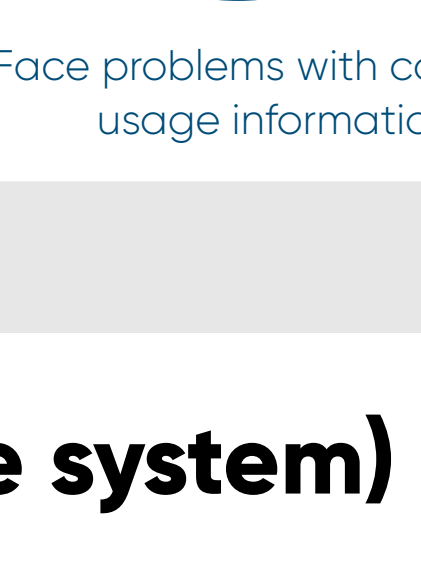
Find it difficult to effectively manage or reduce spend



Struggle to comply with vendor contracts and prepare for audits



Lack confidence when cutting services

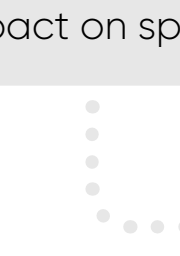


Face problems with collating usage information

Source - A Team Group, Market Data Monitoring Report

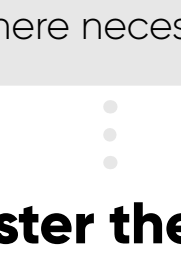
The value of spend AND usage management (in a single system)

Proactively reduce spend, increase utilization and manage compliance, while automating entire subscription management workflows.



Spend

Get an advanced understanding of your subscription commitments, so you can make smarter, data-driven decisions that have a direct impact on spend.



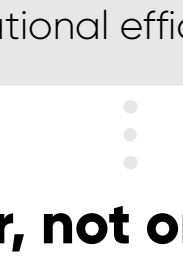
Usage

See if you are wasting money on unfulfilled and underused subscriptions, then take fast action to improve usage and cancel underutilized or undervalued services where necessary.



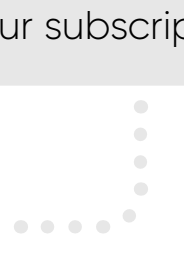
Compliance

Easily track, monitor and demonstrate compliance with constantly changing policies, mitigating the risk of overpayment and future audit risk.



Process

Streamline and automate critical processes across the entire subscription lifecycle, improve responsiveness and benefit from significant operational efficiencies.



Insight

Unlock actionable insights to see your subscriptions in a new light. Ask (and answer) previously not possible questions and realize the full value of your subscriptions.

If you can master the above with the right technology partner, not only will you save time, money and resources, you can unlock untapped value.

Are you here?

VALUE STEP 1

Are you managing inventory with spreadsheets?

"A centralized, automated market data inventory system can offer complete cost visibility to business users and line managers."

Unlock Value Step 1: Turn to a proven out-of-the-box software solution

Optimize the value of your subscription services with inventory transparency and control

The process of centralizing your entire inventory into a single system leads to a multitude of broader benefits and opportunities to optimize spend:

- Consolidate multiple contracts onto single (global) agreements
- Achieve complete cost transparency and better manage compliance
- Analyze existing costs, predict upcoming spend, make informed decisions
- Streamline license requirements and optimize license utilization
- Pinpoint contract auto-renewal dates and formalize reviews

10% TYPICAL SAVINGS

Allianz Global Investors reaped 30% in cost savings from increased transparency and control, allowing consolidation of vendor agreements and license requirements*

*Client Success Story, Allianz Global Investors

Inventory Transparency & Control

Large Institution



Smaller Institution



Savings of 2-10% by cutting redundant and duplicate market data services and subscriptions

*Average spend and savings, for demonstration purposes

The 2-10% savings comes from inventory optimization - bringing usage and managed services into the mix, and the savings can be (much) higher.

Greater control over vendors and contracts, complete transparency over cost and value, and more informed decision-making leads to direct cost savings.

Are you here?

VALUE STEP 2

Do you use a generic inventory management system?

"The workflows no longer made sense resulting in difficult workarounds, inefficiencies and bottlenecks, also lacking operational risk controls or audit trails"

Unlock Value Step 2: Progress to a specialized market data management system

Streamline and automate with best practice workflows for market data subscription management

Market data is a complex spend category. Products and services are delivered via a diverse and fragmented provider landscape, with unique commercial and compliance requirements - demanding customized functionality for proper contract and invoice management, granular cost allocations and compliance reporting.

- Automation - with embedded best practice - streamlines tasks and workflows.
- Eliminate slow, resource-heavy, expensive and error-prone manual processes.
- Dramatically reduce workloads and unlock significant business gains.

90% TIME SAVINGS

"Every aspect of contract oversight, purchase acquisition, finance processing and reporting workflows are more efficient, easier and faster - and enable air-tight contractual compliance. The team can clear tasks in a fraction of the time and now do things that previously would not have been possible"

Are you here?

VALUE STEP 3

Do you use a proprietary market data management system?

"Our systems aren't giving us what we need and it seems to take too long to add new capabilities. The business case reveals an opportunity to save money while giving us a best-of-breed solution."

Unlock Value Step 3: Transform with a best-in-class market data management system

Immediately reap the rewards of the most advanced specialist market data management system

With decades of operational best practice built-in and significant ongoing investment, TRG Screen's technology can drive significant savings compared to keeping proprietary legacy systems relevant.

60% POTENTIAL SAVINGS OVER A 3-YEAR PERIOD

Leigh Walters, President & COO at TRG Screen: "While managing subscriptions is vitally important, there is no competitive advantage to be gained from devoting significant internal resources to it. This explains why more innovative firms are turning to specialists for technology and expertise."

*CapERS case study reveals 60% savings since TRG Screen

Are you here?

VALUE STEP 4

Do you have a specialized third-party market data management system?

"We can access a limited amount of usage data, but it is held in various systems and we definitely aren't using it to its fullest potential. It is frustrating that we can't get a complete picture of what we have and how we are using it."

Unlock Value Step 4: Bring market data usage into the picture

Combine underlying data on spend and usage to provide tailored insights with powerful calls to action to help you truly optimize market data subscriptions.

It is only when you have a complete view of your market data subscription commitments with a clear understanding of how services are being accessed and used across the businesses - WITHIN A SINGLE SYSTEM - that you can truly unlock the untapped value of your subscriptions and have absolute confidence in vendor compliance.

Make decisions based on real-time analytics and actionable insights:

"We have shifted focus to make more strategic decisions based on the value of the services, rather than cost alone."

Optimize Spend

Optimize Usage

Optimize Compliance

Optimal Value

10% COST SAVINGS

Ask (and answer) critical questions

What services are we licensing as a company? At what cost?

How and why are my costs changing over time?

Where is the spend allocated across teams, projects and users?

How and why is my subscription usage changing over time?

What subscriptions are most or least utilized and who are the users?

Which apps and systems use data and information services?

Are we wasting money on unfulfilled or underused subscriptions?

Are we delivering the appropriate resources to users?

Are subscriptions consistent for each role type across the company?

How much value do our subscriptions provide the company?

What are the best opportunities to reduce costs or increase value?

What is the impact if we remove or change a service?

Are we complying with vendor agreements?

Are we overpaying or underpaying in accordance with contract usage rights?

Are users sharing their credentials or accessing unlicensed resources?

Is our contract renewal date review process robust enough?

Do we have the right workflows in place to manage all these subscriptions?

What we hear...

Wider Productivity Gains
"Insights showed that an important system was being underutilized. We embarked on an engagement program to increase utilization, which led to wider productivity gains for the business."

Stronger Negotiation Position
"Having our own accurate data helps us to maximize purchasing power and enables us to enter big picture contract negotiations for economies of scale."

Track Employee Changes
"Keeping track of movers and leavers was a struggle, with changes discovered by hearsay and excess spend on licenses that were not utilized. This entire process is now fully automated."

Comprehensive Reporting
"It could take around two-weeks to produce quarterly management reports. Everything is now served up in visual analytics dashboards and we have the tools to quickly create new, custom reports."

Greater Cost Awareness
"We have greater cost awareness and accountability within the business - which can now make informed and proactive decisions on what is (or is no longer) needed."

Contract Compliance
"We have the usage data and workflows to accurately track, monitor and demonstrate compliance with vendor agreements - leading to significant time savings when generating vendor declarations."

Invoice Processing
"More streamlined and robust invoice lifecycle enables us to identify billing errors and eliminate overpayments, in spite of the complex and often overlapping services we are using."

Optimize Insights

Unlock the value of your spend AND usage data in a single system



OPTIMIZE INSIGHTS

Are you here?

VALUE STEP 5

Do you feel you spend too much time on admin and not enough time driving value?

"The administration and management of market data subscriptions requires precious staff attention and time that could be more fruitfully spent on higher-value projects."

Unlock Value Step 5: The value beyond the value

The business wants to do more innovative things with data to get a competitive edge.

Free up highly skilled team from the burden of market data management - give them the time to build relationships and focus on more important activities that drive value across the business.

Focus on building strategic vendor and stakeholder relationships

Build understanding of the market and vendor product pipeline

Invest in strategic sourcing and develop a strategic roadmap

Proactively consult with the business on new data requirements

Quickly bring together the right solutions that quickly drive value

Become valued, trusted advisors to business partners

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

Request your free demo

or speak to an expert

Global Market Leader in Enterprise Subscription Management

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