



## OrchestraTrade for the Sell-Side

*Agile, collaborative and open, offering high-speed implementation,  
accelerated time to market and an industry-changing TCO*



## Does the maxim ‘Don’t fix what isn’t broken’ still stand today?

Sell-side firms have long relied upon complex systems and architecture that serve discrete elements of their business, usually built up over many years with often substantial investment.

Changing regulatory regimes, macroeconomic events and the relentless drive towards increased operational efficiencies now mean that rapid adaptations to legacy operating models are more frequently required. It’s at this point that the limitations of a siloed architecture are fully recognized and the ‘Don’t fix what isn’t broken’ notion is really tested.

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*At the same time, software vendors have often been defensive and excluded other vendors by ‘ringfencing’ their technology. Sell-side firms want to work with vendors that are open, collaborative and able to share their platforms so that competitors become partners. Connectivity has now become key.*

## Delivering business process transformation

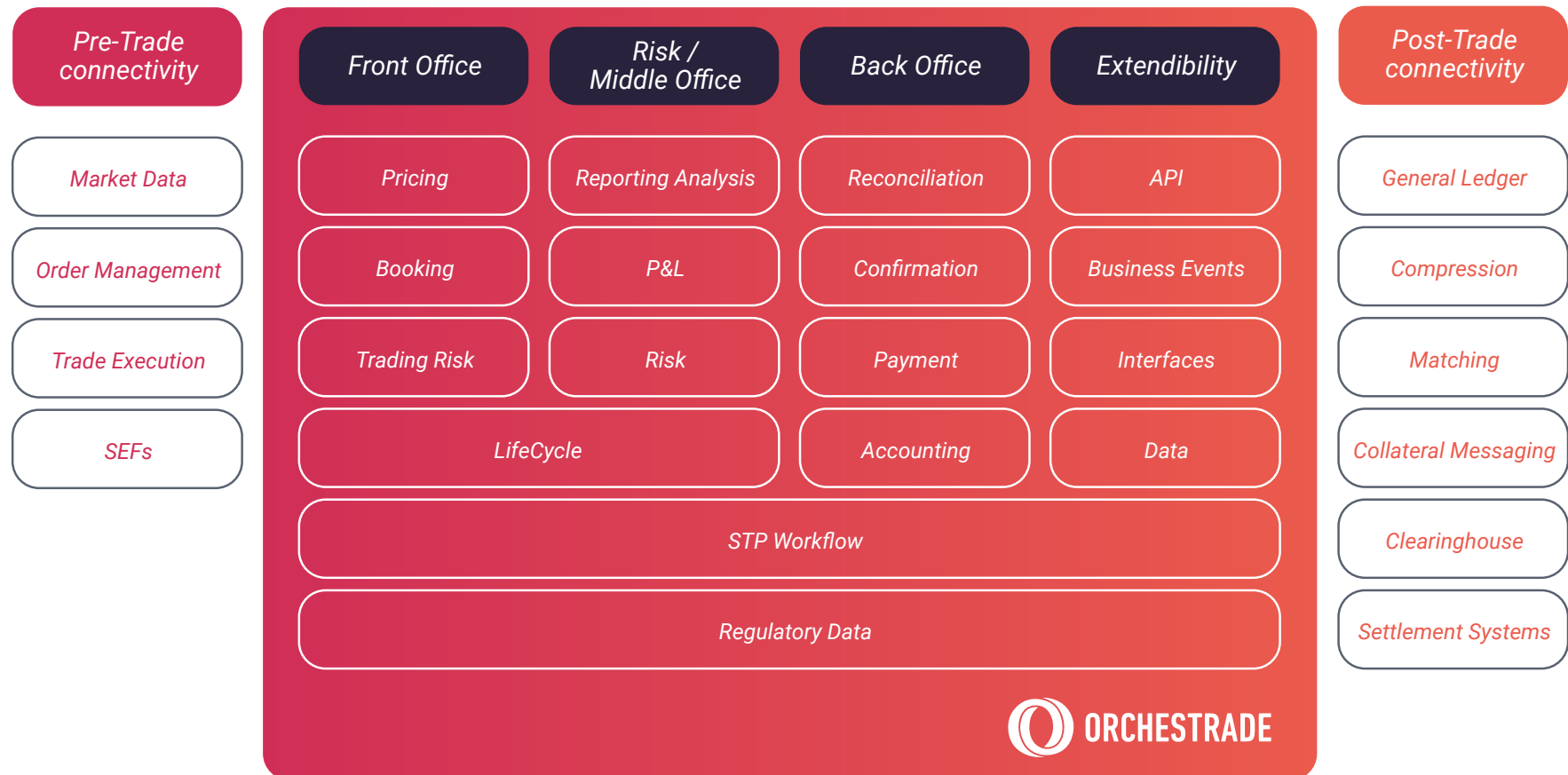
Orchestrade offers an unparalleled opportunity to readily deliver business process transformation at an enterprise level. Its open, flexible and agile architecture can be deployed across operational hotspots to provide a rapid response to emerging business challenges.

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*Whether you need to consolidate across the front office to provide a unified platform to conserve costs and drive efficiency, or deliver a truly global, aggregated view of market risk to drive improved decision making, or simply be able to monitor liquidity on an intraday basis to more effectively manage business in these challenging times, Orchestrade understands and can help.*



## FRONT TO RISK TO BACK TO REGULATION: SINGLE VIEW, GLOBAL COMPLIANCE





## Modern, flexible and highly scalable

Orchestrade is a modern, flexible and highly scalable solution built on latest technologies.

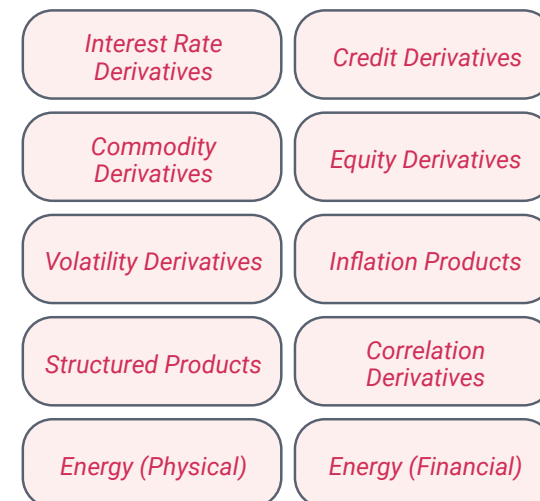
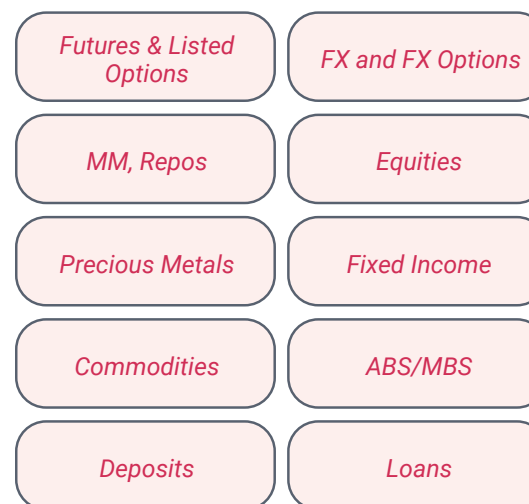
It is cross-asset by design and offers unrivalled out-of-the-box capabilities with a comprehensive business process library, a range of best-practice workflow configurations and an extensive collection of market standard APIs, all of which enable rapid deployment and a refreshingly short time to value.

## An ethos of collaboration

Designed to be low impact on existing infrastructure, it is built on an ethos of collaboration and innovation, allowing users to approach even the most complex business challenges with confidence.

As you'd expect, Orchestrade is cloud-based, enjoying remarkably low operating costs by industry standards and delivers an exceptional client experience.

## WIDE RANGE OF ASSET CLASSES SUPPORTED





## Examples of Orchestrade in action: **Delivering an on-demand, holistic view of market risk across multiple entities and locations**

### *Current pressures*

One of the most significant lessons learned from the last major global financial crisis was that banks' information technology and data architectures were largely inadequate to support the broad management of financial risks. Many banks lacked the ability to aggregate risk exposures and identify concentrations quickly and accurately at the bank group level, across business lines and between legal entities. Aggregated views of data lacked accuracy and granularity and involved manually intensive processes that were prone to error.

### *What needs to change*

Risk concentrations should be better identified and understood, allowing effective mitigation or diversification strategies. Exposure management should no longer be fragmented, aiding trading efficiency and improving margins. Furthermore, capital markets firms require the introduction of enterprise limits to ensure that trading strategies are aligned with appetite.



## How Orchestrade can help

- 1 Leverage Orchestrade's open architecture – draw upon its strengths as a platform for collaboration
- 2 'Proof of Concept' and 'Best Practice Implementation' – based upon experience gained at leading banks
- 3 Powerful 'Out-of-the-Box' capabilities – sensitivities, P&L, Positions, Exposures, Cashflow, etc.
- 4 Full intraday (on demand) reporting – for all risk classes



## Examples of Orchestrade in action:

**Bringing increased efficiency, reduced complexity and substantial cost savings through consolidation in the front office**

### *Current pressures*

In recent years, Capital Markets participants have experienced a near 'perfect storm' of factors in the wake of widespread and far-reaching regulatory reforms, turbulent market conditions and global macroeconomic events such as the Covid-19 pandemic. These complex external challenges are set against an internal backdrop where legacy technology often prevails and siloed business lines still dominate, leading to unnecessarily high operating costs and inflexible IT architecture that exacerbates the challenges.

### *What needs to change*

Capital markets firms want to avoid risky, complex software deployments taking many years to install. They also wish to break down the silos wherever possible, consolidating and integrating technology services to reduce maintenance costs and complexity. Greater efficacy of hedging and risk management processes is difficult to achieve with siloed technology.

## How Orchestrade can help

- 1 Built to collaborate — open, modern, API driven
- 2 Asset class agnostic — deploy across the enterprise
- 3 Event-driven — a better perspective on business than traditional trade-centric systems
- 4 Adaptive workflow — modernize the estate and increase automation



## About Orchestrade Financial Systems

Founded in 2009, Orchestrade Financial Systems delivers the most modern technology for cross asset, front-to-back trading and risk management. The company's founders have a rich history of building market-leading applications for some of the world's best-known institutions. Its award-winning capital markets platform has been implemented by leading financial institutions in North America, Europe and Asia.

Privately owned and funded, Orchestrade is headquartered in Silicon Valley with offices in Paris, London and New York.





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