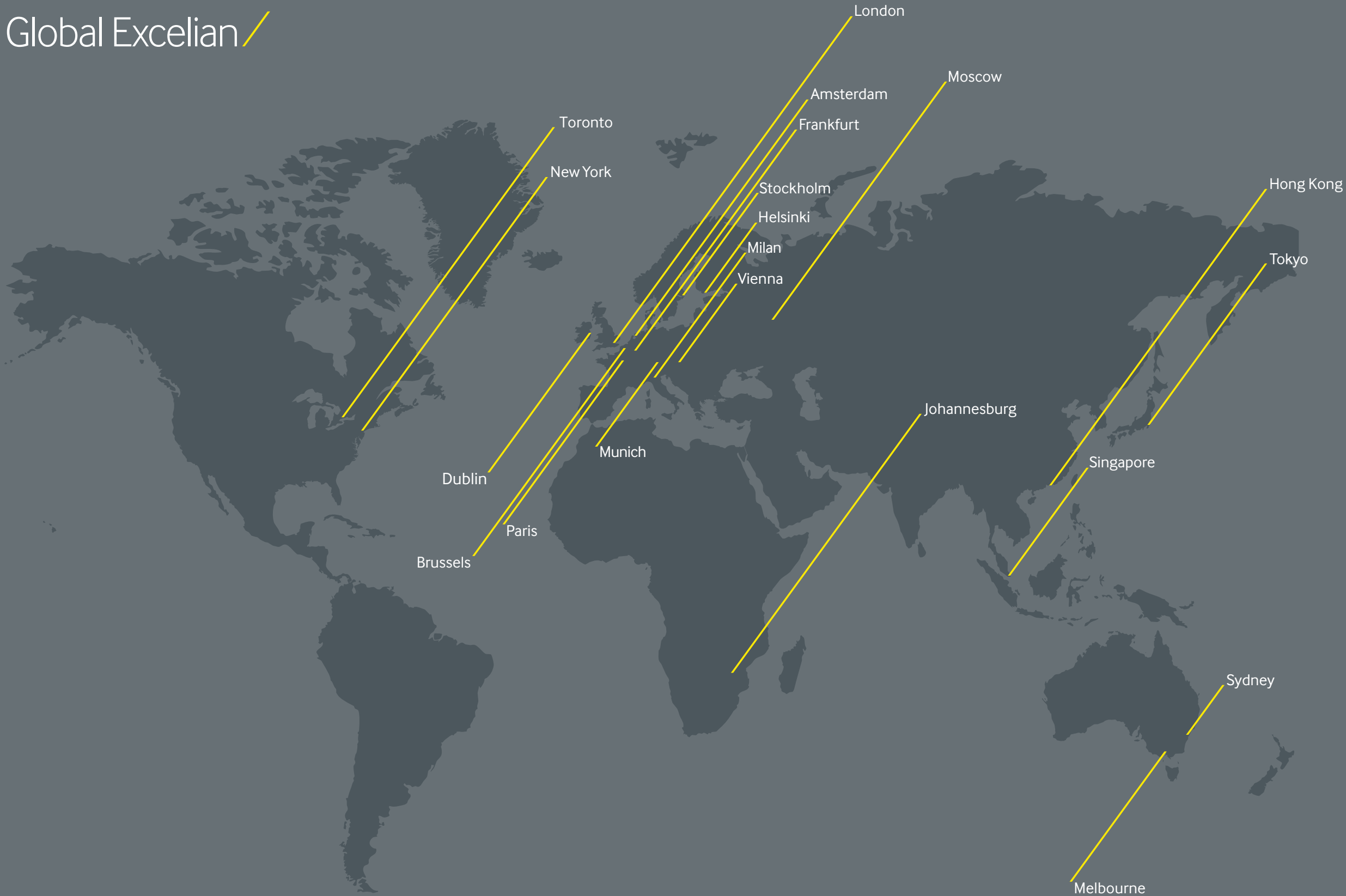




Technology empowered. Insight shared.

excelian



As public interest intensifies into investment banks' trading practices, Emma Jacobs, a journalist and regular contributor to the Financial Times, spoke to trading and risk management systems specialists Excelian about the company's rapid growth and how it helps clients to adopt better practice and more advanced systems /

# Many consultancies claim to offer clients a special combination of skills, services and partnership. For some it appears to be true/

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**Emma Jacobs**  
**Financial Times columnist**

In less than a decade specialist financial IT consultancy Excelian has grown from strength to strength. Recognised as one of the UK's most successful companies in its sector, Excelian is a name that is appearing with increasing regularity in both industry press and the UK's top 100 private company listings.

From its established European headquarters in the City of London, the company has created successful regional hubs in Africa and the Asia Pacific region. Committed to growing local talent and delivering consulting expertise wherever it works, Excelian has built a reputation not only for hiring talented individuals, but also for training, nurturing and developing them into the best delivery and service teams in their sector.

"We grow a deliberately different model of adviser" says Adrian Marshall. Now joint Chief Executive, Adrian founded the company in 2001, focusing on the provision of Murex services to the investment banking sector. Today, the company offers a wide range of services and technologies within the capital markets and commodities sectors, including Murex, OpenLink, cloud computing, grid and high-performance computing, data caching and complex event processing technology.

But there is more to this company than technical expertise. "Consultancy is an intimate business" says Adrian. "You are, literally, part of your clients' lives. Your people and the technologies you deliver are physically embedded within their operations. You work in their offices, driven by their culture and ethos and you are an integral part of their success. Yet to be effective, you need to remain objective."

"You have to have seriously good communications skills to transfer knowledge if you're going to create sustainability rather than dependency. There aren't many people who can do that at the very highest technical level – but that's what being Excelian is all about."

**Adrian Marshall**








He believes it's a tough combination. "You are there to do a seamless job; to be invisible but also add visible value; to be part of a team but ultimately to share insight and best practice and then, with discernment, to withdraw. You have to have seriously good communications skills to transfer knowledge if you're going to create sustainability rather than dependency. There aren't many people who can do that at the very highest technical level – but that's what being Excelian is all about."

Excelian is recognised as a market leader in servicing niche vendor technologies such as Murex and OpenLink. It has also created its own research and development team to develop products and tools in house. They field expertise from across the company to develop, build and ultimately bring to market a range of products that dovetail with the company's underlying mantra: accelerating success. "We're constantly developing our own products such

as SMART (Systems Migration Analysis and Regression Testing) and GaaS (Grid as a Service)" says Jeremy Ward. As joint Chief Executive with Adrian, he leads on the delivery of new technologies. He also believes Excelian can empower clients to master what they already own and give them the knowledge they need to harness its full value long term. "Our sector spends billions on technology every year", he says "yet few companies really unravel the potential of what they already have. We can reveal the full power of our clients' systems."

In a sector where time is money and knowledge really is power, Excelian has clearly mastered a complex mix of hard and soft skills to build an impressive business.

**Emma Jacobs talks to...**

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“WE PUSH  
OURSELVES  
FURTHER, ALL  
THE TIME.”

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**Adrian Marshall**  
Founder and Chief Executive

Recognised the opportunity and secured the backing to found Excelian in 2001, as a 28-year-old entrepreneur. Has spent the past decade growing the business to a £25 million turnover with more than 250 staff working worldwide. Focuses on strategic business development, client and partner relationships.

**You regularly win awards and score highly in industry league tables. What makes Excelian special?** Several things.

Fundamentally, we're very good at what we do. We have an outstanding depth of expertise in both business and technology, particularly complex derivatives, physical commodities, grid and high-performance computing, and specific applications such as Murex and OpenLink. All our consultants have specialist knowledge and training in at least one of these core areas.

And, rather than use the standard consulting model of 'body-shopping' our consultants, we provide them as part of a full service or delivery-orientated package, for example an SLA-based managed support service or fixed price system implementation. That means our clients benefit from our unique tools, governance, process, methodology and ultimately Excelian's collective knowledge.

We're also very careful about how we build the business. Being a mid-sized consultancy, we aim to retain the flexibility and specialist nature of a smaller organisation, without the bureaucracy of larger competitors. This allows us to maintain maximum efficiency and depth of knowledge without compromising on quality. On top of that, we invest heavily in our continuous improvement programme; including ongoing training at all levels of the organisation, internal support and knowledge sharing. As a result, both clients and consultants benefit from an infrastructure and professional know-how that we provide behind the scenes.

**How does the company stay abreast of technological change?**

It's a challenge. Our R&D team work closely with the application experts. They are constantly evaluating new technology as part of the build process. Similarly, because we have

very close relationships with vendor partners like Murex, we can share ideas, work on joint ventures and ultimately keep each other abreast of new developments. So we are well placed to keep our consultants and clients ahead of the game.

**How has the financial services sector changed since you started the company?**

I think it's intensified rather than changed. Our services are increasingly in demand, with greater global competition, public scrutiny and increased reporting demands from both government and industry regulators. Banks in particular are far more concerned about efficiency, better risk management and speed to market. And that's where clients can trust us to help.

**Where are the new areas of growth?**

Risk management is key, with greater demand for real time and flow risk technology, better liquidity and collateral management and faster processing for everything that is high volume or CPU intensive. Automated and managed testing services, particularly for our Murex clients, and physical commodities systems are also big growth areas for us.

**And geographically?** Outside the UK, I see considerable potential for us to continue our expansion in mainland Europe and throughout Asia Pacific.

**What's next?** We're always striving to do things better. We listen hard to our clients and consultants; we constantly improve our services and technologically, we push ourselves further, all the time. When we founded the company, I didn't think we would come so far so fast, but there's always more to do. We're certainly successful, but we're never satisfied.

“IF THERE’S  
ONE THING  
WE MUST DO,  
IT’S DELIVER.”

6/7

**What’s your priority?** Project delivery, every time. It’s my job to make sure everything is in place to guarantee we do that: the people, the tools and systems, the processes, the support and the governance structure. If there’s one thing we must do, it’s deliver.

**You seem a very energetic team. Where does that come from?**

In a highly competitive market such as ours you have to be energetic to succeed. You have to maintain a constant desire to be the best; Excelian is all about continuous improvement – we want to be better tomorrow than we are today. That in itself is exciting and is one of the main reasons people want to work here. We hire people with fresh ideas and if an employee has the flair for a great idea, they can follow it through: we listen, we innovate and we adopt. That’s a liberating experience in an industry that is often overly formulaic in its approach. It’s one of the key differences between us and other consultancies.

At the same time, our clients are buying our passion as much as our experience, that’s why we’re committed to fixed price delivery. The big danger with a lot of consultancies is you buy ‘day rate bodies’ who aren’t incentivised to deliver the project, or you get a team of juniors with talent but little relevant experience. That’s wrong. We’ve reversed the traditional model and every project we deal with has a heavyweight senior team in place equipped with the skills, tools and support they need to get the job done, fast. After all, our long-term future depends on our clients’ satisfaction and on our consultants’ desire to be the best.

**Why so much investment in training and development?** We’re pretty demanding: we expect staff to be at the top of their game and so we have to make sure they have the

tools to stay there, be that technical, financial or ‘softer’ business skills. We invest hugely in training, not just in technology and financial training but in communication and consultative approaches as well.

We run programmes both in the UK and overseas, internally and externally with our partners, for instance with Murex at their Paris and Dublin offices. They can be short and specific, or longer term, such as our three-month graduate scheme, covering many areas. We see wider benefits too: whether you’re a junior or experienced senior, these programmes forge bonds across the company as many of them are unique and consultants train together. Our junior staff are the future. They’re here to be mentored, not exploited.

**Does Excelian innovate in commercial practices as well as technology?** Certainly. For instance, we’ve pioneered and promote fixed price work in our field. We will do very complex projects on a fixed price, without extensive contracts, allowing for some variation in the specification and with fully tested, production ready systems as the deliverable.

We also take on ‘success based’ projects where we agree a fixed date for the work to be done. If we finish early we split the difference so it’s an incentivised pricing arrangement. Clients instruct us on the completion date and if we can, we beat the date. They save some money, we save some money, everyone is happy.

We work in these ways because we build trusted partnerships with our clients and understand there are going to be some wins for us, there are going to be some wins for them. It’s a relationship and we’re in it for the long term.

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**Jeremy Ward**  
Chief Executive

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Joined Excelian in 2005 after more than 20 years working in technology within investment banks. Focuses on project delivery, product evolution and staff development.

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“WE’VE BUILT THE  
RIGHT MECHANISMS  
TO SHARE OUR  
KNOWLEDGE.”

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**Anna Metsaranta**  
Managing Consultant

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Anna explains the evolving commodities market and looks at the consultancy skills it demands. Founded in 2007, Excelian’s specialist Commodities practice currently has three main areas of focus: OpenLink Endur, Commodities Exotics, and Physical Commodities, growing its turnover by more than 300% within the last year alone.

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"One of the best aspects of Excelian is that people here have a hunger to learn and to drill deeper. We have people who are good at getting to the bottom of how things work. We don't expect people to be experts in everything, but we do expect them to be able to learn, continuously."

## 10/11

**What makes a great commodities consultant?** When we recruit people, we look for excellent people with excellent skills, people who know the commodities markets or who have technical expertise. And people who can really engage with the clients.

The team is an interesting mix – we have business analysts who concentrate on understanding the markets and the products and then we also have technical people with a computer programming background or with very advanced mathematical skills. There is a rich sharing of expertise between these two disciplines which is of huge benefit to the client.

One of the best aspects of Excelian is that people here have a hunger to learn and to drill deeper. We have people who are good at getting to the bottom of how things work. We don't expect

people to be experts in everything, but we do expect them to be able to learn, continuously.

**Which technologies does the Commodities practice specialise in?** OpenLink's Endur and Murex's MxG2000 and MX.3 are our primary products; we also work with SolArc's RightAngle and other vendors' ETRM systems as well as clients' bespoke software. We're not tied to any one product or vendor, and we can assist the client in selecting the most appropriate system, based on an understanding of their selection criteria.

Every client does things slightly differently. For example, how the client wants to report their mark to market, profit and loss or exposure, or how they calculate their forward curves; that's always different. We listen to the client in question and understand what it is they need the system to do. They might be

better off developing their existing system, or there might be another system on the market that would do a particular function better. So that's why we're flexible. We never push a product that might not work.

**Do you work across all parts of the trading cycle?** Yes, we cater for the entire life cycle of a trade, from trade capture and validation to middle office calculations and reporting, physical scheduling and delivery, all the way through to settlements and accounts.

Our expertise covers financially settled products as well as physical trading, which introduces an additional layer of logistical structures. To be able to cater for physical commodities trading, the systems need to be set up to track physical scheduling, delivery and storage.

**Is the market changing?** Definitely. Commodities are now being traded by institutions that historically have not traded them, typically tier two investment banks and hedge funds. More banks are also taking physical positions and the energy providers themselves are looking for more sophisticated methods of pricing and risk management, so we have a very fast-moving and diverse client base. As we expand further into Asia Pacific and South Africa, we are well placed to transfer our expertise and services to these commodities hubs.

There's continual and rapid evolution in the commodities market so we always try to make sure we keep abreast of these changes. For example, when exchanges start trading new types of products, we want to know about it so we can advise our clients about the impact this may have on them and what their choices might be.

**How do you do that?** Obviously we keep track of news released by exchanges, industry press and relevant white papers, but most importantly our real understanding of market developments comes from the work we do across a multitude of clients.

The key is having the right mechanisms in place to share knowledge. Our consultants are working across a variety of projects, and we want them to share that experience with the wider team. We have regular briefings and we invite consultants to discuss new innovations and developments, as well as using traditional methods like support groups, wikis and SharePoint. That's a premium at Excelian, sharing insight and experience.

**How do you benefit from the expertise within other practice areas?** We have a broad range of knowledge in the company and we

get lots of benefit from developments in the other areas. For example, we now use the SMART suite of tools in the commodities practice. Originally, Excelian developed SMART to accelerate reconciliation and regression testing in Murex systems, but it was designed to be system agnostic. So all our commodities clients, regardless of their system of choice, can use SMART for high-speed automated reconciliation with intuitive reporting. Of course, the Commodities practice also gets significant benefit from Excelian's internal project management office and the standardised processes, governance model and project methodology they provide.

It is this sharing of ideas and technologies across divisions that makes Excelian a stimulating place to work as well as providing unique added value to our clients.



**Adam McCroary**  
Head of Asia Pacific

Adam describes how Excelian manages a unique local – global balance and talks about the company's ambitious expansion in Asia Pacific. Strategically, APAC is a major area of concentration for the consultancy, which has recently doubled its presence in the region.

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#### **Why do clients choose Excelian?**

We understand the financial services industry, not just the technology. That means we can customise the software to suit the client. Clearly we have standardised ways of doing things in the company, but we take a lot of time and care to adapt our processes to the unique context of the Australian and Asian markets. This is a vast territory and a complex, diverse region of the world. We are very careful to craft the way we work to fit that.

You need people that know the culture you're operating in. Because Excelian is actually based in the region, we have existing local knowledge our competitors can't offer.

We don't just fly in and fly out, we're always close by to offer support. Many of the Asian markets don't yet have a similar breadth or depth of skills to Europe, so we work hard to build on-shore capability and bridge the skills gap with local know-how. We make sure that our staff are cross-trained and mentored by our senior consultants in the region or when on secondment to Europe. So we are uniquely placed to leverage our global expertise to deliver to a local market.

#### **How do the overseas operations operate?**

The London headquarters provide Asia Pacific operations with unparalleled expertise and human capital. But it's not just about people power: Excelian also has access to the best governance models, project methodology, automated tools and expert support 'round the clock'. Although they are behind the scenes, these are things that can make a big difference to effective project management and delivery. London provides our corporate standards and we provide regular status reports back to the main project management office, so we're both providing and receiving critical information when it's required.

#### **What is the Excelian ethos?**

We are one firm across the globe and we work as one team. Too often, big global companies have very distinct local operations so there is competition between their various regions for revenue and resources, which can create information silos. We're completely different. We use the flexibility of multiple time zone operations to our advantage. While the bulk of our activities are in London, we are a 24-hour operation.

But it's not just the clients here that benefit. Because of the Australian time zone, we are ideally placed to provide overnight support and testing facilities for European clients, and vice versa with London for the Australian clients. That's a tremendous advantage in a sector that needs expertise and advice on hand around the clock.

The 24-hour nature of our business also means we can exchange ideas, issues and innovations between the international branches almost continuously and come up with ideas or solutions literally 'overnight'. Of course we do sleep! But when we do, we know the company is still working – it's a good feeling.

#### **Where do you see the growth areas?**

Geographically, right across Asia, definitely. There is a huge demand here to service dynamic economies which are, surprisingly, a few years behind Europe in terms of the technology they use. For instance, there are significant numbers of Murex system upgrades required here over the next three years; Grid and HPC technologies are starting to be considered and adopted; and there are more and more commodities players emerging in the region needing increasingly sophisticated technology to handle exotics, risk and logistics. That generates a lot of interest in what we do and a lot of excitement for Excelian in being here.

**"WE WORK  
AS ONE  
TEAM ACROSS  
THE GLOBE."**



14/15

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**Adam Vile**  
Partner

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Adam describes how Excelian's technical consulting practice innovates in high-end technology to support the trading and risk management business. The practice has a specific focus on data caching, high-performance computing, grid, low latency and cloud computing.

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**“IT’S ABOUT  
SOLVING BUSINESS  
PROBLEMS, NOT  
TECHNOLOGY FOR  
ITS OWN SAKE.”**



“We have created our own cloud-like offering (GaaS), specifically tailored for banks. We can do that because we understand the technology, the business and the risks.”

# 16/17

## **Is your team entirely made up of technologists?**

Yes. It's imperative that we hire people with deep technical skill who can also communicate technology. Most come from an investment banking background and so have a real knowledge of the sector coupled with profound technical knowledge. That puts us in a unique position to be able to address our clients' business problems. When we talk to a trader, we know what he's talking about. There's no communication gap.

## **How do you work with clients?**

It's an honest partnership. They know we're going to roll our sleeves up and get the job done. If we can't do it, we'll say. If we don't feel we're going to manage it in time, we'll say. If we don't believe that the technology is going to work, we'll say. For us, it's always about building that strong relationship.

**Is Excelian innovative?** Highly so: our technical consultancy is at the leading edge of our sector. We use proven technology from inside and outside the sector to solve specific problems. High-performance computing, for example, was already used in the oil and pharmaceutical industries and we helped to bring it into the finance sector on a much larger scale than before. For us it's always about solving a business problem, not technology for technology's sake.

## **Have you seen demand for particular technologies change?**

Originally, we were focused on high-performance computing, grid computing and data caching technologies. While we continue to work in these key areas, more recently we've been engaged in projects around low latency, CEP, electronic trading, algorithmic trading and cloud computing.

Curiously, the credit crisis has created greater demand for high-performance and grid computing in the industry, because of the need to have increased understanding of risk.

We now also supply grid computing services to highly niche customers such as hedge funds, who don't want to invest in large-scale grids themselves, through managed service contracts. We support these clients by managing their grids or their high-performance computing infrastructure and architecture on a 'pay per use' basis.

**Cloud is a bit of a buzz subject – does it have substance for your sector?** Cloud computing is the provision of a shared, scalable, always-on, elastic compute resource. But while it's a simple, and not particularly new, concept, it's still a fledgling area in the banking industry. Clients do have concerns over

security, compliance and data integration. But we're finding that banks are now increasingly interested in the success of cloud computing in other industries and are looking at ways that they too could offload some of their compute requirements to shared providers.

It's an exciting but fairly young development in the banking sector. Banks want to see how cloud is going to mature and to understand the risks involved. That is where we fit in, having the technical and business understanding to help them do that. Cloud computing is a good way of saving costs – either through private clouds, where clients use their own infrastructure, or by sharing with public clouds. We have created our own cloud-like offering, Grid as a Service (GaaS) specifically tailored for investment banks. We are able to do that because we understand the

technology, the business and the risks. We can also take our knowledge and apply it to helping banks select other cloud providers or indeed work out ways of doing cloud computing for themselves in their own environment.

**How do you stay plugged in to new developments?** It's in our blood: we really do love what we do. In my mind, that's what 'being Excelian' is all about. The nature of the technology is that there is a wide information network for new developments and evolutions and a constant stream of technical discussions within the community. We have deep relationships with our technical partners and because we are experts in our field, we can have detailed peer to peer discussions with all these sources. This way we are always in a position to advise our customers about new directions in technology.

**How do changes in corporate governance affect the technical side of the business?** Pretty significantly. For example, there has been a change in the way banks have to calculate their risk which requires about 10 times more compute power than most have currently. So many banks now need to invest in new hardware, new architectures and new optimisation approaches to maintain their capital adequacy requirements and remain competitive.

Change is a constant in our business – not just in technology, but also in what clients need and want. It's a highly dynamic environment.





18/19

“WE HAVE BREADTH,  
DEPTH AND  
A FANTASTIC  
TRACK RECORD  
OF DELIVERY.”

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**Phil Roberts**  
Partner

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Phil talks about Excelian's internationally recognised Murex practice and looks at what differentiates it in the market place. The consultancy is one of a handful of strategic global partners with Murex and has developed a range of tools that build on the longstanding synergy between the two companies.

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"What sets us apart from our competitors is our ability to work seamlessly with both the client and Murex to customise the system to their needs while also bringing a best practice approach and standardised components to speed up delivery."

## 20/21

### **Excelian is known internationally for its specialist Murex practice.**

**Why?** We have breadth, depth and a fantastic track record of delivery. Undoubtedly we have the largest, strongest and most experienced group of Murex consultants in Europe, probably the world, and many of our consultants have '15 years' or more experience. They've been through multiple implementations, they know the business, they know the technology and they know how to implement Murex.

What sets us apart from our competitors is our ability to work seamlessly with both the client and Murex to customise the system to their needs while also bringing a best practice approach and standardised components to speed up delivery.

We also work to understand how the bank's business landscape might change in the future, so clients can

be assured that their investment of millions of pounds is a robust decision for tomorrow as well as today.

**What makes your partnership with Murex so special?** We have a uniquely close relationship with Murex and it's not about the label of global alliance partner, it is more than that. I believe we share the same passion, spirit and goals. Both companies are forward thinking and innovative. We're aware of our weaknesses but constantly evolving and improving our offerings. We're both driven to be the best in the market and we respect them enormously. I think they feel the same about us.

Most of all we communicate well and have built close personal relationships with people at all levels within Murex. In fact most of our management team have either worked for Murex, or been one of their clients in the past.

**So what are the tangible benefits?** The good thing is that everybody wins: Excelian, our clients, our consultants and Murex. There are the obvious commercial benefits of referrals, recommendations, joint delivery and simply being an 'approved' integrator; there are also strategic benefits such as the embedment programmes, providing MTEK training in our offices, having our own in-house installation of Murex for development purposes and sharing insight and vision of the product roadmap.

Additionally, for a number of years, we have had teams of consultants working in Murex's offices in Paris, Dublin and Tokyo. The partnership now also provides us with remote access to both Murex and our client sites. This means we are doing system builds, interface development, testing and support all from our own offices and development centres over VPN or Citrix.

We even house copies of client databases here for managed testing. Clients and Murex get a larger pool of expertise, quicker time to market and lower overheads; Excelian grows as a community and the consultants get a great variety of interesting projects.

**What kind of projects do you work on?** A large part of today's activities centre on fixed price implementations of MX.3 using the MXpress methodology, especially for clients using Murex in a cross-asset and front to back capacity. We're also seeing an increasing amount of work in outsourced system upgrades, both MxG2000 to MX.3 and mainbranch upgrades, which dovetails nicely with our managed testing service.

Two other inter-related areas that have grown significantly since the credit crisis are risk and risk modelling. As a result, we've seen

a lot of demand recently for our specialist groups that cover VaR and MLC on the risk side and Flex on the quant model integration side. And of course, these areas require high levels of computing power, so we often end up working alongside our technical consulting team.

**Are you working on any new developments?** We are always developing and innovating. Our R&D team is continually building new tools using our internal copies of Murex, for example enhancements to our highly acclaimed SMART software. It stands for Systems Migration Analysis and Regression Testing. It's the best of breed automated testing solution for reconciliation and regression testing Murex functionality.

The software allows us to automatically enter trades, perform trade events and then move them through the trade workflow.

So in effect you test all aspects of the trade from the front office through to the back office and into the settlement process. This ensures the whole trade life cycle is tested along with a client's straight-through processing. It's a great example of us pioneering development, accelerating projects and reducing the cost of system ownership. It's also really interesting!



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**Mark Jolley**  
Partner

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Mark talks about the vital role of effective project management and managed services. As the consultancy continues to expand, Excelian has developed a centralised project management function alongside governance and reporting mechanisms that combine standardised systems with the flexibility of a bespoke approach.

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**Why is Excelian so good at delivering projects?** Delivering on time and to budget is one of Excelian's key strengths. Our pragmatic approach to project planning and management takes best practice from across the industry, while at the same time complementing or enhancing clients' existing frameworks. Because we understand the systems we deliver in such depth, we can create innovative project plans, using our past experience from similar projects.

Our flexible governance and delivery model is adaptable to clients' needs, while our underlying methodology focuses on the quality of deliverables and on meeting key milestones. It's the combination of this approach with our core subject expertise that underwrites project success.

**Project managers are often seen as overly bureaucratic. How do you overcome that?** You're right: some people think structured, formalised delivery involves endless bureaucracy. They see it as just another set of boxes to tick. But if you get it right, the benefits are clear, particularly in terms of appropriate quality and control; ensuring initiatives are completed to meet business expectations.

Our project management approach actually reduces the life-cycle burden. It distills what's required to suit the various stages of the client's project. Where appropriate, it takes useful or relevant elements of other industry accepted models such as those around quality or requirements management.

**Does 'standard' mean 'one size fits all'?** Not at all. But it is absolutely true that, from a business perspective a standardised approach is critical. Clients and consultants need to understand exactly what has been achieved and what is outstanding at any given point during any project or programme. Clear communication is essential when you are dealing

with multi-million-pound projects, inter-programme dependencies and complex deliverables.

Our methodology is flexible enough to work with clients' own processes. Above all, we want things to be easy for our clients—we need to be efficient and transparent and we also need to complement processes that are already in place.

But projects also require the right team. It's crucial that staff are not just good, but also clearly focused and motivated by delivery. At Excelian, we pride ourselves on providing high-calibre personnel at all levels, from programme and project managers through to the developers and technical architects. We take care to put together the right mix of skills to ensure success.

**You also provide managed services. What do they offer?**

We provide outsourced support in our core areas of expertise, such as Murex and Grid. This helps clients to overcome the cost, staff motivation and personnel risk issues associated with first and second line support. We can provide an SLA-based, fixed cost subscription service. Clients benefit from our large knowledge base which means we can fix issues quickly. They benefit too from our bespoke tools and governance processes.

Managed and automated testing is also one of our key services. With SMART, our automated testing tool, at its core, we provide repeatable, robust and future-proof test platforms for our clients. Industrialising the test process reduces the cost of testing, gives measurable quality improvements and speeds project delivery. And, given our Asia Pacific presence, we can provide a 'follow-the-sun' service to accelerate testing or to support overnight batches.

Whatever the time, or place, it's all about delivery.

**"ABOVE ALL,  
WE WANT  
THINGS TO  
BE EASY FOR  
OUR CLIENTS."**



# Excelian at a glance /

We're constantly evolving the range of services and products we offer. Below is an overview of our core services, partners and key areas of expertise /

**Please contact us for information about any of our services, or simply to discuss your needs in more detail.**

Call us direct on  
+ 44 (0)20 7336 9595  
or visit our website  
[www.excelian.com/](http://www.excelian.com/)

- / Acceleration Technology
- / Algorithmic Trading & CEP
- / Analytics, back testing, benchmarking, stress testing
- / Bespoke Development Services
- / Business process re-engineering
- / Cloud Computing
- / Data Caching
- / Documentation services
- / Enterprise Architecture and Strategy
- / ETRM systems
- / Grid as a Service (GaaS)
- / Grid Implementation & Support services
- / Hardware hosting
- / Health checks
- / High Performance Computing
- / Infrastructure services
- / Logging tools
- / Managed Support
- / Managed Testing
- / Murex Environment Management
- / Murex hosting
- / MX automated regression and reconciliation tools
- / MX Batch support
- / MX Datamart Framework
- / MX Flex Framework
- / MX for Commodities
- / MX – Grid integration
- / MX Risk
- / MX.3 Mainbranch upgrades
- / MxG-MX.3 upgrades
- / MXpress & MLC implementations
- / OpenLink Endur Implementation & configuration
- / OpenLink Endur support and training
- / OpenLink Endur upgrades
- / Performance testing, monitoring and optimisation
- / Physical Commodities
- / Program and Project Management
- / Risk Systems development
- / Technology strategy and system selection
- / Training

## **Partners:**

- / GigaSpaces
- / LiquidLabs
- / Microsoft
- / Murex
- / Nvidia
- / OpenLink
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