

Anchura 

**DELIVERY.**  
**IT'S OUR ONLY**  
**STATE OF MIND**





## We give back your bandwidth

*No one at Anchura Partners is a career consultant. We all have banking experience. We approach problems from a practical perspective, not a theoretical one. We have been in your shoes and we know what it's like.*

The financial services industry is changing. As an example, we estimate that senior front-office personnel now spend as many as 30 formal hours a month on managing risk and compliance matters – a huge increase from the two to three hours they used to spend before the crisis. And it's a figure that takes no account of the time spent instilling a wholly different compliance culture day to day.

## Anchura Articles

October 2016

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## WHY WE ARE HERE

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[anchurapartners.com](http://anchurapartners.com)

## Why Anchura Partners has grown

That's where Anchura comes in. Our intention is to create bandwidth for clients who are constrained by a lack of time and internal resources to fix a problem themselves. COOs today are spinning 20 plates at once, in danger of being overwhelmed by compliance and aware that getting it wrong could mean large fines and a higher cost of capital for the organisation.

We've won business over the established management consultancies due to our operationally focused "mission delivery" approach and the use of experienced banking professionals rather than career consultants.

## What we do

Anchura makes a point of embedding its practitioners within businesses so they can work seamlessly with the client. Unlike some of the big consultancies, our staff won't wear an Anchura name badge around their neck or have a separate email address. We call this close-sourcing; the way our people behave changes the dynamic with our clients and means our people are readily accepted and often assumed to be part of your team.

Choosing the management consultancy equivalent of IBM may seem like a safe bet. But it has its drawbacks. Big consultancies are fine for delivering an overarching strategic change plan, but less good at solving an immediate problem that is keeping senior management up at night. And clients are likely to find they end up dealing with a twentysomething fresh out of business school when it comes to doing the work.

At the same time, hiring permanent staff to fix the problem is not an option in today's cost-conscious environment. The alternative of using individual contractors – each on different hours and terms – presents a whole raft of management challenges in itself, as well as a drain on management bandwidth. Anchura occupies a "fourth space" which combines the best of all these choices; a cost-effective, branded solution with practitioners who look and act like the clients themselves.

*"The value in our relationship with Anchura is that they truly understand our needs, both in experience and personality. I have used them for over three years now and they have very successfully fulfilled my requirements quickly and easily."*

**Controls COO, Tier 1 Investment Bank**

*"Anchura provided short term, high quality resource quickly and effectively – I think the lead time was as little as 2 weeks from initial discussion to onboarding. The flexibility of the relationship is invaluable given my team has such a material but unpredictable workload"*

**COO Counterparty Risk, Tier 1 Investment Bank**

Our clients include global investment banks and mid-tier institutions, while our missions have comprised topics as diverse as setting up an Ultra High Net Worth division, improving governance procedures in a product division, and overhauling senior management lines of responsibility.

Our client teams can range in size from just one or two to over a dozen experts. In one instance, we sent two seasoned risk specialists, with 40 years' experience between them, into a top investment bank to simplify its risk committee structure and establish greater personal accountability.

The result was that the bank's Market Risk Management committees were reduced from 16 to three, direct annual attendance time by committee members was cut by 1,800 hours and responsibility for 80 risk-related tasks handed to individual directors and MDs. In another case, a client sent a Risk and Control Assessment (RCA) that we had conducted to the European Central Bank because it considered the assessment to be the most comprehensive it had completed.

## The end result

Our clients tell us what sets us apart from traditional consulting firms: it is our direct knowledge of the industry and our ability to act as a flexible resource whilst being part of a firm. This enables us to understand and meet their needs, often with a short lead time.

The payback for clients is that they recoup precious time and productivity. In the past, when a question came from the regulators it may have taken two to three weeks to gather all the information needed. With our help, a robust RCA document enables answers to be supplied in a few hours. For our clients, this means the chance to focus on generating revenue or even a better work-life balance.

And as the regulatory burden on banks eases and the industry's focus turns to expansion, we expect to be actively helping clients to build their businesses because – for Anchura – financial services and change are what we are all about.

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