



PALLADRIS



Intelligence is the ability  
to adapt to change.

– Stephen Hawking



## WHO ARE WE?

Palladris Consulting is a group of senior leaders with over 75 years experience across tier one financial institutions.

Individually, we have established reputations of excellence within our core fields of expertise.

Collectively, we offer a unique and unparalleled value proposition.

### We are focussed on:

- delivering high value advisory solutions
- directing institutional change in complex businesses through innovation and market-leading technology solutions
- designing, developing and integrating technology enhancements into existing platforms and infrastructure
- building successful digital businesses
- applying the latest data mining techniques to help businesses understand their competitive landscape and increase revenues
- developing go-to market strategies for businesses that sell technology to the financial services industry
- delivering technology and regulatory solutions for G10, emerging and frontier markets
- interpreting local and global regulation impacting businesses.







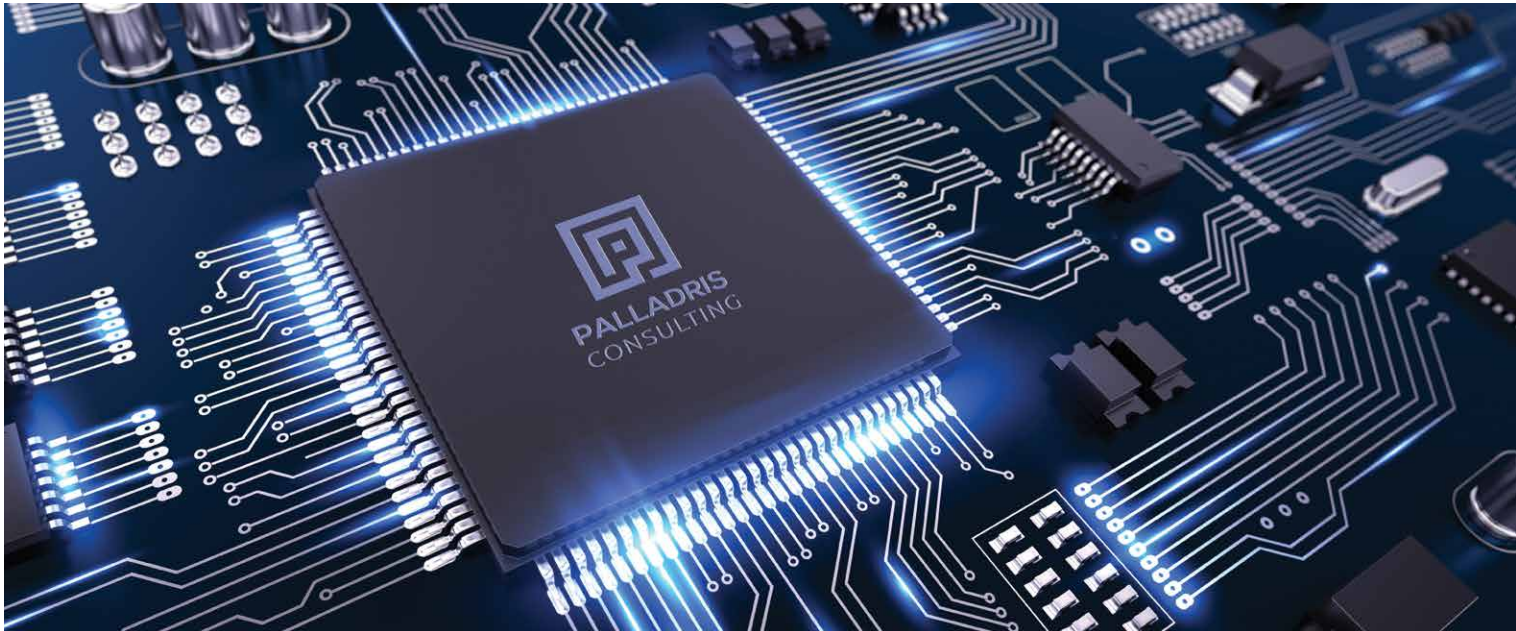


Palladris is a partnership bringing regulation, technology and finance together.

## OUR AIM ...

Our collaborative expertise across legal, regulatory, technology and digital markets, provides a unique perspective through which we service our clients with intelligent solutions.

 Technology	 Digital Markets	 Data Sciences	 Regulatory & Governance
Leading complex programmes of change and delivering sustainable business solutions	Building profitable and sustainable digital footprints for your businesses	Analyse data using intelligent methods to increase revenue	Turning regulatory headwinds into an advantage



## TECHNOLOGY

Technology is the cornerstone of every successful business.

At Palladris Consulting, our experience enables us to understand your business and devise a suitable strategy and roadmap for your technology platform.

We have the knowledge and expertise to build, enhance and support the most demanding applications.

We are focussed on delivering business-aligned solutions which are robust, scalable and engineered for success.

Our innovations lab is continuously building and testing the latest techniques and tools in software development from blockchain, AI, to the newest processors.

### Our services include:

- providing interim senior management
- resolving and recovering complex multi-year programs
- designing your platform architecture, strategy and roadmap
- developing business solutions, from requirements to delivery
- measuring performance and optimising ultra low latency applications
- introducing and adopting blockchain / DLT products
- launching and managing innovation labs
- assessing and selecting vendors, including negotiation and management
- migrating existing applications to cloud-based delivery
- assessing infrastructure, including co-location design, delivery and support.





Specialists in Fixed Income, Currencies, and Commodities across G10, emerging and frontier markets.

## DIGITAL MARKETS

Palladris Consulting has deep expertise in building digital solutions for trading in financial markets.

We can assess your existing business to identify growth and revenue opportunities in line with your strategic vision. We will partner with you to develop a comprehensive digital strategy that can deliver sustainable growth and revenue for your financial markets business.

Our financial services expertise in developing and running electronic businesses is an invaluable source of knowledge in assisting you to build a unique digital experience for your clients.

### Our services include:

- defining your digital strategy, vision and product roadmap
- assessing your existing business
- evaluating market size and opportunity
- identifying key functional and revenue milestones
- defining your go-to market / sales strategy by client segment
- analysing and managing your liquidity
- developing and optimising your client pricing and risk management (including automation)
- developing client algorithms and DMA across principal and agency models
- designing workflows for cleared and uncleared products, executed bilaterally or on regulated venues
- integrating services internally and externally across transaction and retail banking
- designing control and governance frameworks
- managing and delivering technical and business implementation
- creating client and technology service functions for your digital business.



## DATA SCIENCES AND VISUALISATION

With our expertise in data sciences, we will unlock a universe of rich information.

By identifying trends and anomalies in your pricing and transaction data, your business will have the opportunity to transform its market penetration, position and revenues.

Whilst our engineers use the latest data mining techniques, including AI, our dynamic visualisation methods present the analysis in a simple and easy way to understand.

### Our services include:

- searching for trends and sentiment
- estimating wallet share and measuring the competitive landscape
- identifying client clusters by behaviour, profitability, market impact or price sensitivity
- measuring and selecting liquidity by market and client segment
- analysing venue by cost, accuracy, slippage and market impact
- identifying key input criteria for pricing and risk
- deploying intelligent algorithms (Ai), which adapt to changing market conditions
- testing and simulating changes in pricing and risk management
- TCA and Best Execution analysis
- intelligent governance functions to detect market abuse and financial crime
- implementing easy-to-use dashboards and self-service reporting tools.





# REGULATORY & GOVERNANCE

Palladris Consulting understands the challenges that financial institutions face from a continually evolving world of new regulation.

Our partners have accumulated unique experience and understand the impact on wholesale banking. We are focussed on helping clients convert these challenges into business opportunities.

We excel in delivering sustainable technology solutions for complex workflow, monitoring and

reporting needs. By making use of the latest techniques in data sciences, we are able to assist in the most demanding regulatory investigations.

Our regulatory and governance practice is focussed on providing the following:

- Expertise in regulatory change
  - Interpreting regulation
  - Analysing and assessing impacts on individual businesses
  - Ability to communicate business impact to senior stakeholders and advise on strategic initiatives
  - Assessing client's existing policy framework and advising on change
  - Embedding new policy framework through organisational change management

- Supporting clients up to day one transition
- Supporting clients through day two implementation
- Remediation programme support
- Assisting firms to identify key regulatory risks relating to their existing platforms with a specific focus on helping them address governance and systemic control issues
- Assessing and advising firms in relation to industry best practice in digital markets
- Automation of workflows, including complex rules structures with alert management and regulatory reporting
- Adoption of blockchain technology to ensure integrity of audit and recordkeeping requirements.

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# WHO WE ARE

## Ifther Ali, Partner

Ifther has been working in the banking industry as a lawyer in various senior leadership positions since 1994. Most recently, Ifther has been advising Wells Fargo on their MiFID II implementation project and broader legal regulatory issues facing their European platform. Prior to that, he was the Global Head of Legal for CIB at UniCredit Group for 7 years and worked closely with the head of CIB on group strategic issues.

Ifther has participated in numerous industry groups, including the EU Parliament MiFID II working group. He has significant experience managing regulatory change projects, including Dodd Frank, Volker, EMIR and EU Recovery / Resolution planning.

Prior to joining UniCredit, Ifther worked for Merrill Lynch for around 15 years as senior legal counsel, supporting various financial markets businesses. By qualification, Ifther is a Barrister and was called to the Bar in England & Wales in 1994 and has an LLB (Hons) in Law.



## Zeeshan Khan, Partner

Zeeshan has designed, built and run digital businesses for banks since 1999, starting with the award-winning BARX platform for Barclays. Most recently from 2009 till April 2018, Zeeshan held the position of Managing Director for Standard Chartered Bank Financial Markets, leading and growing their electronic business exponentially from inception to a top ten recognised platform. Whilst at SCB, Zeeshan was a member of the Bank's Leadership (LT, top 250 MDs), and FX, Rates / Credit Management teams. Responsibilities also included electronic FX risk management, and recently led the MiFID II programme for Best Execution and Trading. He has a specific interest in building and distributing digital products suited to emerging and frontier markets.

Prior to SCB, Zeeshan was Head of Electronic Trading FX & Rates at Merrill Lynch, where he built the electronic FX business from inception.

Zeeshan graduated in Computer Science from University College London in 1994 and started his career as a technologist at Goldman Sachs Asset Management.



## Saqib Mohammed, Partner

Saqib has over twenty years' consulting experience with tier one investment banks, including JP Morgan, Barclays and Bank of America Merrill Lynch. Most recently at Standard Chartered Bank, Saqib led the electronic trading technology function covering architecture, strategy and implementation. At SCB, Saqib was also instrumental in the technical implementation of regulatory programmes including MAR, and parts of MiFID II.

Across his career, Saqib has predominantly designed, built and managed successful low latency, high volume, distributed client applications across Fixed Income, Currencies and Commodities trading businesses.

Saqib completed his Postgraduate Masters in Distributed Systems from the University of Kent in 1996 and graduated in Computer Science from the University of Manchester in 1994.



Today's accomplishments were yesterday's impossibilities.

– Robert H. Schuller

Call Palladris Consultants to build tomorrow's accomplishments



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