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North America Accenture Trading

Video Transcript

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What are Accenture Trading's key offerings in North America?

Within the Accenture Trading practice within North America, we're focusing on three themes which we believe are core to the industry. That is, simplification, how do you simply the architecture and business model that you currently have? It's a core trend, both from a cost basis and a regulatory basis. The second theme that we're focusing on in the industry is cost reduction. We're in a cost constrained environment, where the excess returns that previously we could have in the

industry have seemed to have gone away, maybe not forever, but for the foreseeable future, so cost reduction is key. That ties into simplification as well. The third theme that we're working on within the industry is change. There's a huge amount of change driven by Fintech, driven by regulation. In order to manage change properly, you need to have governance. You need to have project management. You need to have core consulting and project and change skills. What Accenture offers is a package across all three of these themes, where we have the experience and the knowledge to bring to the marketplace as a whole.

What is one of the key things you are working with clients on?

The Accenture Trading practice is focused on what the future architecture of the industry is. We're working with a number of clients at the moment defining what that front-to-back technology architecture should be for trading. We're seeing this as a key indicator if firms will be successful in the future, and their willingness to embrace change in this area at the moment, be it from electronic trading perspective, be it from a digital experience that both the client and the internal workforce have using those tools, and be it from the cost that we are able to define for the future state architecture, not only from a run but a change perspective.

What are the key trends you're currently seeing in the industry?

One of the key trends that we're seeing in the industry at the moment is focused on legal entity consolidation or rationalization. At Accenture Trading in North America we have deep experience working with clients, not only to define the future client servicing strategy, understanding what the costs are of that strategy, we also put an overlay on the regulatory agenda on top of that legal entity strategy to make sure your future client strategy does not contradict with the regulatory agenda. Cost reduction remains a key focus within our industry, so reducing the costs that it takes to run your organization on a day-to-day basis.