



***Performance Measurement and Niche FinTech Solutions –
The Enosys Group***

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Introduction:

As we continue with our FinTech white paper series, we further delve into the particulars of performance measurement requirements and niche solutions and requirements in the industry, as we focus on The Enosys Group's offerings.

Enosys also provides professional services involving other niche FinTech solutions, which are explained below.

The Enosys Group:

Enosys Group is a boutique consulting company founded in 1995 by Tony Skutnik, who was interviewed to further understand what businesses like his do for financial companies. Tony explained that financial services sector systems become outdated every 5-7 years. These systems relate to all parts and processes of investing.

Which business problems do Enosys Group solve?

Specifically, Enosys has improved the technology, data management, and operations processes, which all tie into performance measurement reporting. Enosys has the highest expertise on various project types including project assessment and scoping, vendor selection and deployment, custom application design and development, custom application design and development, operations tools and process design, client reporting design and integration, and data aggregation and normalization.

Provided Customer Case Study

An example of a routine project that Enosys completed was for one of the premier global investment banks, based in New York City. Their main complaint was wanting to replace their client reporting systems and processes.

Enosys began by performing a make-or-buy analysis. A make-or-buy analysis is the decision between making a product in-house or going through an external source. The analysis is traditionally done quantitatively. The most important factors to consider are the associated costs of production and whether the business can produce at sustainable levels.

The second step came after the investment bank made the decision via the make-or-buy analysis to proceed with Enosys. Enosys then wrote up all the requirements for what they suggest building in order to solve the problem at hand.

The plan was implemented by everything being tested, conceptualized, and executed.

What does Enosys technology do and what are the names of their software products?

Enosys does not have their own software. However, they work with certain vendors and implement their software depending on their customer's needs.

Enosys works with BISAM (now part of FactSet, which was profiled in Thor's recently release white paper), which is a company who aids in clients improving their investment strategies resulting in higher returns for their clients.

Enosys has improved the technology, data management, and operations processes associated with performance reporting for over 20 years. Their expertise includes data aggregation and normalization, project assessment and scoping, vendor selection and deployment, custom application design and development, operations tools and process design, and client reporting design and integration.

Enosys also works with Global Plus, an accounting system that they implement for clients. For over 20 years Enosys has been implementing "trust accounting systems". Constant advances in technology and increased exposure to global investment strategies have led firms to update their accounting systems. Areas of Enosys expertise regarding trust accounting systems include security master files, vendor RFI and selection, business process design, reconciliation systems, business process design, and data aggregation and normalization.

Charles River is the software that Enosys chooses to implement for trade order entry systems. Somewhat recently, trade order management systems have quickly been growing in importance and functional ability. Trade order management of course involves trade capture and pre-trade consideration; however, trade order managements goes even further than that. Nowadays, financial companies buy and sell side and global custodians therefore they need complete pre-trade and post-trade settlement automation in all asset classes. These asset classes include execution management services, portfolio management, compliance, quantitative analysis, and valuation. Enosys covers the following aspects of trade order management projects: business analysis, project management, quality assurance and user acceptance testing development, application configuration, and system integration data management. Additionally, Enosys is experienced in implementing various order management systems.

Coric is one of the vendors Enosys works with regarding client reporting. As of recently, financial service firms are beginning to trend towards comprehensive client reporting. The benefits of client reporting include creating new business, operations, and data challenges. Expertise is required in all related processes. Enosys improves the quality and consistency of client reporting. Their associates aid in improving back end operations processes and systems resulting in efficiency.

Which asset classes does Enosys Group cover?

Enosys works with all asset classes which include, stocks or equities, fixed income or bonds, money market or cash equivalents, and tangible assets.

How do Enosys solutions impacting today's challenges and goals for asset managers?

What is Enosys impact on generating Alpha?

The investment management community needs as much information as possible. The people making their decisions on securities are usually operations management staff in the background. Enosys job is to make sure everything is processed correctly. The more information that Enosys gives them, the more accessible and accurate what they do is. Additionally, Enosys streamlines everything which makes it more cost effective.

Can Enosys provide any content – diagrams, white papers, case studies, we can use for our article?

A new product that Enosys is developing, helps with performance measurement, therefore it helps to indicate how investment decisions were made are doing. It helps define alpha as return on investment. Enosys evaluates the entire workflow and makes all the channels extremely efficient by stringing them together. Some channels are taken out and replaced. Subsequently, the efficiency of the specific nice tool is created by replacing some older tools.

It is important to understand that new products increase productivity of performance measurement.

Trades get passed to an accounting system, which is where the books of records are. All investments in the entire book are kept as one copy. They are then sent down to a performance measurement system to calculate the return on investment.

Alpha can be looked at generally in two ways, generally or from a return on investment standpoint. An additional way to look at alpha is how one is increasing their returns on a security chosen. Alpha is delta between what Enosys is trying to do and what the systems in the space are doing. The overall result is better cost benefit.

Products are classic example of streamlining because in technology s firm can streamline the whole workflow process, the data aggregation process, the mathematics, and the technical interactions between systems. The total cost is portfolio of the product becomes lower, which makes it more marketable. However, the products mentioned are not a decision-making tool, they are strictly for post trade, to make future decisions.

In conclusion, boutique professional services firm like The Enosys provide smart solutions for important subjects such as performance measurement and are well worth considering!

About The Enosys Group

The Enosys Group was formed in January 1995 as a business consulting firm specializing in financial services. Since then we have worked with financial services firms of all sizes to support complex niche business, technology, and process improvement initiatives.

We equate consulting to Subject Matter Expertise. Our consultants bring a track record of multiple successes to your specific project:

- Our business analysts have the experience to truly analyze, not just document requirements and strategy
- Our project managers have demonstrated expertise with your underlying deliverables
- Our technology professionals have deep experience in financial services

This expertise translates into a more efficient process, resulting in a superior return on the investment of your consulting dollars. Eighty percent of our revenue is from repeat clients.

We welcome a discussion about how we can support your firm's project goals.

About Thor Communication

Thor Communication is a boutique information technology and business analysis professional services and value-add re-seller (VAR) organization that provides top-notch subject matter expertise in □Enterprise Resource Planning (ERP), Financial Services, Supply Chain Management, E-Commerce, Business Intelligence, □and general technologies to deliver the most cost effective quality solutions for its Customers.