

Integrating the Global Trading Enterprise

Established in 1987, Kalahari is a global provider of real-time expert pricing, calculation and analysis applications for front office traders in banks, brokers and other trading institutions. Kalahari also provides these institutions with an efficient and cost-effective solution to synchronise and publish real-time market data via different platforms.

Market-Leading Trading Technology

Adapt Quickly:

- Fast, codeless development environment
- Open architecture and interfaces
- Incorporate ever changing market methodologies/conventions instantly

Increase your Control:

- Distributed calculations
- Data sharing
- In house development
- Flexible Methodologies
- Centralised control and ownership

Lower your Risk:

- Scalable and future proof
- Disaster recovery – replicable
- Reduce operational risk from disparate systems
- Control of intellectual property
- Assist compliance – controllable audit trail

Flexibility:

- Distribute calculations
- Market data system agnostic
- Bespoke methodologies

Lower your Cost:

- Minimal hardware requirements
- Little impact on existing infrastructure
- Low cost of change
- Lower support costs

Maximise Data Value:

- Publishing for data sale
- Export to multiple platforms

KALAHARI

- Industry leader:
 - Financial services dedicated
 - Sustained growth year-on-year since 1987
- Example customers:
 - ABN Amro
 - Barclays
 - Bank of Ireland
 - Goldman Sachs
 - HBOS
 - HypoVereinsbank
 - ICAP
 - ING
 - Merrill Lynch
 - Nedbank
 - Rabobank Int
 - Scotia Capital
 - TD Securities
 - Collins Stewart Tullett
- Key market alliances:
 - FinCad
- 24 / 7 global support:
 - onsite training and support
 - professional services
 - dedicated telephone support

kACE at Tullett Liberty plc – A Synopsis

Strategic Goals:

- Create a centralised price discovery and analytics solutions for in-house brokers
- Eliminate the huge support necessary for spreadsheet model variation and proliferation
- Reduce the need to rely on outside vendors
- Reduce modelling and analytics development cycle times
- Introduce centralised and efficient data publishing functionality
- Enhance market position by improving ability to respond to customer requirements

Approach:

Tullett Liberty's challenge was to equip their brokers with the price discovery and analytical tools needed to maintain and increase business. In addition, Tullett Liberty wanted an environment where they could enhance their level of competitiveness by designing their own bespoke analytical models, but at the same time without being too heavily reliant on an outside vendor. The migration of kACE was conducted on a desk-by-desk basis, affording each desk the facility of operating from the same server, and therefore, ensuring the brokers always knew exactly where the market is at all times.

The company has seen a number of fundamental improvements since its migration to kACE, including: improving its modelling capabilities; increasing the speed at which it responds to the way the market prices instruments; eliminating the need for spreadsheets; the ability to publish accurate prices back out to the market via market data vendors such as Bloomberg and Reuters; and in conjunction with Tullett Liberty OTC:Marker.

Results Achieved:

- Created an environment of self-sufficiency and independence
- Significantly reduced support costs
- In conjunction with OTC:Marker, made significant increases in desk business
- Respond immediately to market changes
- Eliminated the creation and resulting proliferation of spreadsheets to price instruments
- A fast track development for bespoke analytics
- Increased quality of customer interactions

Sales Offices:

Kalahari Asia

Contact: Graham Mansfield
Tel. +44 (0)1483 756 246
Email: gmansfield@kalahari.co.uk

Kalahari Europe

Contact: Mark Holden
Tel. +44 (0)1483 756 246
Email: mholden@kalahari.co.uk

Kalahari USA

Contact: Edward Maher
Tel. +1 (212) 488 2408
Email: emaher@kalahari.co.uk