



# ACADIA SOFT

## FRESH PERSPECTIVES ON COLLATERAL MANAGEMENT

In May 2018, AcadiaSoft hosted a webinar to inform and educate Buy-side firms across the Asia Pacific region on managing Non-Cleared Margin Rules. This paper provides survey results, our unique analysis, and solutions for Buy-side firms that require a technology response to these challenges.

### AcadiaSoft by the numbers:

- Owned & backed by **16** major participants & infrastructures
- Launched the industry standard, MarginSphere, in **2008**
- Community of **400+** member firms
- Exchanging **~\$400bn** of collateral and tens of thousands of margin calls every day
- Maintains **150,000** active VM CSA agreements
- And **~100%** of all regulatory IM CSA agreements
- AcadiaSoft Hub receives over **1m** trades and **25m** sensitivities every day

### The Rise & Rise of Regulation

For Buy-side firms and their regulatory teams, change and transformation has become the new normal. MiFID II required that they take a lot of their compliance activity back in-house from Banks. Margin-specific regulations like Non-Cleared Margin Rules and FINRA 4210 fuel the need for streamlined straight through processing (STP) in the margin and collateral management space.

Coupled with increases in margin call and collateral movement volumes by as much as 35% since the VM rules came into force last year, standardization of process, automation (where possible), and increased reliance on market infrastructure now sit 'front of mind' for many Buy-side firms.

### The Tech Response to Non-Cleared Margin Rules

Leveraging this heritage, and in response to Non-Cleared Margin Rules, AcadiaSoft has developed a centralized, scalable, exception-based workflow solution for collateral management: [CollateralManager](#).

[CollateralManager](#) is the product of our deep understanding of the challenges facing Buy-side firms around margin and collateral regulations: a web-based, end-to-end SaaS offering covering all agreement types, enabling firms to move beyond manual, error-prone and opaque processes that regulators are targeting.

### Introducing AcadiaSoft

At AcadiaSoft, we go beyond tactical, project-based approaches. We know forward-thinking Buy-side firms want strategic solutions that deliver business benefits: increased visibility into portfolios; tailored workflows that combine automation and user validation; more efficient use of collateral; and clear reporting at the end of the day.

In September 2016 we introduced our Initial Margin (IM) calculation and reconciliation service – and launched the AcadiaSoft Hub. A collateral operating system for the OTC industry, the Hub functions in much the same way your smartphone handles access to apps, user entitlements, communications and data handling and security. It, and its 400+ strong community, demonstrate our pedigree of innovation, our reputation across the market, and our ability to improve collateral management for every type of market participant.

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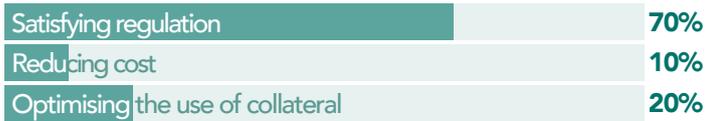
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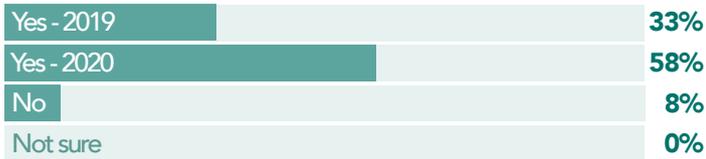
## Presenting the Latest Market Data

Our webinar polls showed that firms require a proven, robust, low-touch collateral management solution to help them satisfy their regulatory obligations ahead of the 2019 and 2020 IM requirements..

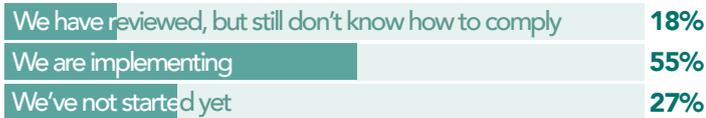
What is the highest priority for your firm?



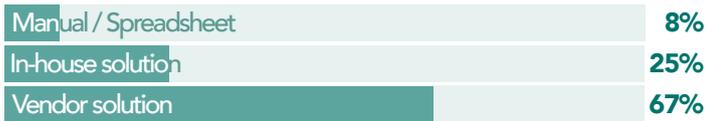
Is your firm in scope for IM requirement in 2019 or 2020?



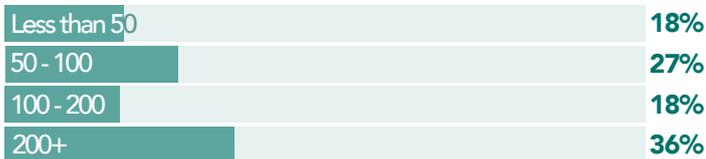
How prepared are you for IM regulations?



How do you manage your collateral today?



How many agreements do you manage?



As you look to implement a collateral solution, what is the biggest business driver?



## Benefits to the Buy-side

APAC Buy-side firms can leverage AcadiaSoft's fully-managed service, reducing IT costs and operational overhead. Integration with AcadiaSoft Hub provides true STP with the global banking community. Collaboration with these institutions, and global industry experts, ensures that our STP offerings are continuously enhanced.

**CollateralManager** is designed and developed to enable Buy-side firm's strategic vision – and grow with it. The solution can scale effortlessly across multiple geographies and regulatory jurisdictions. The exception-based workflow and configurable, user-defined dashboard ensures that teams are always deployed to the point of need.

## Fit-for-purpose, Future-proofed

**CollateralManager** is much more than a technology platform: it is a gateway to STP connectivity and market opportunity with a global community of financial market participants. Enabling firms to comply – and demonstrate that compliance – with regulations, to increase the efficiency and reduce cost in collateral and margin management, and to benefit from the collective experiences and technical requirements of Banks, Funds and Corporates across the world.

Email us today [info@acadiasoft.com](mailto:info@acadiasoft.com) to learn more about **CollateralManager**, for analysis and insight on Non-Cleared Margin Rules for Buy-side firms, and to schedule a demo.