



Trading Floor Relocation

Case Study

With the assistance of PTS Consulting, a leading financial services company successfully relocated ninety-five staff across Singapore's CBD, to integrate two teams, and their systems.

The Client:

The Client is one of the world's leading financial services companies with presence in over 50 countries across Europe, the Americas, Asia and the Middle East. It serves more than 40 million customers and employs more than 170,000 people.

The Challenge:

When businesses undertake Merger and Acquisition (M&A) activity, it's important to leverage synergies between the organisations. In this case, two companies were looking to merge two trading floors in two separate locations, to one space with a centralized support team. The smaller trading team, located in Singapore's George Street, was relocated to another active trading floor across town. The team consisted of 95 staff (including 75 traders and 20 support staff).

On the existing trading floor, located in One Raffles Quay, 'live' trading and support teams had to be rearranged to maximize utilisation of the area and create space for the new team. In preparation of the relocation, additional IT infrastructure needed to be procured and installed on extremely tight schedules. Additionally, the two teams were utilising separate trading, voice and network systems. These needed to be configured to synchronise with each other in the new arrangement/fit out.

The extremely tight relocation timeline was only nine weeks, including strategy, procurement, implementation and transition; and took place during one of the most volatile trading periods of this century.

The Solution:

PTS Consulting firstly designed a strategy and project schedule that addressed many of the major stakeholder concerns, including: managing communication between the two company teams; mitigating the inherent risks associated with trading floor migration; the very short procurement lead time; establishing a two hour fall back strategy; maintaining 'zero downtime' compliance and avoiding potential financial loss of failure or delay.





PTS Consulting helped to compress the specification and procurement process from eight weeks to five, while ensuring corporate standards were maintained and global best practice exercised. In all, approximately GBP 850,000 of equipment was integrated with existing hardware.

The implementation phase involved the migration of turrets, voice, speakerbus, recording and market data systems, while additional IT and power cabling under common and machine room areas was necessary. The migration of staff, workstations and personal effects was managed over two weekends to avoid lost trading time.

Whilst the markets were dealing with the collapse of another global investment bank, PTS Consulting successfully took this Client's combined new and migrated systems 'live' with an additional 75 users.

The Benefits:

PTS Consulting's understanding of the trading environment and high cost risks enabled the project team to carefully manage project time-lines and vendors to deliver the IT migration and integration successfully on time and to scope. The two trading floors were merged without distribution to trading, allowing the new combined teams to benefit from streamlined support and communications systems, while maintaining operating standards.

About PTS Consulting

PTS Consulting Group PLC (PTS) is one of the world's leading IT consultancies with a reputation for innovation and thought leadership. PTS is also renowned for its project management expertise. As the global leader in IT relocation projects, working with some of the world's largest companies, PTS has earned a world-wide reputation for independence, professionalism and quality of service. Headquartered in the UK and founded in 1983, PTS has worked in over 70 different countries, 250 cities and employs more than 330 staff in the Americas, EMEA and Asia-Pacific. www.ptsconsulting.com