

Advisor / Trainer / System Architect



Op2M – Partner to Your Transformation

## Our mission

Financial institutions, as a highly regulated entities operating in a global high-tech business environment that imposes ever-thinner margins, are becoming increasingly aware that their successful operation in such fast-changing market and regulatory environment necessarily requires more precise planning and management of scarce capital, liquidity and human resources, as well as more streamlined and optimized key business processes, based on advanced analytics.



Development of financial markets and a range of financial and technological innovations impelled by the intensified pursuit of profit resulted in a Global Crisis followed by increased uncertainty within the financial system, which caused the regulatory reaction, i.e. a “tsunami” of more stringent regulatory requirements that financial institutions must comply with to be able to continue with their operation.

In such an environment, the business entities, that are not able to optimally use the available (human, financial or data) resources in order to shorten the time of reaction to various changes,

and to make their forecasts, plans and reports more accurate, will gradually lose the competitive struggle with the organizations that make decisions (on the strategic and operational level) faster and based on measurable reference points.

Today, in the era when the business knowledge becomes obsolete very fast, our team of proactive and pragmatic risk professionals and financial experts with years of experience, wants to provide the financial organizations with **an understandable approach to the latest discoveries in the financial analytics to enable them to optimize their resources, policies, processes and organizational structure** in accordance with the set business goals, and with the existing (and newly-announced) regulatory requirements

**Op2M** wants to help its partners in the necessary transition from the traditional corporate management into the one based on data-based knowledge and measurable benchmarks, while making that transition as safe and calm as possible.

## Get to know us!

Company **Op2M** is a regional leader in the field of risk management, optimization of key business processes and regulatory compliance of financial institutions.

**Op2M** help its partners in transformation of their business and strategic model, making them more optimal, efficient, safer and more sustainable. In its approach to business challenges **Op2M** uses extensive level of expertise based on years-long experience in financial industry in SEE and in an enlarged European Union.

**Extensive practical experience** of the owner, employees and permanent expert associates of the company, in relation with risk control and management, asset-liability management, quantitative modeling and financial analysis, optimization of business processes, regulatory compliance and reporting as well as with management of non-performing receivables in financial institutions, serves as a guarantee for high level of offered services associated with assisting various organizations seeking to establish optimized processes and effective management frameworks for the control and management key risks they are faced with

**Op2M**, as a company that gathers proven professionals and experts in aforementioned fields, is recognized throughout the SEE Region as a reliable and credible partner in various projects related to business consultancy and project management for financial institutions, specialized trainings and educational programs in risk management, compliance, financial controlling and financial analytics, macroeconomic prospects and analysis of trends within the financial industry and system architecture design and optimization.



## Our services

By placing an emphasis on solutions that simultaneously balance practical feasibility and innovation (resulting in optimization of key processes with reduced operating costs), **Op2M** visibly adds new value within relatively short deadlines. That kind of result is a direct consequence of our expert team primary focus on analytical rigor and high quality of the proposed solutions and their implementation.

Using our extensive expertise in understanding the specificities of various business models employed by financial institutions, as well as complexities and potential pitfall in today's regulatory landscape, **Op2M** helps and assists its partners in:

- I. **Identification and understanding** (i.e. demystification)
  - ⇒ The fundamental causes of the most critical open issues that they faced by their businesses,
  - ⇒ The risks and vulnerabilities inherent in their business models, organization and key processes
  - ⇒ Their clear articulation within the organization,
- II. **Detecting and defining** (early on in the process)
  - ⇒ A particular set of pragmatic, robust and viable solutions for identified open issues and risks that were, in most cases, initially considered too complex for the organization,
  - ⇒ Through usage of a language understandable to all stakeholders; thus making the concepts involved in proposed solutions, that possibly seemed complicated and confusing at first, understandable and clear,
- III. **Recommending**
  - ⇒ The simplest (quick-fix / quick-win) interim solutions (if appropriate), and
  - ⇒ The optimal, quick-to-deploy solutions,
- IV. **Practical implementation of the selected solution,**
  - ⇒ Which often result in reengineering, standardization and eventual optimization of key business processes, methodologies and systems
  - ⇒ Taking into account particularities of the internal context (i.e. priority needs of all stakeholders involved, a specific model of corporate governance and business culture within the organization), and in
- V. **Acquiring necessary skills and expertise**

⇒ Using a transfer of business-relevant knowledge necessary for the implementation, testing and maintenance of optimized processes and systems, specially structured according to a particular organization, thus indirectly broadening the existing views of our partners.

Our service palette is conceived through three main programs:

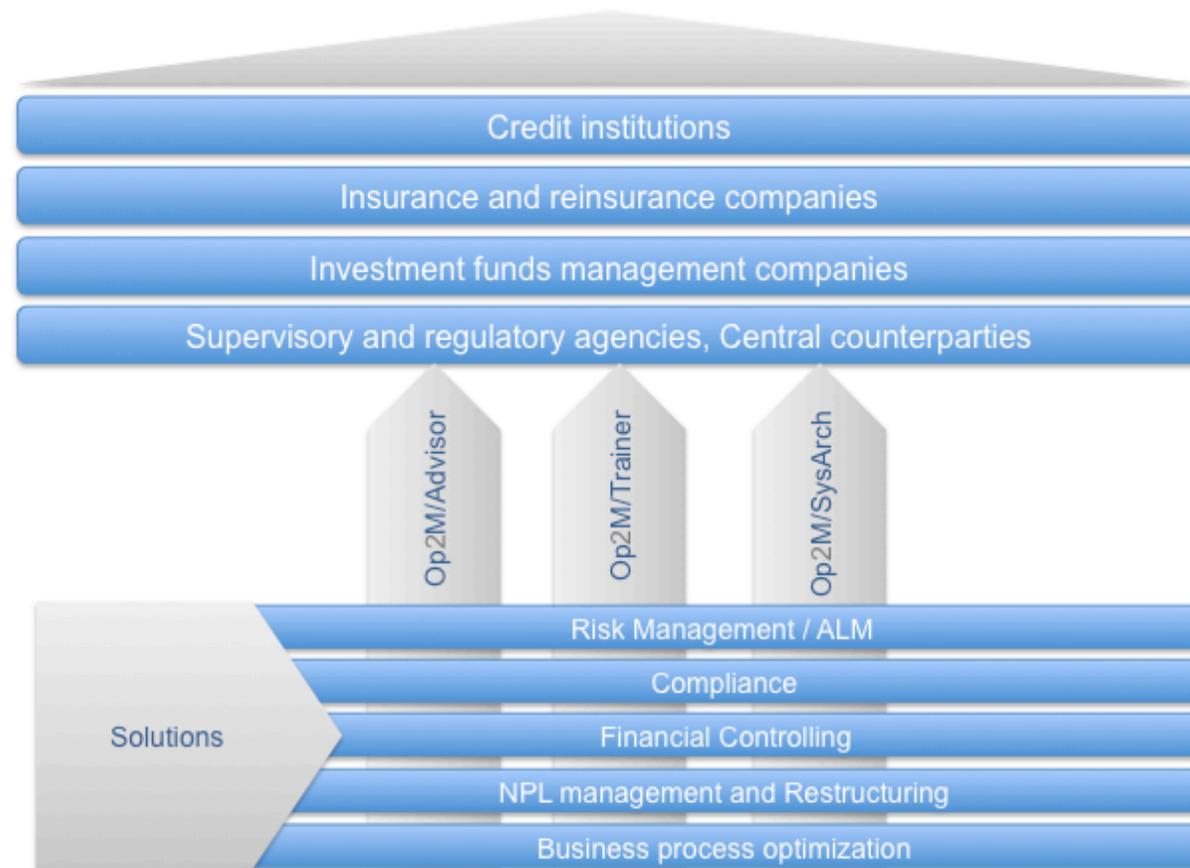
- ⇒ [ **Op2M/Advisor** ] – Transfer of expertise through a broad range of consulting services, as well as through the design and implementation of the best solutions for your organization
- ⇒ [ **Op2M/Trainer** ] – Educational programs tailored to the business model, size and identified competency needs of your organization
- ⇒ [ **Op2M/SystemArchitect** ] – Design of system architecture capable of meeting identified business and regulatory requirements based on an analysis of your existing information technology infrastructure.



**We help our partners in transforming business by making it more optimal and hence more sustainable and safer**

## Our partners

Our partners are primarily financial institutions (commercial banks, credit unions, savings banks, insurance and reinsurance, fund management and pension funds), managers of capital markets, central counterparties and regulatory and supervisory agencies.



Learn more about our partners: <http://www.op2m.eu/en/reference-list/>

## Op2M/Advisor

Through our **Op2M/Advisor** program, we help you to stimulate risk-based optimization of your business and make important anticipatory business decisions that will enable you to become (and remain) market leader in your domain. Our track record in the field of expert consulting demonstrates our professionalism and impartiality, as well as the proven reliability and usability of our solutions, both at strategic (better anticipation of key risks, improved planning and management) as well as at operational level (cost reduction, business process adaptation and faster reaction time).

We are a regional leader in the domain:

- ⇒ **Risk and asset-liability management in financial institutions based on quantitative risk models**
- ⇒ **Reengineering and optimization of decision-making and regulatory-reporting business processes based on expert models that include standardized rule-setting architectures and quantitative risk models.**

Also, we have a strong presence in the areas such as NPL management and restructuring, regulatory compliance and financial controlling in financial sector of the SEE Region

Since our mission is to ensure (and increase) the competitiveness of our partners, a first-class, tailor-made advisory service as well as outstanding end results became our operating standard early on in development of the company.

### **Deep understanding of your needs is our priority**

Depending on your needs and requirements, you are to be provided with an individual domain-expert or a team of specialists from various disciplines to solve one or a group of complex issues you're faced with.

By listening attentively to our potential clients and partners, motivated by the desire to truly understand their basic business problems and to offer them the best solutions within the available human and financial resources, we have gradually reached the position of the regional market leader in the domain of boutique expert consulting for financial companies.

Only in this way are we confident that the client gets exactly what he is looking for!

### **The most important services**

The range of the most important services within our **Op2M/Advisor** program includes:

	Banking	Insurance / Reinsurance	Investment funds
Independent review	Independent review of risk function (with maturity level assignment)		
	Independent review of financial controlling function		
	Independent review of internal audit function (with maturity level assignment)		
Systems, frameworks and processes optimization	Structuring and optimization of the risk management system and framework of the organization		
	Structuring and optimization of the financial controlling system and framework of the organization		
Expert analyses	Various analyses of trends within the financial industry		
	Analyses of the restructuring potential of NPL portfolio, Client / facility level restructuring analyses		
Standardization and optimization of the key processes	Optimization of loan decisioning and origination process	Optimization of investment process	Optimization of investment process
	EWS structuring and optimization of loan portfolio monitoring	EWS structuring and optimization of investments portfolio monitoring	

	Standardization and optimization of collection process	Standardization and optimization of collection process	-
	Standardization and optimization of the collateral management methodologies, process and system	-	-
	Standardization and optimization of ALM methodologies, process and system	Standardization and optimization of ALM methodologies, process and system	-
<b>Regulatory compliance</b>	Basel II/III capital adequacy and Basel III <sup>1</sup> liquidity adequacy policies and internal documents	Solvency II capital adequacy policies and internal documents	EMIR capital adequacy, liquidity adequacy, margin system and the guarantee fund policies and internal documents
	Basel II/III Pillar 1 calculations and IRB modeling and methodologies	Solvency II Pillar 1 calculations and methodology	EMIR calculations, methodologies and modeling
	ICAAP / SREP process, methodology and report	ORSA process, methodology and report	Miffed (II) / MiFIR business requirements and documentation
	IFRS 9 methodology, process reengineering and modeling	-	IFRS 9 methodology, process reengineering and modeling

<sup>1</sup> As defined by EU CRD/CRR framework

## Your challenge is our passion

Also, our partners often address us as a trusted provider of second opinions, after engaging large amounts of human and financial resources, which nevertheless haven't been able to produce the desired results. We approach such challenges and tasks with special passion.

## First-class value for money

The flexibility and commitment of our hands-on approach enables us to provide concrete solutions regardless of the size of the problem and its impact on your business and its continuity. With our engagement, we will provide you with added value in the very short time.

## Interim management option

Since we have a hands-on management experience at all levels of hierarchy within financial institutions, and due to our deep understanding of business and business models of our partners, we are willing to not only take full ex post responsibility for the consequences of our business advices, but also to assume operational responsibility, even on the executive level, over the period of transition within an organization; in situations when there is an absence of adequate internally available resources.



**Expertise, integrity and independence proven in various demanding contexts are our greatest strength**

## Op2M/Trainer

**In house programs.** Educational programs are designed and structured on the basis of extensive expertise of our lecturers based on years of experience gained within the financial industry, combining theoretical, regulatory and practical aspects of the topics discussed, as well as concrete examples of translation of best risk management practices in the implementation of practical solutions to the described problems, Taking into account the specificities of particular markets within the C / SEE Region, as well as those related to the business model of the institution itself.

By creating customized educational programs, we bring added value and long-term benefits to each partner institution, both individually and at the organizational level

Learn more about the range of our in-house educational programs that we currently support: <http://www.op2m.eu/en/op2mtrainer/>

Also, to our partners we offer the service of diagnostic **assessment of competence and training needs** for their key employees and managers, as well as for various organizational units within their institutions.

**High-quality education, adapted to the needs of your institution and your employees, provides a long-term reduction of costs, and significantly improve the control of risks to which the institution is exposed in its operations.**

**Public programs.** Every year we regularly organize a series of public education programs in different areas of risk management in financial institutions; **Op2M Academy** programs. These programs have predefined core content features and a standardized structure, and provide a complete educational format designed to develop the necessary knowledge-base of key stakeholders in financial institutions, as well as their periodic refreshment, as required by continual changes occurring in the area of best practices in risk and financial management, the evolution of regulatory and accounting standards and the development of financial products and IT technology.

Learn more about the calendar and content of our **Academy** educational programs: <http://www.op2m.eu/en/calendar/>

**Expert knowledge, experience and practical know-how of our internationally renowned lecturers**

## Op2M/SystemArchitect

Mainly driven by a variety of operational, regulatory and security requirements, financial institutions have in recent years invested large amounts of money in various modernization projects in their attempt to optimize their data systems; all of which resulted in some positive developments, but also created some new problems:



- Employees (and clients) are provided with simultaneous access to applications and relevant data via different distribution channels
- Enhanced standardization and automation of various processes
- Increasing the acceptability of analytical methods (based on quantitative models) in the management of financial organizations



- Increase in heterogeneity of IT architecture, which results in more difficult and expensive maintenance and upgrades
- Partial problem solving, resulting in a build-up of unused software
- The inflexibility of such heterogeneous architecture: Limiting the ability to meet a growing number of requirements from business units

**Op2M/SystemArchitect** service allows you to streamline and automate the key operations without accompanying large investments relying on the existing IT architecture, with little internal development that will not burden the available IT resources, which are usually scarce.

We provide our partners with proven experts and practitioners who bring with them:

- ⇒ Operational knowledge, experience and practical skills related to all three dimensions of technological transformation of financial organizations (business, regulatory and technological)
- ⇒ Overview and understanding of a broader picture (holistic view) needed to align the business and technical problems of financial institutions in the region and global technological trends related to the development of information technology in financial institutions
- ⇒ Orientation to the technological aspect of the business objective based on the real needs and capabilities of the institution

**Our experience has shown that actively led and focused teams can accomplish great things in a relatively short time**

We believe that within our service palette you can find exactly what your institution needs right now.

We look forward to discussing your consulting, training and system architecture related requirements

In case you have any questions, please feel free to contact us.

Your **Op2M** Team!

