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SRP Apac Awards: flexibility, customisation give Numerix an edge

31 Jul 2020 by SRP News



Numerix won the Best Pricing & Analytics accolade at the SRP Apac Awards 2020. The award was announced and presented on 16 July, via a video, due to the cancellation of the SRP Apac Conference and Awards dinner in Singapore.

The firm capitalised on the pricing and risk management capabilities of its Numerix Oneview platform to meet the market needs and requirements for flexibility and customisation.

Numerix Oneview is capable of handling complex products, high volume instruments and a variety of execution styles. The agility of Oneview has enabled Numerix to build and deploy multiple technology solutions through a new managed services platform, which offers a range of diverse applications to support valuation, risk, and infrastructure requirements.

Numerix Oneview for Trading is a complete real-time infrastructure for structured note issuance and management, and is targeted at institutions to grow and manage their structured note business.

SRP spoke to Numerix's Erdem Özgül (*pictured*), managing director, South Asia, and Stephen Cheng (*pictured below*), managing director of Sales, North Asia, about the market environment over the last 12 months and how technology is helping to keep the market moving.

"From an analytics standpoint, we've engaged in deep interactions with a diverse set of clients across Apac in the building and usage of our core analytic platform, and that's driven the acceleration of the systems built around the analytics capabilities today," says Özgül. "As we've evolved, a robust systems architecture and modern design principle has seamlessly combined with our analytics DNA."

According to Özgül, the depth of Numerix's analytics and the ability to deliver in real time is what brings real strength and substance to its solutions.

"We are very proud of our core analytics library, as well as the ground-breaking quantitative research and development that takes place here year in and year out," says Özgül. "This is what keeps our analytics on the cutting edge."

What is your differentiating factor in the Asia Pacific market?

Stephen Cheng: Unique to Oneview is the ability to provide a broad perspective across a user's entire derivatives business, helping customers make the right decision when it matters most. The real-time nature of the analytics is also a key differentiating factor. Oneview delivers real-time decision support and end-of-day reporting with speed, accuracy, and ease of use, so users can focus on running and optimising their business instead of scrambling to produce and aggregate the numbers.

The agility of Oneview has also enabled Numerix to capitalise on a cloud-first mantra by building and deploying multiple technology solutions as SaaS and RaaS offerings. Today Numerix offers a range of diverse applications to support valuation, risk, and infrastructure requirements via the cloud.

Adoption of a reactive microservices framework also enables faster, event-driven calculations. Today this enables us to rapidly develop new features and capabilities for our clients, in a flexible and scalable manner. Any service can be delivered independently of each other without breaking the integrity of the platform.

What functionalities /tools are in demand?



Stephen Cheng: Across Apac, we are seeing a number of demands in terms of functionality and support. As it relates to regional and local financial institutions, instead of engaging in a traditional back-to-back derivatives business, these firms are moving into market making for derivatives thus requiring more sophisticated pricing analytics.

Also, amid COVID-19 when market conditions have moved very rapidly, customers have demanded more real-time based reporting to support their business. Banks are also actively planning to comply with regulatory deadline for FRTB and margin, and also the shift away from LIBOR to new alternative rates.

With these areas in focus, Numerix Oneview has been in high demand. The platform allows for a flexible consumption of solution components – for addressing trading needs, regulatory and risk management so that business units can build adaptive, high-performance environments economically.

What is your forecast for the rest of the year? What products /strategies will drive activity?

Erdem Özgül: In South Apac in particular we see an uptick in engagement from traditional buy-side institutions where these firms would customarily rely on brokers to provide services. With cost cutting and an increase in regulatory drivers, they are now actively investing in technology to transform their client risk monitoring and management capabilities. This is an area where Numerix can provide customised pricing, risk and valuation services to help these institutions better serve their clients.

As we continue to leverage our AWS infrastructure and Oneview microservices architecture, we see institutions moving away from traditional monolithic systems approaches with defined modules and conventional functional approaches to a full service offerings like Numerix provides where clients can subscribe to various modules and services like a utility. Because of our cloud native infrastructure we are well positioned to provide this kind of offering to the market.

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