

## Numerix — CrossAsset



Best Pricing or Valuation Solution

### Q: Who are the top executives of the company?

A: Steven R. O'Hanlon, CEO and president; Dawn Patrick, chief operating officer and executive vice president, global operations; Mark Shornick, chief financial officer and executive vice president, finance; Joseph Saporito, executive vice president, global direct sales; Satyam Kancharla, chief strategy officer and senior vice president, client solutions group; James Jockle, chief marketing officer and senior vice president, global marketing and corporate communications.

### Q: Where is your company's main headquarters?

A: 125 Park Ave., 21st floor, New York, NY 10017.

### Q: What is the mission of your company?

A: As a global leader of financial software and services for the derivatives, OTC and structured products markets, our mission is to provide world-class analytics solutions that solve Wall Street's most complex challenges in terms of the pricing, valuation and risk management of derivatives.

### Q: As of today, how many customers does the company have?

A: We have more than 700 direct and indirect customers.

### Q: How does your company help with post-trade challenges?

A: As central clearing of standardized products has started to come into effect, bilateral margining for noncleared swaps remains uncertain. As part of this change, managing margin requirements in careful balance with collateral optimization techniques remain two of the most important issues impacting today's derivative marketplace.

Both buy- and sell-side institutions need to understand how to optimize collateral and the funding of margin while weighing the effectiveness (and cost) of hedging programs into the future.

The Numerix CrossAsset platform can be leveraged as part of an optimized collateral management strategy where operational costs, collateral costs and liquidity costs can all be coordinated within a single enterprise environment.

### Q: What were your company's major achievements in 2013?

A: Over the past year, Numerix continued to innovate, evolving CrossAsset into a scalable analytics engine for real-time risk, pre-trade pricing, and optimized trading and risk decision making.

### Q: What are your top goals for 2014?

A: Going forward, from best-in-class xVA pricing tools to providing the pivotal flexibility to model complex bespoke trade types and structured products in fractions of a second, Numerix will focus on not only improving efficiency and performance, but continue to build technology infrastructure for future scalability.★



From left to right:  
James Jockle, Steven O'Hanlon

## Omgeo — ProtoColl



Best Collateral Management Solution

### Q: Who are the top executives of the company?

A: Paula Arthus, president and CEO; Neil Henderson, managing director, Omgeo product and North America industry relations; Clare Fraser, managing director, strategy; Tim Keady, managing director, sales and solution delivery; Andrea Gibbons, managing director, human resources strategy and practices; Antonio Nunes, chief financial officer; Randy Guy, managing director, technology; Jeannie Shanahan, managing director, governance, risk management and compliance.



From left to right:  
Mihai Botea, Rick Enfield

### Q: Where is your company's main headquarters?

A: Co-headquartered in Boston and NYC.

### Q: What is the mission of your company?

A: Omgeo's vision is to be the financial services community's preeminent trusted global business partner, providing market-leading solutions that create efficiencies and reduce risks in clients' most critical post-trade operations.

### Q: As of today, how many customers does the company have?

A: Over 6,500 clients in 52 countries.

### Q: How does your company help with post-trade challenges?

A: Omgeo provides automated solutions that enable market participants worldwide to process trades in a standardized way according to industry best practice, reducing risk and increasing efficiency. We are an operations expert, delivering efficiencies for clients by automating trade life cycle events, with solutions in the confirmation/affirmation, matching, standing settlement instruction and collateral management areas.

### Q: What were your company's major achievements in 2013?

A: Achievements were as follows:

- With the addition of 430 investment managers and broker-dealers worldwide, the Omgeo Central Trade Manager community grew by over 33 percent during 2013.
- Omgeo added new capabilities, including collateral optimization, to ProtoColl in 2013. The new capabilities are designed to help the industry more efficiently manage its existing asset inventory in light of emerging initial and variation margin collateral requirements imposed by the Dodd-Frank Act and EMIR. In addition, Omgeo announced partnerships in 2013 with TriOptima triResolve, a leading portfolio reconciliation solution, and AcadiaSoft MarginSphere, a margin confirmation service.
- Omgeo delivered a new pricing strategy designed to reduce costs and overall risk in the financial markets by incentivizing industry best practices. Omgeo has extended these efficiencies to its client community through targeted pricing across a number of services.★



Valuation

Counterparty Credit Risk

Risk

The best trading decisions require the best analytics.



Working as a real-time analytics engine for derivatives valuation, market risk and counterparty risk calculations, Numerix CrossAsset Server delivers aggregated risk analysis to every level of the organization. CrossAsset Server extends the rich features of the Numerix CrossAsset Library into an active, gridded server platform both sell-side and buy-side firms can use to compute pre-trade pricing, Mark-to-Market (MTM), Greeks, sensitivities, cash-flows, and both market risk (all flavors of VaR) and counterparty risk (CVA, DVA, PFE, FVA) for all enterprise requirements—from front office to compliance and regulatory reporting.

To learn why Numerix was named FTF News Awards "Best Pricing or Valuation Solution" visit <http://nx.numerix.com/Numerix-Best-Pricing-Valuation-Solution-fff.html>

