

Pershing for Institutional Brokers

Pershing provides agency brokers, market makers, inter-dealer brokers, and investment banks with a comprehensive middle- and back-office outsourcing solution to support the whole trade life cycle, increasing your operational efficiency, and helping you to focus on your core business.

Concentrate on What You Do Best

Institutional brokers are facing new challenges. The marketplace is in constant flux. Execution venues are proliferating and the settlement landscape is slow to consolidate. Your clients demand ever-higher speed and quality of order execution. You require flexible solutions to ensure you remain competitive, compliant, and ahead of market change.

Pershing's institutional services alleviate the pressure in your middle and back offices and enable you to focus on your most profitable activities. Our services support all types of institutional business, including agency broking, market making, and investment banking, across all major instruments.

Global Clearance and Settlement

Pershing offers General Clearing Member services across the major European markets including Deutsche Borse's Xetra, Euronext, the London Stock Exchange, and Virt-x. Our global settlement network delivers seamless clearing and settlement across more than 45 locations and provides access to major local and international Central Securities Depositories.

Putting You in Control

Real-time updates help you easily review trade status. You can choose the transparency of a fully disclosed model, with segregated accounts for clients and funds, or an omnibus structure. Dedicated fails management teams monitor your trades in real time, reporting and resolving fails directly with markets and counterparties.

Automate Corporate Actions and Foreign Exchange

Corporate actions and income services are fully automated via data vendors (Financial Times Interactive Data) or directly from agents. Cross-currency settlement is supported by our Foreign Exchange service.

Best-of-Breed Technology

Pershing continually invests in the very latest technology to help you leverage straight-through processing efficiencies and respond to market and regulatory developments.

Our robust and scalable Nexus processing platform supports SWIFT and XML to maintain multiples of average daily volume and to interface seamlessly with all major order management and other legacy systems.

A Compelling Cost Case

By turning fixed costs into variable costs, you can dramatically reduce your operational risk and overheads, and avoid costs associated with market infrastructure and regulatory change.

Business Continuity Provisions

Faced with a growing number of threats, it is vital that your firm is prepared for a wide range of business continuity scenarios. Pershing's detailed business continuity plans incorporate geographically diverse operations, an award-winning backup data centre, and a rigorous testing schedule, ensuring that we continue to support your firm's critical business activities in the event of an incident.

Expertise and Independence

Globally, Pershing has more than 65 years' experience in providing outsourcing solutions to financial services firms. We currently serve more than 1,150 clients worldwide, including some of the world's most respected brokers. An affiliate of The Bank of New York Mellon Corporation, we provide integrated execution, clearing, settlement, and custody services and believe we are the only outsourcing solutions provider to combine such blue-chip parentage with genuine focus and independence.

To find out how Pershing's services for institutional brokers could help you grow your business, call the sales team on +44(0)20 7864 8000 or email salesteam@pershing.co.uk.

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