

# The world's best financial services talent on demand

## THE FINANCIAL SERVICES SECTOR IS UNDERGOING RAPID TRANSFORMATION, AND SO TOO MUST THE FIRMS WHO LEAD IT.

Yet only about 7% of financial services CEOs in the U.S. and Europe, and only 14% in APAC<sup>1</sup>, say their firms are very prepared to make the innovations needed to fend off fintech startups and capitalize on digital opportunities.

Get the financial services expertise you need with on-demand talent from Business Talent Group (BTG). BTG is a pioneer in the high-end independent consulting market, enabling financial services companies to fill knowledge gaps and crucial roles, mobilize for large-scale transformations, and surge capacity as needed.

<sup>1</sup> PwC Banking 2020 Survey

---

### GET ON-DEMAND ASSISTANCE WITH:

Transformations and innovation | Market evaluations and growth strategies  
Customer insights, engagement, and loyalty | Process and performance improvement  
Project management | M&A | Business intelligence and analytics  
Cost reduction | Technology systems implementation | Digital strategy  
Change management | Call center strategy | **And more**

# Benefits of Partnering with BTG

BTG provides the on-demand talent you need to tackle your biggest challenges—individuals or small teams, onsite or remote, U.S. or global. That’s why **36 top financial services firms—and 37% of all Fortune 100 companies—trust BTG** to scope, select, and oversee independent talent on projects that fuel growth, innovation, and performance improvement.

## WITH BTG, YOU’LL GET:

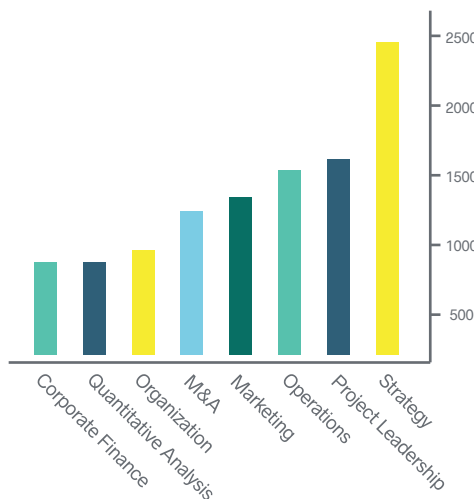
- On-demand access to **3,100+** of the world’s best financial services consultants, executives, and project managers
- The ability to quickly scale team bandwidth for urgent projects and demand variability
- A partner experienced in building teams and managing onboarding and knowledge transfer

## IN-DEMAND SKILLS:

### # OF FINANCIAL SERVICES TALENT EXPERIENCED IN EACH AREA

Our talent has the skills and expertise to complete your most important work.

BTG can fill your team’s knowledge gaps at the times you actually need those skills—helping you reduce headcount and costs.



## BTG TALENT IS:



Vetted for Your Needs



Integrated with Your Team



Rapidly Deployed

## TOP EXPERIENCE SEGMENTS: # OF TALENT WHO HAVE WORKED IN EACH INDUSTRY

PE / VC  
●●●●●●●●●● 900+

Asset / Wealth Mgmt.  
●●●●●●●●●● 650+

Retail Banking  
●●●●●●●●●● 575+

Investment Banking  
●●●●●●●●●● 550+

Credit Cards / Payments  
●●●●●●●●●● 425+

# Financial Services Case Studies

## PUTTING A TRANSFORMATIVE STRATEGY INTO ACTION

A F500 financial services client was struggling with regulatory inefficiencies affecting its most profitable products. A Big Three consulting firm had identified the most pressing issues, but left no clear steps to take. The client turned to BTG for a team to put the strategy into action.

**Value:** BTG assembled a three-person team—with a former Big Three consultant and lean process expert as project lead—to quickly pick up where the firm left off. With support from a Six Sigma capacity-management specialist and an experienced financial analyst, the team designed and piloted an end-to-end process to deliver a 20% boost in profitability.

---

## ARTIFICIAL INTELLIGENCE MARKET LANDSCAPE

The VP of Strategy at a global financial information company had identified several opportunities in the promising but fast-moving field of Robotic Process Automation (RPA), but needed help understanding the broader strategic landscape in order to prioritize future investments.

**Value:** BTG built a team of two AI/RPA experts and two analysts to collect insights about how competitors, customers, and key capital markets players were investing in RPA. Within three weeks, they delivered an actionable landscape report to help the company refine its investment strategies.

---

## PILOTING PROCESS IMPROVEMENTS

After a series of acquisitions, a commercial bank needed to standardize its back-office processes for small business lending. Its SVP of Process turned to BTG to help define a consistent process across all loan types that would address customer needs and reduce internal inefficiencies.

**Value:** BTG delivered a financial strategist who examined the current workflows, customer pain points, and competitive trends. Then she detailed an end-to-end process—with risk analyses, controls, and responsibilities by role. After presenting her recommendations, she outlined an implementation plan and continued to work with the company part-time to begin execution.