

Market Data

“You’re either *in front of* a Bloomberg, or behind...”

“Know. Now.”

“Raising your expectations.”

“Empowering the trading community.”

All advertisement cry-outs for “world-leading” market data systems. Can you still follow the market evolution? Which system is the best? For doing what? For which price? Which system do we need for this function?

Or should we ask: “What data and functionality do we need for this function?” And after finding that answer, trying to fill the tool that can do all this.

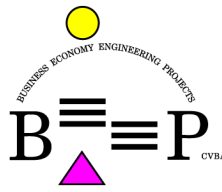
All market data professionals know that it is most likely that the second option is the best. The same professionals also know that this is not always the easiest way to go. How is it possible to look at the market data industry with an open mind, when traders & analysts are brainwashed by vendors into believing that they all need their product? Often all at the same time, if possible. And there lies the problem.

Since the internet bubble burst and the markets tumbled down, the financial industry has implemented cost management systems, not only to organise the invoice management, but increasingly in order to manage the cost per desk of market data & dealing-systems. Systems, which have proven to be very cost effective not only for getting down the total cost, but also in ensuring the same costs stay manageable.

A system can help you to manage a cost, but you still need the knowledge and, more importantly, the resources to manage it yourself! And there is where B.E.E.P. enters the equation.

B.E.E.P. cvba has worked for more than 15 years in and around trading rooms, with and for traders. In these years we became specialists in help desk management, market connectivity & STP, application support and market data management. Starting at the bottom, when the only task of a market data team was to deliver support to traders, and ordering what they wanted to have, and then through the period when the clean-up first started. This was years before most financial institutions felt the need or pressure to start doing this. This kind of experience made the step to hard, but efficient cost-cutting without adversely impacting the business, possible.

In order to make it possible to offer a worldwide, up-to-date service to their customers B.E.E.P. has associated itself with top expertise in the business like Madura Associates Inc. and Euro Market Data Ltd.



How can B.E.E.P. cvba help you?

DAILY

Beep can be an outsourcing partner for the complete market data business: checking invoices, predicting budgets and follow-up, administration, contacts with vendors and users and offering our expertise on content, contract negotiations, etc.

WEEKLY

Analysis of services that have been requested by users;

We look at the services users are requesting, to see if any of these services have better, or equal quality/lower cost alternatives. We combine this with an evaluation of the validity of the demand itself.

Comment on new contracts to be signed.

We examine the financial and functional conditions of any contracts and use our vendor & market knowledge to verify the pricing and get involved in negotiation if desired. This will give you the most flexible and economical contracts.

MONTHLY

Analysis of Bloomberg SID file

Bloomberg sends clients SID files with information about current users, terminals that have not been for 90 days, all changes per account etc. Whilst this can be dull recurrent work, the results can be very useful and often highlight opportunities for eliminating costs.

QUARTERLY

Analysis of the REUTERS DACS output (DaD and usage reports)

These reports contain a lot of data, but if it is well managed it can be very useful in the search for over consumption in exchange data & REUTERS terminals and therefore identifying opportunities for you to save costs. Compliance issues to 3rd party vendors & exchanges.

Analysis of all invoices paid to vendors.

A lot of vendors make errors in their invoices. This because there is poor communication between account officers and the invoice departments. We can improve this and prevent errors and save you time & money lost as a result of these.

Budget analysis

We can use our experience to make sure that your market data solutions match your budgets effectively, both now and going forward.

Analysis of specific vendor invoices.

Bloomberg, Reuters, Moneyline Telerate,...

Analysis of the market data industry

In our role we attend all of the relevant conferences & seminars. The knowledge acquired at these, combined with our experience of working with various financial institutions puts us in a good position to understand and evaluate the changing behaviour of vendors and advise on the impact this has on your business and any opportunities it presents.