



Monticello Consulting Group

A Global Financial Services
& Management Advisory Firm



Monticello
CONSULTING GROUP

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OUR CAPABILITIES

Monticello Consulting Group (MCG) is a trusted management consulting firm advising clients in the global financial services industry, partnering with them to achieve their vision of excellence. Headquartered in New York City, MCG offers a combination of expertise and proven methodology to drive meaningful bottom-line results for your strategic initiatives.

Recognizing that there is no single approach to address the complex issues facing business leaders today, MCG partners with your team to implement solutions that are optimal for your business and to your stakeholders. While working together, we will formulate an engagement which considers your organization's strategy, culture, and available resources. This approach, combined with our delivery model of assembling a high-impact project team, will yield unparalleled success.

Our Service Offerings



The MCG Difference

- > Singularly dedicated consultants serving one client at a time, without conflicting priorities
- > A "roll up our sleeves" approach with a focus on exceptional execution
- > Seasoned consultants with financial services industry expertise
- > A culture of collaboration and communication that seeks first to understand
- > A commitment to the highest ethical and professional conduct

Key Facts and Figures

2004

Founded

\$10M

2021 Revenue
(est.)

20%

Trailing 5-Year
CAGR

95%

Employee
Satisfaction

20,000+

LinkedIn
Followers

WHO WE ARE



Our Purpose

We aspire to be the preeminent consulting firm for the financial services industry - a place where our people are encouraged to reach their highest potential while providing exceptional services to our clients.

Our Core Values

- > Uncompromising Integrity
- > Responsible Leadership
- > Commitment to Excellence

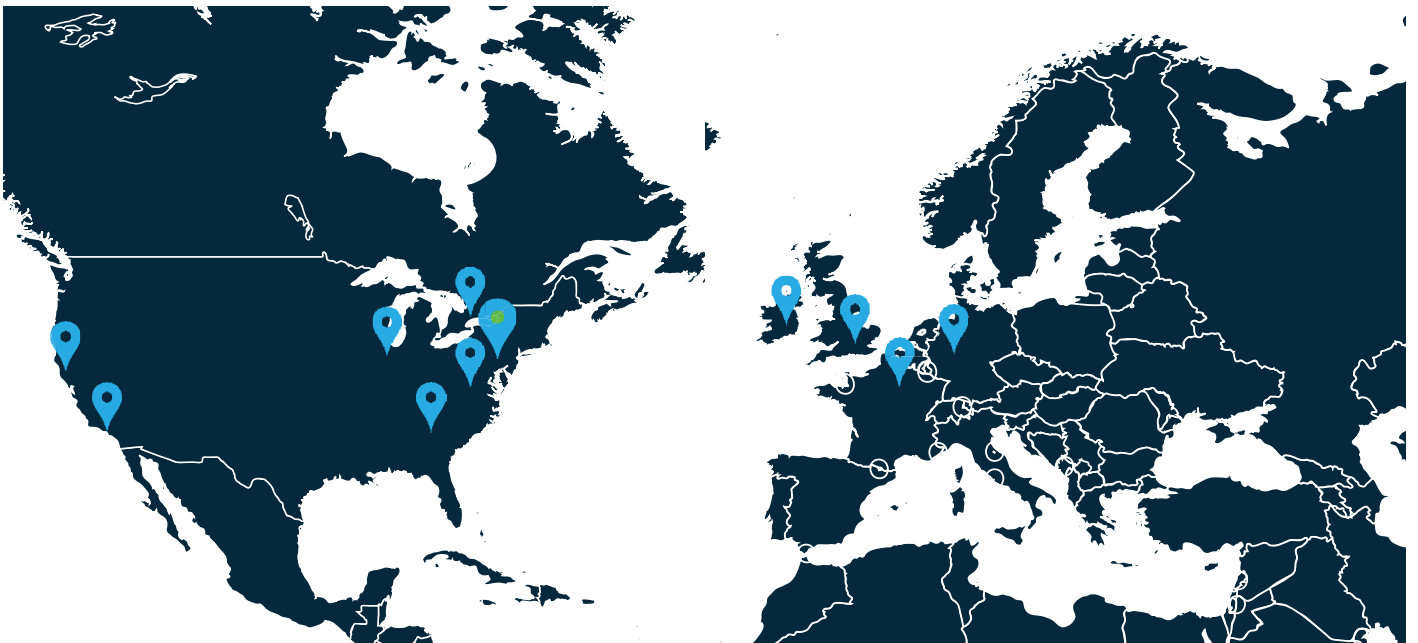
Our Commitments

- > Develop People & Leaders
- > Build Strong Relationships
- > Embrace Continuous Change
- > Create Shared Successes
- > Drive Global Innovation
- > Environmental & Social Responsibility

Our Culture



Our Reach



NYC | Chicago | LA | SF | Charlotte | Richmond | Toronto | London | Dublin | Paris | Frankfurt

WHAT WE DO

“ We engaged MCG to help us manage and implement major systems changes required by the Volcker Rule. They showed a clear understanding of both the regulatory requirements of the rule and the complexities of our systems, Monticello consultants worked closely with the bank’s stakeholders and proved invaluable in ensuring the successful completion of the program. We look forward to benefiting from their expertise again on future projects.

Director
Global Investment Bank ”

Financial Services Advisory

Navigate an ever-changing environment and meet your biggest challenges head-on with understanding, confidence and insight.

Regulatory Advisory
Financial Risk & Controls
Cyber Services



Change Management

Transform your operations on a global scale to drive innovation, improve financial performance & accelerate speed to market.

Portfolio/Program Management
Testing Governance
Agile Services & Products

Digital Transformation

Thrive in the increasingly digital world and turn complex challenges into opportunities & redefine the customer experience.

Digital Strategy
Technology Delivery
Data Management & Analytics



Monticello Consulting helped us to establish a new UAT team for MiFID II OTC regulatory reporting of rates, credit, FX, equities, and commodities instruments. The team quickly came up to speed and made sure testing was completed ahead of schedule... even with numerous process and technical challenges throughout the project.

Vice President
Global Investment Bank



OUR EXPERTISE

Organizations

- > Top Investment Banks
- > Leading Hedge Funds
- > Prominent FinTech Firms
- > Government Regulators
- > Key Financial Market
Infrastructure Firms

Lines of Business

- > Investment Banking & Capital Markets
- > Prime Brokerage
- > Treasury & Payments Services
- > Asset & Wealth Management
- > Commercial Banking

Financial Products

- > Fixed Income / Credit & Rates
- > Cash Equities & Derivatives
- > Foreign Exchange
- > Commodities
- > Structured Products
- > Mortgages
- > Alternative Investments



CASE STUDIES

“ We chose Monticello to lead a program-wide testing governance workstream because of the depth of their experience and their structured approach to testing. They showed a deep familiarity with our needs and were clearly committed to excellence throughout the entire process.

Managing Director
Global Investment Bank



Managing the IBOR Portfolio Transition

Interbank Offered Rates (IBOR) underpin the vast majority of derivative and cash loan product contracts, making the coming IBOR transition one of the biggest transformation programs in the industry. The wholesale banking technology organization of a top 10 global commercial bank engaged MCG to manage their IBOR Transition Program. Through a continuous partnership with technology, operations, product management, and enterprise-wide credit teams, MCG positioned our client to implement Risk Free Rates (RFRs) in wholesale lending agreements. Our rigorous program management and testing governance methodologies, end-to-end process understanding, aptitude for risk-sharing, and timely execution supported our client to ensure readiness for this monumental shift in interest rate benchmark reform.

Regulatory Program Management

Since 2015, Monticello has partnered with large banks, broker-dealers, and asset managers subject to UMR for OTC derivatives. Monticello continues to support clients with program management and testing governance services while also leading operational improvements and enhancements to trading processes. Our expertise in testing governance includes client onboarding, legal documentation negotiation leveraging new cloud-based platforms, collateral processing for prime brokerage clients, portal-based integration with buy-side clients thus offering margin pricing tools, and access to a large network of third-party custodians.

Strategic Business Restructuring

MCG partnered with a Tier 1 global financial institution to separate the existing broker-dealer business that provided coverage for its Retail clients and Institutional business. The MCG team served as a primary liaison across workstreams and the Executive and Technical PMOs. MCG project managers and business analysts were able to draw on their experience and expertise and work with stakeholders from all functional areas throughout the project lifecycle leveraging proven MCG methodologies and toolsets while also developing custom solutions required for this program's success. MCG financial services SMEs provided further guidance to support regulatory and business requirements.

CORPORATE RESPONSIBILITY & DIVERSITY



Monticello Consulting Group's focus on Corporate Responsibility and Diversity will forever remain a core business strategy. We continuously strive to attract and retain top talent with diverse backgrounds and experiences who aspire to make a lasting impact on our business and within our local community. Our active team of corporate citizens understands the importance and value of diversity and we encourage leadership and volunteerism to support its growth.

People: Monticello attracts, develops, and retains top talent with diverse backgrounds and perspectives. Through our inclusive culture, we treat each individual as a valued team member and foster a collaborative and supportive environment that increases the contributions of the team in order to leverage diversity to create business advantage.

Community: Monticello is comprised of passionate corporate citizens and active members of our local community, all of whom understand the importance of supporting our broad group of stakeholders. We organize and encourage direct volunteer involvement with local community groups in support of global challenges.

Performance: Diverse organizations perform better. As a Minority Business Enterprise (MBE), we recognize and appreciate the importance of operating in a way that promotes beneficial outcomes. Monticello continuously strives to be a firm where people from diverse backgrounds and experiences contribute to the firm's overall health and impact the bottom line.





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Monticello Consulting Group, Inc.



It is Monticello Consulting Group policy to provide equal employment opportunities to all individuals based on job-related qualifications and ability to perform a job, without regard to age, gender, gender identity, sexual orientation, race, color, religion, creed, national origin, disability, genetic information, veteran status, citizenship or marital status, and to maintain a non-discriminatory environment free from intimidation, harassment or bias based upon these grounds.