



# MANAGED SERVICE

The fully outsourced solution, EOSE work with and for you - developing and growing your market data business. Take a look at the table below to see what services are included:

SERVICE	WHAT WE DO?	WHY WE DO THIS?	BENEFITS
Review of your internal and outbound data	Conduct a system analysis and outbound data summary	Identifies value points in your data sets	Ensures maximum revenue for existing data
Client/Data user review outbound data	Review how external clients are already using your data and why	Informs your data policy. Allows us to develop products tailored to you	Ensures that existing usage can be easily commercialised with minimum impact on existing clients
Create and implement a data policy	Tailor a data policy to meet your objectives and client requirements	Ensures that data usage is correctly commercialised	Provides for both greater revenues and control
Produce a data licence for vendors and end users	Create a data licence agreement and roll out to existing clients	Correctly controls your data use rights	Reduces data leakage and unlicensed activity
Develop a data package and pricing structure	Package your data into sets of asset classes	Ensures that vendors and clients can control and understand your data sets and pricing	Vendors can onboard more quickly and clients easily understand the data options
Work with the content acquisition teams to launch the new service	Through our existing relationships we ensure your service gets through the process quickly and smoothly	Reduces time to market and maximises vendor engagement	Faster revenue generation
Assist with technical delivery	Where additional technology is required to export data we can introduce technical solutions	Using known technology providers with the relevant experience ensures the most efficient solution is provided to fit your requirements	Reduced cost and time to market
Create marketing literature	Create a Matrix of Data Assets, Dictionary of Data vendor symbology and product marketing sheets	Your clients can find and use your data and understand the benefits of choosing your data	Client penetration and revenue generation. Can be used to create co-branded assets with vendors to increase sales
Data Sales	Our data sales team will work with vendors and clients to generate sales	Experienced sales resources at a fraction of the cost of taking on headcount	Revenues generated without taking on the risk of resourcing an in-house team.
Account management	Regular meetings and managing the contract rolls	To maximise vendor engagement and generate upsales/reduce cancellations	Retaining revenues in a cost cutting environment
Reporting	We will manage vendor usage reporting and ensure that your finance department are able to manage income	We have experience of reporting expected revenues and management reporting where data revenues may behave differently to core business	Enables you to predict recurring revenues and forecast income reliably
Legal and Governance	Work with your legal team to understand the contracts in place and requirements from those	Your legal and business teams will be aware of dependencies on data and core business	Risk management
New product or policy launch	As your market data business flourishes we will work with you to communicate new policies and product launches	To maximise promotion and compliance	Long term revenue generation
Monthly management report	Using our systems and processes we provide detailed reports of sales and account management functions	So that you know who we are talking to and why and at what stage of negotiations we are at. You will also be aware of issues and concerns throughout the life of the contract	Transparency and peace of mind

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