



## **IREVNA'S UNIQUE PARTNERSHIPS LEAD WAY IN KNOWLEDGE OUTSOURCING REVOLUTION**

*One-of-a-Kind Network Facilitates Collaborations to Aid in Complex and Evolving Client Demands*

**London, UK (November, 2008)**—The CRISIL Irevna Group, the leading global offshore investment research services provider, is partnering with sister research companies to deliver unique value to clients as the firm and larger financial services industry adapts to a new economic landscape. Irevna is a unit of CRISIL, India's largest ratings, research, risk and policy advisory company.

Irevna is the only knowledge process outsourcing (KPO) firm with allied units specializing in industry and research expertise and is the first to partner with traditional research firms. Irevna is increasingly leveraging its access to CRISIL's vast pool of experts to provide new value propositions in a radically changing global marketplace. KPOs provide advanced outsourcing services requiring highly skilled, analytical offshore personnel.

"Global finance is changing and our clients are evolving, so we are proactively shifting the conventional outsourcing model," said Roopa Kudva, Managing Director & CEO of CRISIL. "Being part of the CRISIL Group is a unique advantage to Irevna clients, particularly during times of great market volatility and uncertainty. The opportunities to apply CRISIL's extensive expert pool to support Irevna's global client base will only accelerate as clients seek best of breed global solutions to inform their critical investment decision-making."

In one partnership, CRISIL Ratings, which rates Indian sovereign, corporate and municipal debt issues, began providing training for Irevna associates in the fixed income research group. The training program gives Irevna analysts robust expertise that will enable them to make better judgment calls. Irevna's fixed income analysis offshoring team was started several years ago by a group of CRISIL Ratings analysts.

Another unique recent partnership involved CRISIL Research, the largest provider of independent research in the Indian financial markets with sector experts on most global industries. An Irevna investment banking client requested a complex financial modeling package to help the client significantly increase its ability to track thousands of companies in various global sectors. Irevna analysts were able to collaborate with CRISIL Research industry experts in, for example, metals and mining to create an advanced, customized package fulfilling all of the client's requirements.

"The combination of skills provides clients with an opportunity to get much more than just an offshore resource," said GV Mani, Senior Director of Irevna. "The exceptional accounting skills of Irevna analysts met with the world-class industry expertise that CRISIL Research provides, creating a result that exceeded all of our client's expectations."

### **About Irevna**

Irevna is a global leader in offshore equity, credit and derivatives research services for financial institutions. Founded in 2001, Irevna pioneered the concept of 'off-shoring investment research' to the world's leading investment banks and financial institutions. Irevna is the most experienced and diversified provider of analytical services to the financial services industry, supporting Equity Research, Equity Strategy, Credit Research, Securitization Research, and Derivatives IT and Structuring. Irevna has been voted the leader in high-end investment research and analytics outsourcing, for the second year in a row, by the US-based Brown & Wilson Group. For more information, please visit [www.irevna.com](http://www.irevna.com).

In May 2005, Irevna became a part of the CRISIL group. CRISIL is India's leading Ratings, Research, Risk and Policy advisory company. For more information, please visit [www.crisil.com](http://www.crisil.com).

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