



# Sharp Decisions<sup>®</sup>

Capabilities Overview



**It's not just our name -  
it's our way of being.**

**A clarity of thought when  
approaching challenges,  
and not just making good on  
promises, but making ourselves  
and our clients better.**

# About Sharp Decisions



## Our Company

Sharp Decisions, Inc. provides Financial Operations and Information Technology personnel and consulting services to commercial and government clients throughout the United States and around the world. Founded in 1990, we've built an impressive client list through our dedication to maintaining strong relationships with existing customers, while strategically forming new alliances.

We're passionate about doing right – by our employees, candidates and clients. We're not afraid to try new approaches or change the way we do business to achieve success.

## Technology Services

Our history of achievement and superior service means we've built the technology backbone for numerous public and private sector clients, including Fortune 500 and other high-profile companies.

We provide expert Information Technology staffing and consulting for Federal, State and Local Governments and commercial clients throughout the US and around the world. And at Sharp Decisions, your business is our business –whether it's Telecommunications, Finance, Accounting, Entertainment, Media, Healthcare, Manufacturing, Transportation or any other sector.

## Financial Services

For more than 20 years the financial industry has turned to Sharp Decisions for high-level personnel with a deep understanding of the systems, products, and business processes that capital market providers depend on day to day. We provide critical staffing solutions for some of the most venerable and prestigious banking, investment, accounting, and finance companies around the globe.

Sharp Decisions' account managers and recruiters have over 30 years of relationships and experience on the street, so you can rest assured they speak your language and understand your world.

# Technology Services

Technology is in our blood: it's where we started, and it's where we're going. Innovation is our passion: dedicated people working together to create solutions with collaboration, trust, and integrity. Technology is the bedrock of business, and Sharp Decisions provides the personnel and services to place your business on a foundation that will survive the test of time.

## Roles:

Software Developers / Software Architects /  
Project Managers / Business Analysts /  
Team Leads / Data Modelers / PMO /  
Technical Support / Production Support /  
Database Administrators / Program  
Managers / Technical Writers

## Expertise:

SQL / .Net / JAVA/ C# / C++ / CMS / Oracle /  
Sybase / DB2 / Sharepoint / ETL Tools / CRM /  
ERP / Data Modeling / Network Administration /  
Web Development / Quantitative Analysis /  
Quality Assurance

## Services:

Project Management / Systems Implementa-  
tion / Network Administration / 24-7 Support /  
ERP / Network Design & Administration /  
Project-Based Agreements / Infrastructure /  
Security Design / Quality Assurance / Staff  
Augmentation / Business Intelligence / Data  
Warehousing / Database Design & Support /  
Application Development

## Industry Specialities:

Healthcare / Government / Utilities / Manufacturing / Telecommunications /  
Media & Entertainment / Hospitality / Transportation / Financial Services /  
Investment Banking / Hedge Funds / Insurance

Many of the world's most prestigious organizations choose Sharp Decisions to meet their technology challenges, and stay with us. Here are a just few reasons why:

# Technology Services



## 1 We know you.

Your business is our business, whether it's Finance, Telecom, Media, Healthcare, Entertainment, Manufacturing, or Transportation— we have the solutions for any industry.

## 2 You know us.

Over 20 years in the business means we've provided the technology backbone for numerous Fortune 500 and other high-profile organizations.

## 3 A record of success.

Our long track record of success in all phases of project development, management, and staffing has made us a trusted partner for private companies and governments.

## 4 Global yet personal.

We have the ability to quickly place experienced technology staff and project managers in almost any location around the world, while bringing local business knowledge.

## 5 Outside the box.

We stand ready to creatively drive innovation, handle high-priority initiatives, and fill critical skill gaps in your staff. No project is too specialized or complex.

## 6 Diversity matters.

As a fully certified woman-owned business, we provide high-quality technology personnel and services while satisfying client diversity programs.

# Financial Services

Settlements  
Reconciliation  
Corporate Action  
Securities Lending  
Collateral Management

Fixed Income

Equity

Currencies

Derivatives

**Commodities**

**OTC Clearing**

**Dodd-Frank Reporting**

Sharp Decisions understands the business of finance and the financial markets – from major software platforms like Calypso, Murex, GMI, and Summit, to complex financial products such as Credit Derivatives, Commodities, and Foreign Exchange. And you can count on us to stay on top of emerging developments and legislation including OTC Clearing, Regulatory Reporting, and the Dodd-Frank Act.

We offer staffing for Project Management (Change the Bank, Run the Bank, Project Managers, BAs, PMOs), Asset Servicing (Major bank asset servicing groups, Custodians, Third-party administrators), and Financial Accounting (Business Intelligence, Expense Management, Financial Control, Internal Audits, Reporting) across all products.

We don't rely on job boards, but instead on the extensive network of relationships we've built over the years. Our qualification and pre-screening process is fast and efficient, insuring that the candidates we provide are excellent prospects, and have expectations that are in line with client requirements. We place candidates for permanent (associate through Managing Director) roles, as well as consultants including business analysts, project managers, and program managers.



# Sell Side



# Buy Side

Top global & regional U.S.  
& Foreign Banking Institutions

[Capital Markets & Private Wealth]

Asset Management & Alternative  
Investments

[Hedge Funds, Mutual Funds & Pension Funds]

## Front Office

- Sales Support
- Trading Support
- Prime Brokerage Sales

## Middle Office

- Trade capture
- P&L
- Risk
- Prime Brokerage
- Operations

## Back Office

- Trade Confirmation
- Trade Settlements
- Reconciliation
- Record Keeping
- Regulatory Compliance



**We take our work personally,  
building strong partnerships  
and developing the  
best solution  
for each client, delivering on  
Every Promise, Every Project,  
Every Time.**

## EAST

### New York Headquarters

1040 Avenue of the Americas  
17th Floor  
New York, NY 10018

### North Carolina

#### Charlotte

401 N. Tryon Street  
10th Floor  
Charlotte, NC 28202

#### Durham

2530 Meridien Parkway  
Suite 200 & 300  
Durham, NC 27713

### New Jersey

303 Carnegie Center  
Princeton, NJ 08540

### Chicago

30 South Wacker Drive  
Suite 2200  
Chicago, IL 60606

## WEST

### Los Angeles

222 North Sepulveda Boulevard  
Suite 1306  
Los Angeles, CA 90245

### Arizona

2375 East Camelback Road  
Suite 500  
Phoenix, AZ 85016

## UK

### London

167 Fleet Street, 3rd Floor  
London, England  
EC2A 2EA

## WEB

[www.sharpdecisions.com](http://www.sharpdecisions.com)

