Established in 2004, Avantage Reply (a member of Reply) is a pan-European specialised management consultancy delivering change initiatives in the areas of Risk, Finance (Capital Management and Regulatory Reporting), Treasury and Operations.

Overview

Our difference takes the form of a specific subject-matter focus, which is also supported by our excellent reputation for delivering solutions to our clients’ most challenging issues. Our local offices work closely with our other European offices, meaning we have both a local and global approach to doing business.

Specialised Management Consultancy

Our consultants have an average of 12 years, and a minimum of 4 years, of experience. Our team is comprised of around 75% permanent consultants and 25% associates whom we employ on an ad-hoc basis to complement the expertise and experience of our permanent staff members.

Delivery Capabilities across Europe and the UK

- Avantage Reply employs 200 consultants within our 12 offices across Europe and the UK.
- Our consultants have an average of 12 years, and a minimum of 4 years, of experience.
- Our team is comprised of around 75% permanent consultants and 25% associates whom we employ on an ad-hoc basis to complement the expertise and experience of our permanent staff members.

Area of expertise

- Regulatory Implementation: Basel III/CRD IV, AQR & Stress testing, Solvency II (Insurance), EMIR, Dodd-Frank Act (including Volcker Rule), MIFID II, AIFMD, UCITS V, SEPA.
- Credit Risk: FIRB and AIRB, credit risk data, credit risk MI, credit risk modelling, credit risk management.
- Counterparty Credit Risk (“CCR”): IMM, CVA, CCPs, collateral management, wrong-way risk.
- Liquidity Risk: Intra-day liquidity, funds transfer pricing, LCR and NSFR, stress testing.
- Finance: Regulatory reporting (FINREP, COREP, Liquidity Reporting, Large Exposures, IFRS 4, IFRS 9 and Pillar 3).
- Risk and Finance Technology: Software selection, development (business and functional analysis), implementation.
- Capital Management: ICAAP, RWA optimisation, stress testing.
- Operational Risk: AMA and AMA-Light, operational risk framework, control assurance.
- Integration/Change: Major programmes with Risk, Finance and Treasury areas following acquisitions and spin-offs.
- Enterprise Risk: Risk appetite, policy frameworks.

Member of the Reply

- Reply, a publicly-listed group employing 4,600 business- and technology-delivery service professionals, is made up of a network of highly specialised companies, which support leading industrial groups in defining and developing business models to optimise and integrate processes, applications and devices, using new technology and communication paradigms, such as Big Data; Cloud Computing; Digital Communication; Internet of Things; Mobile and Social Networking.
Capabilities and Credentials

Our delivery capabilities cover Advisory Services, Programme and Project Management and Business, Functional and Data Analysis.

- Risk, Finance, Treasury, Operations
- Regulatory Expertise
- Risk Change & Technology

Our clients are large international Financial Institutions as well as specialised Financial Services Business Units within international groups.

Retail & Corporate Banking
- ABN Amro, Barclays, BGL BNP Paribas, Bil, Commerzbank, Deutsche Bank, ING, RBS, SNCI, Standard Bank, UniCredit, etc.

Investment Banking & Capital Markets
- Alliance Bernstein, BNY Mellon, BPSS, CACEIS, Man Group, RBC Investor Services, Rothschild, State Street, etc.

Investment Management & Investment Services
- Clearstream, Euroclear, Ice Clear, etc.

Post-trading Service Providers
- Aviva, Axa, HSBC Insurance, ING Insurance, LBG Insurance, Liverpool Victoria, P&V, XL, etc.

Insurance

Avantage Reply Luxembourg Management Team

Frederic Gielen
- Experience: 21 years in Banking and Asset Management
- Specialises in: Regulatory change and Treasury
- Typically assists our clients with: CRD IV, EMIR, MiFID II/MiFIR
- Call Frederic to discuss: Regulatory issues (including COREP), Treasury
- Email: avantage@reply.eu
- Phone: +32 (0) 491 558 985

Stéphan de Prins
- Experience: 18 years in Banking and Asset Management
- Specialises in: Risk and Regulatory Reporting System development and implementation
- Typically assists our clients with: Delivery of risk and finance systems implementation
- Call Stéphan to discuss: CRD IV, COREP, FINREP, Risk and regulatory reporting system
- Email: avantage@reply.eu
- Phone: +352 691 502 224

Nico Luettke
- Experience: 18 years in Banking and Asset Management
- Specialises in: Credit risk, Portfolio Management, Internal Auditing
- Typically assists our clients with: Credit, Counterparty credit & Country risk, Credit protection, Investment management, Business processes and controls
- Call Nico to discuss: Credit risk management, Portfolio review, Internal audit services
- Email: avantage@reply.eu
- Phone: +352 621 166 313

Visit Avantage Reply’s LinkedIn page