



Press Release – for immediate release

Date: 18th August 2022

PIVOT launches Client Service Advisory Services: Jaydeep Jayakar heads as Consulting Director

PIVOT is pleased to announce the launch of its latest vertical **Client Service Advisory Services**. This vertical will be headed by **Mr. Jaydeep Jayakar** as **Consulting Director**.

Jaydeep based at Mumbai carries 40 years of rich experience with a leading global bank in multiple capacities, especially custodial services. He also had an excellent exposure to treasury operations, custody operations, client service management, forensic banking, deal/transaction structuring and branch/retail banking. He was instrumental in driving change, developing strategies during changing times, managing risks, setting benchmarks for service standards that assisted institutional clients and the Bank without compromising on operational, legal, and reputational risks. He has engaged with Regulators, investigating agencies & Industry bodies to support developments in the Financial Markets. He developed best-in-class servicing modules/ methodologies as well as documentation/guidance notes customised to service different types of institutional clients – local and cross-border. He has been instrumental in developing multilevel client engagement communications. In addition, he led / key member of several major business transformational and cross functional projects.

Viraj Kulkarni, CEO of PIVOT said "I have known Jaydeep for over two decades and am delighted that he has chosen to head the newly created division. He brings a wealth of knowledge and best practices of the securities services industry and an excellent network of relevant contacts which will be of great benefit to our clients and the industry."

Jaydeep besides being a certified associate of the Indian Institute of Bankers also holds Investment Administration (IAQ) and International Custodial Services Qualification (ICSQ) from Securities Institute, UK (CISI).

About PIVOT India

PIVOT (www.pivotmgmt.com) is now the only worldwide Consulting firm to provide a full bouquet of Advisory Services in the Custody space.

We provide advisory services in the sphere of Business Strategy, Client Services, Fund Accounting, Operations, Capital Market Infrastructure, and Broking. Based in India and Cyprus (www.pivotcyprus.com), we are the largest custody consulting company in Asia and the Middle East, with projects included setup/business re-engineering in India, the Middle East, and Europe. PIVOT is the founding member of TSSAG the Global body of Consulting firms in the Securities Services space (www.tssag.info). PIVOT's highly experienced team (local and cross-border) with over 200-person years of mainly senior management experience provides expertise in 7 segments (including operations advisory) across 11 service areas, with a presence in 5 countries. PIVOT delivered measurable significant successes to its clients (Custodians, Stock Exchanges, Brokerages, FPIs, Corporates, PEs).

PIVOT's global solutions include: **30-hour** Custody Training program; **20-hour** Fund Accounting training; **Cross Border Client Acquisition Product**, especially for Single Country Capital Market entities.

Our pedigree Clientele includes cross Border Institutions. We offer Custody Advisory Services (set up/ build/fast forward mode) in Advanced Markets, Emerging Markets, and Frontier Markets.

Welcome aboard Mr. Jaydeep Jayakar