

THE CLIENT

A newly formed organisation building a retail and buy to let mortgage company whose products and services would be distributed exclusively through intermediaries.

Regulated by the Financial Conduct Authority.

THE CHALLENGE

The client is made up of a group of mortgage industry leaders who wanted to set up and launch a new retail and buy to let mortgage lender operating in the UK.

The organisation built a compelling proposition but needed support as they went through all the regulatory, legal and operational steps ready for go live.

The client had no established PMO function and was looking for a solution to help them stay on track and achieve their go live date.

OUR APPROACH

We were referred by a former client of Grayce who had joined the company and knew about our service. We worked with the client to understand their aims, objectives and deliverables for roll out of the new trading company. It was clear that multi-skilled people were needed, able to shift from Business Analysis activities, Project Management and support the governance of the programme. As the mortgage industry is regulated by the Financial Conduct Authority the project needed to incorporate key regulatory activities in order to gain the right permissions to trade.

Grayce helped map processes for the new businesses, tracked progress of the key legal documents, supported the securitization workstream, completed RAID logs and planned re-prioritisation activities.

THE RESULTS

By bringing in the right resource to track activities and maintain momentum for the go live, Grayce was able to support the successful launch of the new trading company. The organisation is a leading intermediary lender and has been winning awards since its launch.

Using our multi-skilled people, the client has been able to continue the securitisation project working in the treasury to help keep the project on track.