

We Know Credit....

RedShift International is a specialist credit risk consulting company that offers expertise and services for the energy, commodity and investment banking markets. RedShift offers unparalleled expertise and experience in the area of credit risk processes, system implementations and optimal system configuration through the founders' direct experience of over 30 credit projects.



Our specialist knowledge ensures that our clients enter an engagement aware of all the potential issues and pitfalls of any proposed project - resulting in a reliable plan that offers results within a predictable budget.

What We Do

We offer credit risk consultancy in the areas of road mapping, system selection, business case production, requirements gathering, workflow configuration as well as rollout, implementation and system support. In addition we offer services to check the accuracy and alignment of legal executed contracts with the electronic versions.

We can offer advice on project budgets, realistic timescales, project organisation and project structure. Our aim is to show real benefits from any engagement as quickly as possible for our clients and recommend a choice of strategic routes.

Our consultants have been involved in over 30 credit risk system projects including a number of enterprise wide deployments across different continents. Projects have included both multi-commodity physical and financial trading operations.

Why We Are Unique

RedShift boasts concentration of credit expertise within one company that has detailed knowledge of credit system projects that cover North America, Europe and Asia.

We are the only specialist company that has detailed knowledge of the major credit system suppliers in all aspects of the product and implementation.

We only use experienced consultants who have worked in the jobs we ask them to do in a previous setting thereby guaranteeing success. We offer competitive pricing that represents good ROI when combined with the calibre of consultants we offer.

Our detailed hands on experience and focus provide our clients with a realism that provides benefits quickly while avoiding the usual pitfalls of credit projects. We will go the extra mile to ensure that our client's spend no more than the required effort to bring benefits to fruition.

What We Know

RedShift has many years of financial markets experience covering credit processes, exposure, risk management techniques and risk mitigation.

Our experience covers the following:

Markets

- ⇒ Commodity markets
- ⇒ Energy
- ⇒ Financial securities and derivatives
- ⇒ Treasury

Credit Processes, Exposure and Risk

- ⇒ Counterparty management
- ⇒ Credit scoring
- ⇒ Limit Setting processes
- ⇒ Pre-deal checking
- ⇒ Exposure measurement
- ⇒ Stress testing and scenario management.
- ⇒ Credit analytics including Pre trade credit pricing, PFE, CVaR
- ⇒ Risk capital allocation

Mitigation

- ⇒ Netting, margining and other forms aggregate mitigation

- ⇒ Use of management of mitigation instruments such as LCs, bank guarantees and other forms of trade finance within commodity trading

RedShift also has specialist detailed experience of both the energycredit system (Temenos) and the Commodity XL for Credit system (Triple Point Technology)

Management Team

Ian Tobin

Founder and head of Product Strategy of Raft International (now Temenos) that produced the Energy Credit product and subsequently the Managing Director (EMEA) and Chief Strategy Officer for the ROME Corporation (now Triple Point).

Aviv Handler

Founder of Coherence Consulting a specialist consulting company offering credit risk expertise for the energy and commodity trading markets. Coherence provided services to a variety of companies including oil majors and utilities.

Prior to founding Coherence Aviv built and brought to market the credit risk system in the Panorama product from SunGard. He has also been the head of product strategy for KWI, who provided software to the gas and power trading industry.



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