

# What's key to your business is core to ours.

**DRS is an alternative legal services provider to the financial services sector. Trusted by banks, asset managers, funds and trading firms across the globe, we provide solutions that deliver rapid and efficient negotiation and remediation of document portfolios. Our solutions mitigate risk, strengthen compliance and increase commercial opportunities.**

We achieve this by channelling deep industry knowledge and experience through our outstanding people, and implementing rigorous process. Our clients achieve these results by engaging our DocHub<sup>TM</sup> outsourced service, without any capital expenditure or infrastructure costs. Whether you have one document or 10,000, we are fully equipped to meet your needs.

Established in 2009, we have 100 members of staff operating from offices in London and Newcastle. Our team is led by industry practitioners with extensive legal and financial services expertise. We negotiate, amend and analyse contracts, in large scale or in low volumes – delivering high quality, high-value solutions on a 'business as usual' or project basis.

## **Key Benefits** **Reduced costs**

Our processes, technology and quality control are designed to minimise costs, delivering material savings compared to using other internal resources or external providers.

## **Access to a wide set of skills**

We deliver outcomes, not simply access to specific individuals. The skills and capabilities of our entire team are applied in order to optimise your results.

## **Accelerated speed to market**

Our entire business model is designed with your documentation needs in mind, resulting in increased operational efficiency, improved execution rates and reduced time to market.

## **Enhanced risk management**

Our contract analytics services transform contract data into actionable insights, enhancing your regulatory compliance, risk management and trading opportunities.

## **DRS in action**

We manage **40% of global master agreement workflow** for a Tier 1 investment bank (ISDAs, GMRA's, GMSLA's, clearing documentation etc).

We manage **hundreds of fund addition amendments** for buy-side and sell-side institutions.

We achieved **100% success rate** with 'Phase 2' implementation of the initial margin (IM) rules for OTC derivatives.

We negotiated **over 3000** variation margin compliant CSA arrangements with an **87% success rate** versus an industry average of 40%.

## **DRS in Numbers**

**80%**

AVERAGE SAVINGS  
PER DOCUMENT  
VERSUS LAW FIRMS

**38%**

AVERAGE SAVINGS  
PER DOCUMENT  
VERSUS IN-HOUSE

**UP TO  
£55,000**

SAVING ON EVERY  
100 DOCUMENTS  
NEGOTIATED

**34 DAYS**

AVERAGE TIMELINE  
ISDA NEGOTIATION

**10**

YEARS IN OPERATION

**500+**

NEW DOCUMENT  
INSTRUCTIONS  
PER MONTH

**48**

CLIENTS TO DATE

## **Our Purpose**

We exist to provide contract management services to companies in the financial services sector giving them the freedom to focus on their critical risk and core business functions.

## **Our Vision**

Our goal is to be the go-to solution for legal documentation challenges regardless of scale.

## **Our Mission**

We will deliver outstanding outcomes with a single purpose; to manage our clients' contracts more efficiently and at a lower cost than they can themselves.

## **Our Values**

Do the right thing.  
Play your part.  
Choose growth.

**DRS**<sup>TM</sup>  
Alternative.  
Legal.  
Solutions.

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