

Red Deer announces integration with Instinet's RQ Connect to enable firms to optimise research workflow management and drive operational efficiencies



London, 19 October 2017 – [Red Deer](#), a next-generation financial technology company dedicated to enhancing the performance of active investment managers, today announces a strategic partnership with Instinet Europe Limited to provide an integrated solution to seamlessly manage research inducement, consumption, valuation, payment and commission management under the new MiFID II regime.

Red Deer's research valuation management solution will attribute, forecast, track and manage budgets for research funding and consumption, integrating with Instinet's RQ Connect application within its research payment and commission management platform, Plazma[®], to provide a seamless end-to-end research valuation and payments process.

Commenting on the partnership, Luke Oubridge, CEO Red Deer, said, "A number of Red Deer clients have chosen to work with Instinet to manage their research payments as part of MIFID II research unbundling. Integrating gives them a pain-free and complete end-to-end solution, allowing them to reduce operational overhead and free up resource to focus on other challenges they may face in preparing for the January deadline."

Red Deer's research valuation management solution captures and attributes firm research consumption across all channels including email, chat and voice, giving buy-side firms the most accurate view of their research value. This approach has the added advantage of preventing inducement across the firm. Red Deer's Outlook plugin and mobile application mean that firms can be MIFID II compliant quickly, with minimal disruption to their investment process. Oversight reporting is exceptions-based, offering compliance teams greater transparency and operational efficiencies.

“Instinet is pleased to be working with Red Deer to provide clients a seamless and comprehensive solution for their research management needs through RQ Connect. As part of Instinet’s agency model, our infrastructure allows clients to choose the tools that best match their requirements as they navigate the current MIFID II regulatory landscape,” said Patrick Gill, Head of Commission Management for Instinet Europe.

Instinet’s RQ Connect enables Research Procurement Management (RPM) systems to transfer research quality assessment data to Plazma. Investment managers can review, edit and confirm this information on their desktops, and seamlessly authorise payments, notably through Instinet Europe Limited’s certified Payment Institution license. RQ Connect unifies outside evaluation and budgeting processes with the established payment facilities of Plazma.

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About Red Deer

Red Deer is a next-generation financial technology company dedicated to enhancing the performance of active investment managers. Serving a client base of some of the world’s leading hedge funds, asset managers and pension funds, Red Deer is founded on three key pillars – ‘Miss Nothing that Matters’, ‘Turn Data into Decisions’ and ‘Stay Ahead of Regulation’. Red Deer enables active investment managers to intuitively explore and discover, share and collaborate and make data-driven decisions that drive performance, whilst seamlessly staying on the right side of regulation.

Discover the technology that has the power to change your investment world. Visit www.reddeer.com or email media@reddeer.com

About Instinet

As the equity execution services arm of the Nomura Group, Instinet Incorporated’s subsidiaries provide independent, agency-model brokerage services to clients throughout the world. Through its advanced suite of electronic trading tools, experienced high-touch trading group and unparalleled access to insightful content and liquidity, Instinet helps institutions lower overall trading costs and ultimately improve investment performance. Over the course of its 45+ year history, Instinet has introduced a range of now industry-standard trading technologies as well as the world’s first major electronic trading venue, one of the first U.S. ECNs and the Chi-X businesses. For more information, please visit instinet.com.