

Thank you,



28STONE NEWSLETTER | SUMMER 2022 HIGHLIGHTS

Dear Friends,

We hope you all are enjoying the sunshine and treating yourself to some well-deserved time off this summer.

We're excited to introduce our quarterly newsletter. Our aim is to discuss relevant industry insights and trends, share fun staff updates so that you can get to know our team, and most importantly, to connect with you on a regular basis. Through these updates, we hope that you will learn more about developing industry challenges and how to combat them. For example, below we touch upon some of the trends we are seeing from the buy-side and what this means for technology. (Read more in our [latest article](#).)

By way of introduction, in case [28Stone](#) is new to you, we deliver expert “just right” custom software to financial services. We appreciate the close client partnerships we've nurtured in our 11-year history and are grateful for our continued momentum. This year, 28Stone has experienced significant growth with a **54%** increase in staff, **56%** higher revenue and **25%** larger client base.

We owe our success to collaborative relationships and our core business philosophy – **LISTENING**. Really. At 28Stone we focus on understanding your business before making any recommendations. We don't dictate highly complex and expensive solutions to you, regardless of whether they're suitable, nor push “one size fits all” solutions that you need to modify endlessly. We ensure your business and technical objectives marry, making life better for your business's stakeholders, your dev teams and your users' experience.

With that being said, we want to assure you that YOUR needs are always our highest priority. So please let us know how we can help. We'll be here to *listen*.

Thank you,



Thomas Dolan, Co-Founder
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Frank Erickson, Co-Founder
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RECENT HIGHLIGHTS

It was great to reconnect with the community at the Fixed Income Leaders Summit in Nashville. In particular, we were excited with what we were hearing from the buy-side and how it is embracing technology to pursue innovation. Here are some of our key takeaways from the conference – and read more in our [latest article](#):

- The buy-side uses next-generation OMSs to act as fragmented data hubs across multiple execution venues.
- The continued lack of credit liquidity has led to a proliferation in the number of different trading venues which, in turn, has increased stresses on Traders' desktop real estate and attention spans.
- Though one-stop shopping at larger venues has its benefits for the buy-side, they see the value in supporting smaller, niche platforms to drive real innovation in the industry.



Enjoy our [custom 28Stone playlist](#), inspired by the great musicians of Nashville!



TECHNOLOGY & SOLUTION UPDATES



DEMO:

Lithos StormCloud

28Stone's Lithos StormCloud application demonstrates how the expert integration of powerful tech like Cloud9 and OpenFin can enhance existing trading workflows.

[LEARN MORE](#)



NEW OFFERING:

28Stone Squads

Our cross-functional pyramid team solution is structured to easily plug into a client's existing delivery organization. Our Squad takes direction from the client on priorities and tasks, but also remains enough of a stand-alone entity to ensure efficiency and delivery success.

[LEARN MORE](#)

IN THE NEWS

"People see the logic in standardising tick sizes, the same with enriching NBBO data and enhancing it to include odd lots. In principle, I think people are behind this," says **Tom**

Dolan, co-founder of 28Stone, a provider

of capital market solutions. However, he thinks the work involved in implementing sub-penny pricing should not be underestimated. "It is a big lift to be able to enhance these things at the exchanges, to be able to handle sub-penny pricing."

Global Risk Regulator

A SERVICE FROM THE BANKER

[Read the full article](#)

TEAM SPOTLIGHT

Since our clients work so closely with our team, we hope to introduce you to the people that are making a difference in developing exciting solutions and providing unmatched, attentive support.



Erica Valestin, Engagement Manager

Get to know Erica, a new member of the team dedicated to improving client experiences and opportunities.

1. Can you describe your role in a few sentences?

My role as an Engagement Manager gives me the opportunity to bring my experience with different facets of the business and product knowledge across asset classes including fixed income, equities and money market instruments. I love to partner with prospective new and existing clients to think through with them how to drive their growth by recognizing opportunities and presenting options/offerings where appropriate.

2. What has been one of your career highlights?

Expanding and overseeing the US Rates Sales Support division consisting of 15 employees; providing operational support and client service to the NY-based sales desk. Products included MBS, IRS, CDS, Repos, and US and Japan rates.

3. Tell us some trends you're seeing in this industry.

Artificial Intelligence (AI), Predictive Analytics and Business Ecosystems.

4. What might we find you doing for fun outside of the office?

Hiking, travel, volunteer work and skiing.

COMPANY UPDATES

Our team has been participating in the "Active Summer Challenge" in Strava. This friendly challenge encourages the team to be healthy and stay active.

We are so proud of everyone's participation and achievements. Check out the impressive final statistics and cheer on our top 3 in every distance!



Strava Challenge winners

Walking:

1. Sergejs Ničiporenko - 1171.8 km
2. Jekaterina Saveļjeva - 1075.4 km
3. Aleksandrs Tišins - 550.1 km

Running:

1. Jānis Kacēns - 392.6 km
2. Roberts Lukša - 211.94 km
3. Vitālijs Ozorņins - 206 km

Cycling:

1. Ģirts Kupče - 2112.6 km
2. Vladislavs Kugeļevičs - 1090.9 km
3. Alberts Zaharčenko - 624.1 km

Most km in more than 1 activity
Vladislavs Kugeļevičs - total 1235.52 km

Most time spent in more than 1 activity
Aleksandrs Tišins - total 102h 46m



Follow us for live updates
and to see the team in action!



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