

Case study

Bolstering analytical capabilities of a revenue nowcasting and intelligence provider

Background



As a global provider of revenue nowcasting services expanded its client base and analytical coverage, it partnered with us for quantitative research and financial modeling support to scale up operations efficiently across its institutional clients

Challenges



1. Limited in-house analytical capacity to support scale-up of research coverage
2. Time-intensive financial model updates and earnings tracking across multiple companies/sectors
3. Need for standardized modeling frameworks and consistent data validation
4. Growing demand for timely updates and sector insights amid growing coverage

Our solution



1. **Dedicated analytics support:** Provided extensive research and modeling support across sectors, freeing client bandwidth for value added work
2. **Research workflow optimization:** Streamlined and automated research workflows using Python and Tableau, reducing manual effort and turnaround times
3. **Modeling and quality assurance:** Standardized modeling templates, integrated databases and structured quality control (QC) checkpoints, ensuring consistency and accuracy
4. **Sector intelligence support:** Implemented a continuous tracking framework for earnings, macroeconomic releases and sector developments, enabling faster identification of trends and delivery of client-ready insights
5. **Tools and technology:** Used Bloomberg, Calcbench, Analyst/Tegus, Tableau, Python

Impact



More than threefold increase in coverage with inclusion of more sub-sectors/geographies

1,360 hours saved annually due to improved speed and consistency of model updates

Consistently high hit rate vs consensus in estimating quarterly performance

Timely nowcasting and sector intelligence by monitoring over 250 industry indices and more than 8,000 input variables

About Crisil Integral IQ (formerly Global Research & Risk Solutions)

Crisil Integral IQ delivers solutions and actionable intelligence to top financial institutions, driving strategic transformation, risk optimization, and operational excellence. Our offerings across research, risk, lending, analytics and operations have empowered clients to navigate complex markets, mitigate risks and unlock new opportunities. Our domain expertise, innovative solutions, future-ready technologies such as AI and data science give clients the confidence to accelerate growth and achieve sustainable competitive advantage. Our globally diverse workforce operates in the Americas, Asia-Pacific, Europe, Australia and the Middle East.

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About Crisil

Crisil is a global, insights-driven analytics company. Our extraordinary domain expertise and analytical rigour help clients make mission-critical decisions with confidence.

Large and highly respected firms partner with us for the most reliable opinions on risk in India, and for uncovering powerful insights and turning risks into opportunities globally. We are integral to multiplying their opportunities and success.

Headquartered in India, Crisil is majority owned by S&P Global.

Founded in 1987 as India's first credit rating agency, our expertise today extends across businesses: Crisil Ratings, Crisil Intelligence, Crisil Coalition Greenwich and Crisil Integral IQ.

Crisil's global workforce operates in the Americas, Asia-Pacific, Europe, Australia and the Middle East, setting the standards by which industries are measured.

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