

CASE STUDY

BCB Group scales payment and trading products to correspond to global crypto industry demands





Introduction

BCB Group scaled its payments and OTC trading capacity rapidly and securely to meet the needs of its growing institutional client base. They achieved a staggering 23x increase in trading volume and 10x growth in the number of trades by leveraging Talos's White Label solution to create a seamless, multi-channel RFQ and execution experience.

The Challenge

Prior to 2023, all client trading was handled solely by BCB's OTC desk, with orders placed through voice and secure message and pricing and liquidity manually sourced from tier 1 market makers and liquidity providers. However, as BCB Group's client base grew, the need for an alternative and scalable trading channel to complement the OTC service became apparent.

At the beginning of 2023, BCB Group took the decision to launch self service trading to clients via graphical user interface (GUI) and API. However, the complexity and time involved in building an end-to-end proprietary trading platform posed significant challenges, and a rapid go-to-market solution was needed.



The Solution

BCB Group selected Talos, an industry leading SaaS trading platform for FX and Crypto, as a key technology partner. Talos's White Label platform enables GUI & API RFQ from BCB Group's tier 1 market makers and liquidity providers, and provides smart order routing at low latency with high availability, reliability and security. BCB Group's existing teams and technology for middle and back office are highly robust and continue to handle compliance and trade settlement.

The Results

The resulting trading experience for clients of BCB Markets is now seamless across both the Talos White Label GUI and API. Clients can now directly trade FX and Crypto without the need to manually RFQ via voice or secure message. Consequently BCB Markets has seen tremendous growth from Q1 to Q3 2023.

Trading volumes have increased by

23x

the number of trades has increased by over

10x



"Talos's intuitive white label trading platform has enabled us to scale our trading offering rapidly and securely. Now our clients have the flexibility of either OTC or self-service GUI & API trading, all of which back onto our existing robust trade settlement compliance and operations for multi-channel seamless RFQ and execution."

Ashley Pope
Head of Product | BCB Group

"We're proud that BCB chose the Talos White Label platform to scale their trading products. This is a testament to the strength and scalability of our platform, as well as our commitment to providing our clients with the resources and support they need to succeed."

Anton Katz
CEO and Co-Founder | Talos

"Putting the client at the heart of everything we do has always been key at BCB Group. Having the ability to offer Crypto and FX over a GUI platform, alongside our voice service, gives our clients the flexibility to trade how they prefer. The choice to partner with Talos was easy once we had seen the quality of their products and the ongoing development means there are plenty of exciting features to come."

Richard Usher
Head of OTC | BCB Group

The Future

As BCB Markets and the overall BCB Group product platform evolves, BCB Group will be exploring new ways to integrate and surface scalable BCB Markets capabilities across multiple BCB Group products. This will enable clients, with varying levels of trading expertise, to trade across the BCB product suite, further increasing volumes and expanding the impact of BCB Markets trading infrastructure platform wide.

BCB Group Disclaimer: BCB Group does not offer crypto trading service to retail customers, only corporate clients and professional investors.



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