

# Stater Global Markets: Exemplary Service for Clients of All Sizes

“One of the consistent messages we keep hearing from brokers is that service levels from their PoPs have declined. Many brokers aren’t sending as much business to their PoPs as they used to. As a result, they get the feeling they are not significant customers or are seeing a degradation of commercial terms,” says Ramy Soliman, CEO, Stater Global Markets.

“Customer service is an area where Stater Global Markets really stands out. As a small, highly experienced firm, we focus on providing excellent service for all our clients. All our clients are valued - whether they are small, early stage brokers or large institutions who only send a small proportion of their business to us. We have no minimum fees and work with our clients to help them grow their business.”

“One common complaint we often hear is that accounts take a



Ramy Soliman

long time to onboard. At Stater, we have invested in the very best systems and can help clients to open an account within a couple of days.”

“Clients can also be quickly integrated with our trading platforms and venues. These include Integral, Flextrade, PrimeXM, MT4 and MT5.”

“Our core focus remains on

quality and flexibility. We have a small team, which means that we all know all of our clients very well. The whole team regularly discusses opportunities for our clients to ensure they get maximum benefit from partnering with us.”

“Stater Global Markets is a strong, well-capitalised Prime of Prime. We have recently had a significant capital injection to help us execute our ambitious growth plans. We take great pride in working in partnership with clients, providing tailored solutions and helping their businesses to grow.”

## STRONG VALUE PROPOSITION

“One of the reasons why I joined Stater Global Markets was because of Stater’s value proposition and integrity,” says Mark Chesterman, COO, Stater Global Markets. “I believe that Stater is the only truly liquidity agnostic Prime of Prime in the

market. Stater has no vested interest in the liquidity we provide. We have no vested interest in how a client trades. As regulation gets tougher, this is a really important aspect of the business that helps clients meet their best execution requirements.”

“Another key reason why I joined the business is because Ramy and his team have



Mark Chesterman

built the business to be very agile. This means that as markets, regulation and client requirements change, we can adapt very quickly to different environments. The client experience is at the heart of all Stater developments – and the firm has worked to build a high quality but differentiated offering, with a product range beyond FX, precious metals and CFDs. Stater offers

Exchange Traded Futures, which is very unusual in this industry and gives further choice to clients. The firm’s liquidity and Prime Broker relationships are exceptionally strong, which means we have a highly compelling offering for banks, brokers, hedge funds, high net worth individuals and professional traders.”

## CUTTING EDGE TECHNOLOGY

“We partner with institutional grade technology providers and therefore our technology is stable, reliable and cutting edge, and provides clients with multi-asset capabilities,” says Wei Xu, Operations Manager, Stater Global Markets.

“Larger companies tend to be slower in terms of updating their technology but we have the advantage of being able to adapt and move quickly. Our technical capabilities within Stater are very strong and clients benefit from the in-depth technical knowledge which I have built up over many years in the industry - including a number of years working at leading technology vendors such as Integral and Gold-i. This means that I can really

understand clients’ technical needs and can recommend the very best institutional solutions for their specific requirements.”

“At Stater, I am responsible for setting our clients up with tailor made solutions and I then work closely with them on a day-to-day basis. There’s a real advantage to clients to have the same person who set up their Stater systems being the



Wei Xu

person who leads the team in providing service support. We understand our clients’ systems inside out which means that we can respond quickly and knowledgably to any issues or updates they require.”

Stater Global Markets offers institutional clients direct access to Tier 1 bank and non-bank liquidity, clearing and institutional grade technology. The FCA regulated firm is a wholly owned subsidiary of Stater Blockchain Limited. For further information, please visit [www.staterglobalmarkets.com](http://www.staterglobalmarkets.com)