



From Headlines to Decisions

A Practical Guide to News Intelligence for
Investment and Risk Teams

How to turn global news data into signals your team
can act on. **Before the market does.**

Includes: The Decision Gap Scorecard



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Executive Summary

Most investment and risk teams are already watching the news that could change their decisions; A development breaks in a regional outlet, a counterparty appears in a local investigative piece, a regulatory action surfaces in a non-English bulletin. The information is public.

The question is whether it reaches your workflow in time to make a difference.

This guide addresses the gap — the decision gap —the distance between when information exists in the world and when it reaches the person or system that needs to act on it. It is structural rather than accidental. It persists across well-resourced teams. And it is measurable and fixable without a quant infrastructure rebuild.

What you will find here

- A framework for understanding the three dimensions of the decision gap; coverage, structure, and workflow.
- Concrete examples of what closing the gap looks like in trading, risk monitoring, and portfolio management.
- A five-question diagnostic framework to assess where your current setup falls short.
- A practical implementation path from wherever you are now to a fully connected news intelligence workflow.
- The Decision Gap Scorecard. A standalone tool for team discussions and vendor evaluations.

This guide is published by Opoint, a global news data provider. Where Opoint's capabilities are relevant to the frameworks described, they are noted specifically. The frameworks themselves are designed to be useful regardless of which provider you work with.



01 The Decision Gap

Consider a scenario that plays out with more frequency than most teams acknowledge.

A portfolio manager is reviewing a position in a mid-cap industrial company with significant operations in Southeast Asia. The quarterly review shows nothing concerning. Two weeks later, during a routine analyst briefing, someone mentions a news story. The company's largest local supplier has been under investigation by a regional regulator since last month. The story first appeared in a local business publication in the relevant language. It was eventually picked up by a trade outlet, in English, four days later. It never reached a major wire service.

By the time it entered the team's awareness, the investment thesis had been operating on incomplete information for three weeks. The decision to hold, add, or reduce hadn't been wrong, but it hadn't been fully informed either.

This is the decision gap. Not a failure of process. Not a failure of diligence. A structural gap between when information exists publicly and when it reaches the workflow that needs to act on it.





The three dimensions of the gap

The decision gap has three components, and understanding how they interact is essential to closing it. Missing any one of them limits the value of the other two.

Coverage:

Where the news breaks versus where your monitoring.

Most investment teams monitor sources that are downstream of where material stories first appear. Local business press, regulatory notices in national languages, niche trade publications: these are where events surface first.

By the time a story reaches a major wire service, it has typically already been public for hours or days. In emerging markets and specialist sectors, the lag is often longer.

Structure:

Raw text versus enriched, connectable signals.

News in its unprocessed form doesn't connect to your portfolio system. An article mentioning a company name doesn't automatically surface as relevant to your holdings unless there is entity resolution mapping that name – across its variants, languages, and identifier formats – to the instruments you trade.

Without structure, news is reading material. With structure, it becomes a signal.

Workflow:

Data arriving versus data reaching the right decision point.

A signal that arrives in an email inbox and requires manual assessment before it can be acted upon is a signal that will be missed when the inbox is full, the analyst is in a meeting, or the alert fires at 11pm.

Workflow means routing logic: a defined set of rules that determine what happens when a signal arrives, automatically, before any human has to decide.

Each dimension amplifies the others. Broad coverage with no structure produces noise. Structured data with no routing sits unactioned. Routing logic with inadequate coverage creates false confidence. The goal is all three, connected.



02 What Closing the Gap Actually Looks Like

The clearest way to understand the value of structured news intelligence is to look at where the gap is most visible and most costly: trading. The principles apply across the full investment and risk workflow, but trading is where the stakes of a timing advantage are most immediate.

Trading: where seconds and coverage determine outcomes

Financial markets price in information continuously. When a material news event occurs — a central bank decision, a corporate announcement, a geopolitical development — the window between first mention and market pricing is measured in minutes for major stories, and in hours or days for stories that break in regional or non-English sources. That window is where structured news intelligence creates value.

ALGO & QUANTITATIVE TRADING

Algorithmic trading strategies need data that arrives structured and entity-tagged from the point of delivery.

The practical advantage of structured JSON output is not convenience; it is the ability to feed models with reliable signals within minutes of publication without a human in the loop.

The difference between 600,000 articles a day and three million is access to the local, regional, and niche sources where market-moving stories break first. The 80% others miss is where differentiated signals live.

EQUITY & STOCK TRADING

Entity-level news matching eliminates the manual work of monitoring a watchlist.

When articles are tagged with PermID, LEI, and FIGI identifiers, stories about your holdings surface automatically regardless of how the company name appears — abbreviations, local-language variants, subsidiary names.

A holding with operations in multiple regions may be mentioned in a dozen languages. Without entity resolution, most of those mentions are invisible.



CRYPTO TRADING

Cryptocurrency markets price in news within seconds. The sources that matter go well beyond mainstream financial press: crypto-native publications, community forums, exchange announcements, and regulatory bulletins across multiple jurisdictions.

24/7 monitoring across this source landscape is the baseline requirement. A feed that covers mainstream financial news and batch-delivers it hourly is not a crypto trading tool.

RISK MONITORING

The same coverage advantage that surfaces alpha also surfaces risk earlier.

A regulatory action against a counterparty, a corporate governance issue at a supplier, a geopolitical development affecting a sector — these events appear first in the same regional and local outlets that general feeds miss.

For risk teams, the question is not whether to monitor news but whether the monitoring is reaching the sources that matter.

One concrete benchmark

Articles indexed and delivered within 4–7 minutes of publication. Many batch-delivery solutions refresh hourly. That gap — up to 53 minutes per story — is the window in which structured news intelligence either earns its place or doesn't.



Beyond trading: risk, due diligence and portfolio management

Due diligence:

Research that relies solely on English-language sources is structurally incomplete. Local press, regulatory filings in national languages, and specialist trade publications may carry material information about management, litigation, or regulatory exposure that never reaches global outlets. Coverage across 150 languages and 220 jurisdictions provides a meaningfully different evidence base.

Counterparty and supply chain monitoring:

A development affecting a key supplier that appears in a regional trade publication before it reaches global press is exactly the kind of early signal that periodic manual review misses. Automated, entity-matched alerting against a defined watchlist is the operationalised version of what most teams currently do manually and inconsistently.

Portfolio review and thesis monitoring: Structured news intelligence can systematically monitor for developments that challenge or support investment thesis assumptions — not as a replacement for analyst judgment, but as a structured input that ensures relevant developments reach the review process rather than being discovered retrospectively.





03 The Five Diagnostic Questions

Score each question 1–3. Total your score to find your maturity tier.
A printable version is in the Appendix.

QUESTION 1

Coverage

Do you systematically monitor news sources in the languages and jurisdictions where your risk exposure lives?

1

English-language and major wires only. Non-English coverage absent or ad hoc.

2

Some non-English coverage in place, but incomplete across relevant jurisdictions.

3

Coverage systematically reaches languages and regions where your portfolio has material exposure.

Common failure mode: assuming major events will eventually surface in English. Many material developments never do, or arrive days later.

QUESTION 2

Speed

How long does it typically take for a relevant story to travel from publication to your team's workflow?

1

Batch delivery: hourly, daily, or at scheduled intervals.

2

Near real-time for some sources, but inconsistent across coverage areas.

3

Consistent delivery within minutes of publication across all covered sources.

Common failure mode: conflating “real-time” claims with actual delivery performance. Ask for median latency by region and language – not an overall average.



QUESTION 3

Structure

Does your news data arrive enriched and directly connected to the identifiers your portfolio and risk systems use?

1

Raw text or headlines only. Analysts manually search and assess relevance.

2

Some enrichment in place but entity matching to portfolio identifiers is incomplete or manual.

3

Full enrichment: FIGI, LEI, PermID; IPTC topic classification; deduplication.

Common failure mode: treating entity matching as solved when it is not. Name variants, non-Latin scripts, and transliterations are where most entity resolution fails.

QUESTION 4

Signal-to-noise

What proportion of news alerts your team receives require manual triage before an analyst can assess whether they are relevant?

1

Most alerts require manual review. High duplication across syndicated stories.

2

Some filtering in place but false positives remain high or deduplication is inconsistent.

3

Alerts pre-filtered and deduplicated. Analysts receive events, not story variants.

Common failure mode: adding more sources to address coverage gaps without adding deduplication. Coverage and noise are not a trade-off – structured deduplication resolves both.



Routing

Is there a defined, consistent process for what happens when a relevant news signal arrives?

1

No defined routing. Signals arrive in a shared inbox. What happens next depends on who is available.

2

Some routing logic exists but is informal or inconsistently applied.

3

Explicit routing rules define who receives each signal type, how quickly, and what process it triggers.

Common failure mode: treating routing as a technology problem when it is primarily a workflow design problem. No provider can define your routing logic for you.

Your maturity tier

Use the printable [scorecard on page 18](#) to calculate your score.

5–8

CONSUMPTION STAGE

News is read but not operationalised. The decision gap is widest here. Priority: start with coverage — define your signal perimeter before anything else.

9–12

MONITORING STAGE

Structured feeds are in place but workflow gaps limit value. Priority: entity resolution and deduplication — the highest-leverage fixes at this stage.

13–15

INTELLIGENCE STAGE

Coverage, structure, and speed are working well. The remaining bottleneck is almost always routing. Priority: define workflow logic for each signal type.

Note: providers like Opoint address Questions 1–4 at the data layer. Question 5 is always an internal decision. No data provider can define your routing logic for you.



04

Building Toward the Intelligence Stage

This section provides a practical path from your current diagnostic score toward the intelligence stage. It is written for teams at any starting point. The five dimensions are addressed in order of dependency: coverage before speed, speed before structure, structure before signal-to-noise, signal-to-noise before routing.

Coverage: defining your signal perimeter

The signal perimeter is the set of sources, languages, and jurisdictions your news monitoring needs to reach to give you a complete picture. Most teams have never defined it explicitly. Work backward from your portfolio: take your top holdings by risk tier, identify the primary region and language of the business press most likely to carry material news. That mapping is your coverage specification.

The most revealing test: take a known corporate event from the past twelve months for a company listed in a non-English speaking country. Ask your current provider when it first appeared in their data, in what language, and from what source. Compare that to when your team first became aware of it. That gap is your current coverage-driven decision gap for that entity.

For teams at the consumption stage:
this exercise is the most important thing you can do before evaluating any provider. It transforms an abstract coverage claim into a concrete measurement.



Speed: evaluating delivery against your latency threshold

Different workflows have different latency requirements. Map your three most time-sensitive use cases. For each one, define the maximum acceptable lag between publication and your team's awareness. When testing delivery speed, the relevant benchmark is median latency by region and language: not an overall average.

A provider that delivers English-language content within minutes but regional content in hours is providing a different service than the headline figure suggests.

For teams at the consumption stage:
this exercise is the most important thing you can do before evaluating any provider. It transforms an abstract coverage claim into a concrete measurement.

Structure: the three enrichments that matter most

Entity resolution maps news mentions to the canonical identifiers your portfolio systems already use: FIGIs for financial instruments, LEIs for legal entities, PermIDs for organisations and other entities. This is the layer that connects news to your holdings automatically. The test for entity resolution quality is the demonstration: ask your provider to match a non-English company name from your portfolio — specifically one with a common name or non-Latin script.

Topic classification using the IPTC Media Topics standard — 1,000+ categories designed specifically for news content — allows you to filter by event type, sector, or risk category without maintaining keyword lists. Keyword-based filtering requires constant maintenance as terminology evolves. Structured topic classification applies consistently across languages without that overhead.

Deduplication ensures that a single event doesn't generate dozens of alerts because dozens of outlets covered it. The same corporate announcement might be picked up by 40 sources within an hour. With deduplication, your analysts see one alert with a source count — and can explore the full coverage if needed. These three enrichments compound each other. All three together produce structured, deduplicated signals connected to your portfolio.



Signal-to-noise: source tiering and story clustering

A practical source tiering framework has three levels.

Tier 1: official sources – regulatory bodies, government agencies, stock exchange filings. Surface immediately, escalate automatically.

Tier 2: established press – national and regional outlets with editorial standards. Enter the standard review queue.

Tier 3: specialist, community, or low-verification sources. May contain early signals but require corroboration before triggering action.

For teams finding that analysts are ignoring the alert queue: this is almost always a signal-to-noise problem. When 80% of alerts are irrelevant, analysts stop trusting the feed. Source tiering and story clustering are the fix.

Routing: building workflow logic before you go live

Routing must be defined before the feed goes live, not after. There are three levels of sophistication:

1

SIMPLE TRIAGE RULES

Define which signal types require immediate attention versus periodic review versus filing for context. Document in a single page. No technical implementation required. Produces immediate improvement in signal utilisation.

2

PORTFOLIO-CONNECTED ALERTING

Signals automatically linked to relevant holdings in your portfolio system. An alert about a company connects to the position, the analyst responsible, and the relevant risk parameters. Can typically be implemented within weeks.

3

AUTOMATED WORKFLOW TRIGGERS

Specific signal types automatically initiate defined processes – a counterparty mention in a regulatory notice opens a review workflow; a watchlist entity in a material story triggers escalation. The full operationalisation of news intelligence.



05

Measuring Whether It's Working

News intelligence is only valuable if it produces measurable improvement in the speed, quality, or defensibility of decisions. Without a baseline measurement before you start, it is very difficult to demonstrate that improvement. Three metrics provide a meaningful before-and-after picture without requiring complex measurement infrastructure.

1

DECISION GAP REDUCTION

Are you seeing material developments earlier than before? For any significant development that affected a holding, record when it first appeared publicly and when your team first became aware of it. A shrinking gap between those two timestamps is direct evidence that your setup is working.

2

ANALYST TIME RATIO

The ratio of time your team spends on alert triage versus analysis. As news intelligence matures, triage time should decrease as a proportion of total time. Ask analysts to estimate for one week what proportion of their news time is spent assessing relevance versus analysing relevant content.

3

SIGNAL RECALL

When you discover a material development retrospectively, was it publicly available earlier? And in a source your monitoring covered? Signal recall measures false negatives — the costly silences that most teams only notice when it's too late. Track every late discovery explicitly.

A simple tracking approach: whenever a material development is discovered late, note it. Record where it first appeared, when, and whether that source is in your current coverage. Over time, these retrospective findings build a coverage gap map that is more useful than any theoretical coverage assessment.



06 Closing and Next Steps

The decision gap is not a technology problem. It is a structural one – created by the combination of incomplete coverage, unstructured data, and undefined workflows that characterises most investment teams' current relationship with news.

Closing it does not require a quant infrastructure rebuild. It requires being deliberate about four things: where your monitoring listens, how quickly data reaches your workflow, whether it arrives in a form your systems can use, and what happens when it does. Each of those is addressable independently, and progress on any one of them produces immediate value.

Based on your diagnostic score from Section 3, here is where to start:

5–8

CONSUMPTION STAGE

Start with coverage. Map your signal perimeter before evaluating any provider. The first-mention exercise described in Section 4 will give you a concrete starting measurement.

9–12

MONITORING STAGE

Focus on enrichment. Entity resolution with portfolio identifiers is the highest-leverage fix available at this stage. Test your current provider's matching quality on non-English names from your portfolio.

13–15

INTELLIGENCE STAGE

The bottleneck is routing. Write the one-page routing document before adding any new data sources or capabilities.



About Opoint

Opoint is a global news data provider delivering structured, real-time news intelligence to investment firms, risk platforms, media intelligence companies, and financial institutions. Our data is built specifically for the workflows described in this guide.

250K+

Sources
monitored

3M+

Articles indexed
daily

135+

Languages
covered

230

Jurisdictions

4-7 min

Delivery
latency

Our enrichment layer includes entity resolution with FIGI, LEI, and PermID identifiers; IPTC topic classification across 1,000+ categories; sentiment scoring; and deduplication. Data is delivered via REST API in structured JSON – most trading integrations complete within two weeks.

We cover the sources most providers miss: local-language business press, regional trade publications, crypto-native outlets, regulatory bulletins, and niche sector sources across all 220 jurisdictions. This is where the differentiated signals are.

See what coverage looks like for your specific markets and risk exposure.

[REQUEST A DATA WALKTHROUGH](#)



The Decision Gap Scorecard

Use this scorecard to assess your current news intelligence setup. Score each question 1–3 and total your score to find your maturity tier.

This page is designed for printing and sharing.

QUESTION	1	2	3	SCORE
1. Coverage Do you monitor sources in the languages and jurisdictions where your risk exposure lives?	English-language and major wires only.	Some non-English, incomplete.	Systematic coverage of all relevant regions and languages.	
2. Speed How long from publication to your workflow?	Batch / hourly or slower.	Near real-time, inconsistent.	Consistent minutes across all sources.	
3. Structure Does data arrive enriched and connected to your portfolio identifiers?	Raw text only.	Some enrichment, identifier matching incomplete.	Full enrichment: FIGI, LEI, PermID, IPTC, deduplication.	
4. Signal-to-noise What proportion of alerts require manual triage?	Most require manual review.	Partial filtering, high false positives.	Pre-filtered, deduplicated, triage is exception.	
5. Routing Is there a defined process for when a signal arrives?	No defined routing.	Informal, inconsistently applied.	Explicit rules for each signal type.	
TOTAL SCORE	5–8 = Consumption	9–12 = Monitoring	13–15 = Intelligence	



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Organisations should consult their professional advisors when developing news intelligence strategies. Opoint accepts no liability for actions taken based on this document.

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