

# **REGTECH100**

Profiles of the RegTech100, the world's most innovative RegTech companies that every leader in the regulatory industry needs to know about in 2020



**31 March 2020, New York**

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The REGTECH100 is an annual list of 100 of the world's most innovative RegTech companies selected by a panel of industry experts. These are the companies every financial institution needs to know about as they consider and develop their mission critical RegTech and digital transformation strategies.

The REGTECH 100 list will help senior management and compliance professionals evaluate which solutions have market potential and are most likely to succeed and have a lasting impact on the industry.

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## CRITERIA

A range of factors was considered to make the final selection including:

- Industry significance of the problem being solved
- Growth, in terms of capital raised, revenue, customer traction
- Innovation of technology solution
- Potential cost savings, efficiency improvement, impact on the value chain and/or revenue enhancements generated for clients
- How important is it for financial institutions to know about this company?

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## PROCESS





-  Founded 2016
-  Employees: 11-50
-  Value Chain: [Detection, Reporting, Process Tools & Control](#)
-  Subsectors: Risk Management, Reporting
-  Regions of operations: United Kingdom, Europe, United States, Asia

Acin is building the only risk and control database that promises a comprehensive overview of a company's non-financial risk situation, as well as an indication of what each category requires as a best-practice standard. Once that data has been compiled, no other source of risks and controls data will come close – be it in terms of quality, clarity or completeness. By combining specialist in-house expertise with shared insights from firms across the industry, all designated by a clear and unique common taxonomy, Acin is establishing a data ecosystem that no firm could attain in isolation. Instead of shying away from collaboration, Acin has recognised its value – leveraging shared insights to identify 'knowable unknowns' and reduce 'unknown unknowns', on the industry-wide level that is increasingly being called for but not practically realised – until now. The KPI system that Acin is building will be used to turn non-financial risk into a quantitative discipline—like its market and credit risk counterparts—for the first time. The company has clients such as Credit Suisse and Standard Chartered Bank.



-  Founded 2005
-  Employees: 11-50
-  Value Chain: [Onboarding, Monitoring, Detection, Reporting, Process Tools & Controls](#)
-  Subsectors: Onboarding Verification (AML/KYC/CDD), Communications Monitoring, Transaction Monitoring, Risk Management, Cybersecurity, Reporting, Identification/Background checks
-  Regions of operations: Offices in United States, London and Caribbean and clients across 17 countries

AML Partners, a software-development firm, designed RegTech One™ as a No-Code horizontal Governance-Risk-Compliance platform with dynamic workflows designed for comprehensive AML/CTF and countering fraud. RegTech One provides the single software platform for end-to-end AML/CTF/Case Management, vendor management, and any other RegTech or Business Process Management. AML Partners' RegTech One™ platform gives Auditors, Risk Managers, and Compliance professionals a Network of Applications and an Ecosystem of Permissioned Data to self-serve their internal controls on all systems. AML Partners' innovations include providing one-time global onboarding; KYC Gold Record is now a configuration option within RegTech One's No-Code development environment. Platform users now onboard customers one time in one country and reuse that onboarded data locally, adding or removing local jurisdictional requirements. Onboard once; use globally as often as desired. AML Partners also offers SysFi.ID™, a digital identity verification through cognitive testing and government-document forensic analysis in order to counter fraud.



-  Founded 2015
-  Employees: 11-50
-  Value Chain: [Onboarding, Monitoring](#)
-  Subsectors: Onboarding Verification (AML/KYC/CDD), Risk Management, Identification/Background checks
-  Regions of operations: Canada

APEXA has transformed how life advisor screening, contracting, and compliance is conducted across the industry by creating a centralized, standardized platform with a single source of information that is auditable, verifiable, and secure. Through smart automation and alerts, APEXA helps mitigate compliance risks while driving cost savings through operational efficiencies. The APEXA platform also acts as a data hub for independent life insurance advisors in Canada. By the end of 2020 about 50,000, independent advisors in Canada will have a consolidated advisor profile within APEXA. The results APEXA has achieved are two-fold. First, it has reduced compliance and regulatory risks. While doing so, it has met industry standards for advisor suitability guidelines and has allowed the tracking of all advisor information in a single location. Updates are automatically shared (and pushed to back-office systems), and MGAs and carriers are notified when action is required. Second, it has reduced operations cost as well as paper and manual processes and shortened the advisor contracting process from as many as 60 days to 48 hours. APEXA has clients including Canada Life, Sun Life Financial and PPI Solutions.



**Product names:**  
Allatus Unity

-  Founded 2011
-  Edinburgh, Scotland
-  [www.allatus.co.uk](http://www.allatus.co.uk)
-  [info@allatus.co.uk](mailto:info@allatus.co.uk)
-  +44 (131) 208 0530
-  Employees 1-10
-  Regions of operation: United Kingdom

#### Key Employees



**Evelyn Owenson**  
Co-Founder



**Stewart Pitt**  
Co-Founder



**Hang Chung**  
Co-Founder

**Expected revenue in 2019:**  
**\$250k - \$1m**

Value Chain: **Reporting, Processing & Control**

Subsectors:  **REPORTING**  **COMPLIANCE MANAGEMENT** **Knowledge Management**

Regulation/Legislation: **The solution can be applied to any Reporting Regulation, any jurisdiction as well as Internal MI Reporting. Bank of England, MiFID II, PSD2, Basel III, AIFMD, Solvency II, SFTR, EMIR etc**

#### OFFERING

A Data Governance solution that helps firms take control of their Data and the uses made of that data including Regulatory, Statutory and MI Reporting.

The solution is licenced on a monthly or annual basis. Allatus offers training, implementation support and full consultancy service.

#### PROBLEM BEING SOLVED

Inefficient requirements analysis projects. This drives Siloed reporting solutions which in turn create reconciliation issues and high BAU running costs. In addition the knowledge gained in the reporting projects lost in spreadsheets or in people's heads.

#### TECHNOLOGY

Allatus Unity is a cloud based solution using .NET, C#,SQL Database and Elastic Search. We employ Machine Learning (ML). The more content that is added the cleverer the system gets, accelerating analysis and maximising reuse. Allatus uses graphical lineage capability to allow users to view lineage pictures based on the knowledge base content.

#### PRODUCT DESCRIPTION

Take control of your Regulatory and MI Reporting projects with Allatus Unity®, saving over 50% of project costs. Allatus Unity® applies a robust Business Analysis process, supported by machine learning to build a reusable Knowledge Base connecting every report cell through a Business Glossary and Data Model to System Metadata supporting BCBS239 compliance and GDPR Data traceability. Produce Data Lineage diagrams, Functional Specifications and Data Usage Heatmaps at the touch of a button, built dynamically.

#### TOTAL FUNDING - \$2.3M

#### TRACTION/GROWTH

- **Client acquisition numbers:** Signed first three year deal in April 2019. Current active pipeline in Financial Services but potential in any data dependent industry. Each deal is at least \$200k.
- Allatus developed the solution over seven years and is working on implementing in one of the Big 4 UK Banks. It has been designated as a mandatory solution for report decomposition and data knowledge capture across the group.
- Allatus Unity is evolving due to real life projects within the Finance Industry. This provides further development opportunities expanding functionality adding to Use Case coverage.
- **Expected revenue in five years:** \$10m - \$20m
- **Expected staff numbers in five years:** 11-50

*This document is being provided for information purposes only. It is not designed to be taken as advice or a recommendation for any specific investment or strategy decisions.*

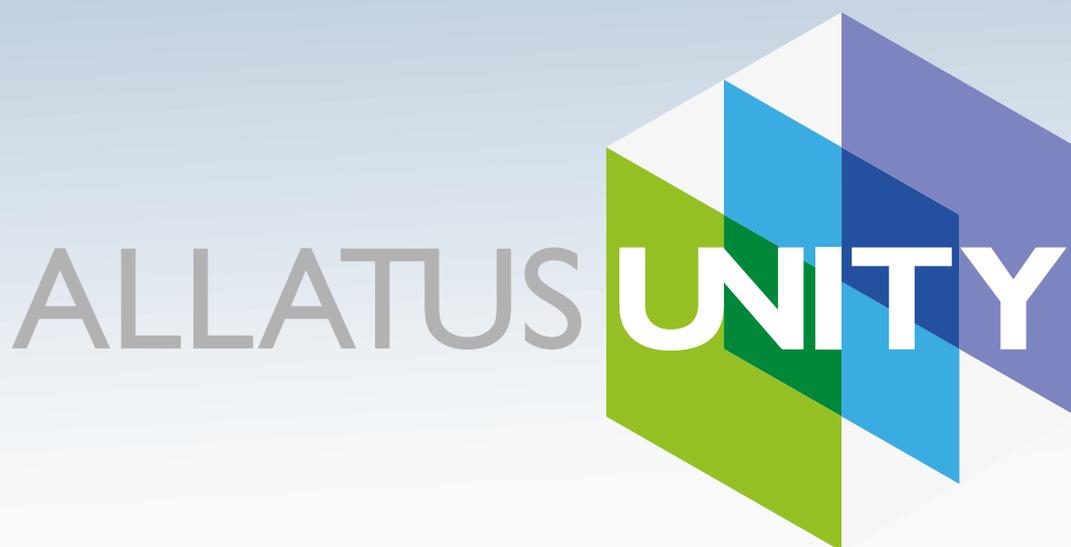
**Are Regulatory  
and Management Reporting  
expensive and time consuming?**

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**Are you getting value from your  
Data Governance efforts  
or just creating  
more spreadsheets?**

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# **TAKE CONTROL OF REGULATORY & MI REPORTING**



**Powerful Regulatory Reporting  
& Data Governance RegTech Solution**

**[www.allatus.co.uk](http://www.allatus.co.uk)**

# Inefficient data governance is causing havoc to regulatory reporting processes in financial institutions



As financial institutions struggle to keep up with the onslaught of new regulations, Allatus co-founder Stewart Pitt believes the implementation of Digital Regulatory Reporting (DRR) in the UK will help calm these flames in the long term. DRR will not, however, tackle the wider Data Governance challenges faced by firms or deliver any savings in the short to medium term.

## Current State

Europe has been hit with a never-ending stream of regulations ever since the financial crash of 2008. These have been aimed at helping better protect businesses and consumers, but to cope with the numbers, a lot of institutions have handled compliance in an inefficient manner, Pitt stated. No structured methodology has been implemented to ensure efficient compliance with reporting requirements. Instead, whenever a new regulation has come in they are treated as separate projects, with the main aim being to just meet the deadline and not understand how it may overlap with existing solutions that could be reused.

This creates an inefficient back-office, where teams work independently, unaware of existing reporting solutions using the same data. He said, "I think most firms have now realised that the siloed reactionary projects cannot be sustained as they are building up a huge "business as usual" legacy cost to maintain so many solutions and the reconciliation effort between them is also mushrooming."

If a company does not see the warning signs and continues to handle each regulation as independent entities then Pitt believes "the firm will crumble under the strain and cost of so many siloed solutions as well as risk Regulator penalties"

## Data "Recipe Book"

Allatus, has previously compared the current state of regulatory reporting to a dysfunctional kitchen. In its analogy it expresses how unsuccessful a restaurant would be if it split the chefs into different teams which all independently create 40 dishes. Recipes all over the place, with some being only stored in people's heads, passed down through word of mouth, others scribbled down on note paper and only a handful stored in a recipe book. Making things even harder for the restaurant, each team stores their ingredients separately and each use their own suppliers.

This is a recipe for disaster, but Allatus feels this is how many financial institutions are handling reporting compliance: Silo data stores, copied from the same sources, used to produce different reports on the same topic but the knowledge about all the reports is stored in people's heads or lost in share-point.

In the restaurant scenario, a kitchen could solve all these issues by implementing a single recipe book which holds all the detailed recipes and shares the ingredients. This method would also encourage teamwork on dishes across teams and shared preparation. A financial institution can do something very similar and build a 'reporting recipe book.' This would

remove confusion in compliance and build a shared knowledge base enabling collaboration across teams as well as help identify where one solution can be used to satisfy multiple overlapping regulations.

### The Solution

"The Allatus Unity® Solution is designed to be a 'Recipe book for reporting and data governance'. It captures reporting requirements and maps them to data governance assets (Business Glossary, Data Model and Source System Metadata), building a picture of end to end business data lineage and a detailed, share understanding of data."

Pitt added, "Everyone is now promoting Financial Services Firms as being "Data" Organisations. Our solution allows the creation of a shared Knowledge base about their data in order to make data governance much more efficient.

"It uses machine learning to recognise opportunities for reuse of "Data Ingredients" and overlap between reports and so drive efficient solution development. Requirements analysis is captured once applying a repeatable structured method rather than being recorded randomly in spreadsheets. The more analysis is done the cleverer the solution becomes, increasing efficiency."

### The Costs and Savings Opportunity

All regulated firms are required to provide their local regulators with reports and the increased number of regulations has made this process longer and more expensive. According to the European Commission's Fitness Check on Supervisory Reporting it costs a firm 1% of their total operating costs to conduct their reporting processes.

Proof of concept trials have suggested savings of over 50% of project costs through the use of Allatus Unity® with efficiency driven by the structured methodology and reuse of analysis captured and stored in the solution.

### Future Nirvana?

The Digital Regulatory Reporting initiative, which is currently being explored by the UK's Financial Conduct Authority (FCA) and the Bank of England, will

ease some of the regulatory reporting burdens. The goal of the project is to streamline and greatly reduce the interpretation effort each reporting firms does currently when they work out the data requirements.

The first pilot phase of the initiative recently concluded. The test saw Barclays, Credit Suisse, Lloyd's Bank, Nationwide, NatWest and Santander create a distributed ledger technology prototype. The intended outcome was to see if the system could improve the consistency and data quality across firms, increase efficiency of regulatory reporting and allow regulators get data on new areas of interest. After successful outcomes, the pilot is to move into its next phase next year.

"Digital Regulatory Reporting will be a big step in simplifying the Regulatory Reporting landscape in particular reducing significantly the interpretation effort across the industry," Pitt said. "It is, however, a huge task so will not be a Big Bang implementation taking many year to come to full fruition. And even on implementation firms will need to undertake detailed mapping of their data to the common model that will underpin the new DRR solution"

In the meantime firms need to tackle the soloed landscape and build an understanding of their data and its usage. This will deliver immediate savings and help them be prepared for an efficient transition to Digital Regulatory Reporting.

Good Data Governance, however, offers so many more benefits beyond Regulatory Reporting, it simply makes good business sense and Allatus can help firms take control of their Data Governance now.



## COMPANY RESEARCH PROFILE

# ASCENT

**Product name:**  
Ascent

- Founded 2015
- Chicago, United States
- [www.ascentregtech.com](http://www.ascentregtech.com)
- [Sales@ascentregtech.com](mailto:Sales@ascentregtech.com)
- Employees 11-50
- Regions of operation: Global

### Key Employees



**Brian Clark**  
CEO



**Asha Sarode**  
VP of Regulatory Intelligence



**Jeff Heine**  
CRO



**Spencer Allee**  
VP of Data Science

Value Chain: **Processing & Control, Detection, Reporting**

Subsectors: COMPLIANCE MANAGEMENT RISK MANAGEMENT REPORTING

Regulation/Legislation: **MiFID II, PSD2, Basel III, AIFMD, Solvency II, KYC, AML**

### OFFERING

Ascent is the AI-driven solution that automates the most tedious and error-prone parts of compliance. Based on your firm's unique profile, Ascent automatically delivers the obligations and rule changes that are relevant to your business, cutting out significant white noise so that you can focus on a much narrower set of obligations. Ascent is faster and more comprehensive than humans alone, saving Risk and Compliance Officers hundreds of hours of manually researching, reading, and analysing regulation.

### PROBLEM BEING SOLVED

Financial services firms are drowning in regulation. The status quo of manually compiling obligations and keeping up with regulatory change is nearly impossible, not to mention incredibly expensive. Businesses spend about 8% of their revenue on compliance alone — altogether, it's a \$64 billion global problem. By automating much of this process, Ascent helps firms save time and money while reducing their regulatory and reputational risk.

### TECHNOLOGY

Using proprietary RegulationAI™ — artificial intelligence built specifically for the regulatory space — Ascent rapidly identifies the obligations and rule changes that apply to each specific firm, with minimal manual effort required from the customer. This targeted regulatory knowledge can be accessed directly within Ascent's cloud-based platform or via API. Ascent also provides a powerful suite of obligations management tools and capabilities, helping customers achieve a fully traceable, end-to-end compliance program.

### PRODUCT DESCRIPTION

Ascent offers two solutions: **1) Ascent Change Management** delivers a targeted feed of rule changes and indicates to the customer how the rule has changed and the potential impact to the customer's internal controls, policies & procedures. **2) Ascent Obligations Management** provides the customer's full Obligations Register automatically, plus a powerful suite of obligations management tools including automated Auditing and Reporting.

### TOTAL FUNDING - \$26.7M

Investors:



POLSKY



ALSOP LOUIE PARTNERS



DRIVE CAPITAL

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### PARTNERSHIPS

- Ascent is interested in connecting with banks, broker-dealers, introducing brokers, investment advisors, wealth managers, and other financial firms to help solve their compliance challenges.
- Ascent is actively exploring partnerships with government, risk management, and compliance (GRC) solutions with the ultimate goal of helping its customers achieve end-to-end compliance.

### TRACTION/GROWTH

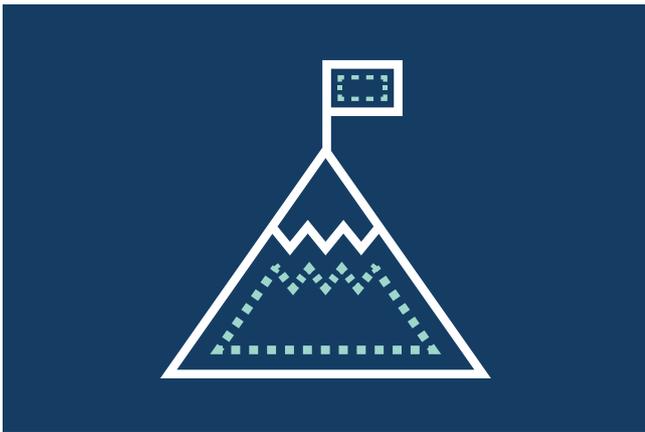
• **Sample clients include:**

- Completed a successful pilot project with ING and Commonwealth Bank of Australia in February 2018, which was overseen by the U.K.'s Financial Conduct Authority (FCA)
- Selected by the Global Financial Innovation Network (GFIN) to take part in a cross-border pilot with six global regulatory agencies in 2019.
- Grown to 50 full-time employees, and continuing to significantly expand staff.
- Serving Tier 1 and Tier 2 banks and other financial firms around the world.
- Closed a Series B funding round of \$19.3M in the Autumn of 2019.

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# How increased accountability is impacting the financial market

*SM&CR has increased emphasis on personal accountability within firms and caused many senior managers to abandon ship for less risky roles, Ascent partner lead Maria Phillips told RegTech Analyst.*



## ASCENT

Following the financial fallout in 2008, the UK's Financial Conduct Authority (FCA) set out to improve the sense of responsibility in companies, particularly focusing on senior managers' responsibilities. This culminated in the implementation of the Senior Managers and Certification Regime (SM&CR) in 2016. The regulation had two main goals: to champion cultures of staff members taking responsibility for bad behaviour and enable firms to pinpoint where accountability lies for processes. As of December 9 2019, it will also relate to solo-regulated firms and claims management companies.

The market has been positive to the regulation. When UK Finance, the trade association, polled 25 banking institutions and 60 senior managers, it found 93% felt SM&CR had improved the UK's financial market. Now, more emphasis is being put into changing office culture, clarifying roles, deepening scrutiny and strengthening decision reviews.

However, it has some downsides. Maria Phillips, partner lead at Ascent (a RegTech firm that automates compliance) believes the regulation has helped achieve the FCA's goal of boosting integrity but has also caused more administrative and reporting costs. The extra burdens were also noted by the UK Finance study. It recommended certain requirements be altered, such as the need of an up-to-date management responsibilities map (MRM) becoming a bi-annual process instead.

Phillips believes more challenges are on the horizon. "I feel the biggest risk for the market right now is that senior managers are leaving these roles and moving to less risky positions in FinTech, RegTech or adjacent sectors," she said. "These senior people have considerable knowledge and with this turnover, the result may well show up in the years to come."

Implementing technology solutions like artificial intelligence could remove some of the burdens placed on financial services and their senior managers. Phillips explained how most entities have either deployed SM&CR platforms built through repurposed HR systems, which can only handle around 50% of the workflows or they have entirely resided to a manual process. She argued that this is not the most effective way for a business to meet compliance and solving this could alleviate some of the administrative burdens they are facing.

She added, "I believe that entities require a suite of systems such as the existing HR systems which track and remediate identified conduct issues. These HR systems should work jointly with a regulatory knowledge system and a full training system that can identify a bespoke set of regulation for each senior manager. However, the problem with this suggested approach is the issue of multiple vendors. Multiple vendors are costly and need to integrate with open APIs as they form an interdependent set of platforms."

It is impossible to completely remove the risk of human error. Deploying a dedicated solution for compliance can accelerate the operations of senior managers and remove some of their fears.

Ascent also help firms save time. Instead of forcing firms to manually sift through pages and pages of regulatory requirements and obligations, the RegTech company leverages AI to automatically identify the obligations that are most relevant to the customer — whether it is entirely new or just being updated. Its platform bolsters traceability within a business by curating every requirement needed of them and placing them into a single location where they can be monitored and managed.

Technology is becoming more intuitive every day. Greater responsibilities are being placed on AI, machine learning and natural language solutions within businesses, leaving them at the helm for many of a firm's daily operations. But technology can make a mistake. What happens when a decision made by a solution results in a negative impact for a business or breach of compliance and who is to blame?

"The responsibility remains with the senior managers in this context and the regulation is very clear on this," Phillips answered. "Technology will not replace the manager." Instead, it is more useful to think of tech as a way to empower people to do more and focus on higher-priority tasks.

Accessing the full potential of technology and letting it have more control of a system is just a matter of trust, which will take time. It's a similar problem which has faced operations between financial institutions and RegTechs. It was not that long ago that an institution would prioritise building a solution in-house, rather than looking for a third-party vendor. Regulations like the updated Payment Services Directive (PSD2) are changing this.

Over the past three years, Phillips has seen better acceptance and engagement of RegTech solutions from financial institutions. It has even gotten to the point where firms are establishing their own RegTech teams. But this is not to say things are perfect and more can still be done to foster trust and adoption between financial services firms and RegTech firms.

"I feel we are reaching a point where financial institutions know RegTechs are the way forward and RegTechs have over the last few years significantly improved their market offering," she said. "In the next 24 months, I think we will see RegTech adoption reach its fuller potential".

To cement the trust between financial institutions and RegTechs, Phillips believes it could be just as simple as system audits and monthly reconciliations in accounting. Through routine tests and regular feedback between the two players, they can fix any issues and tackle any rising fears.

Boosting trust between companies and technology could eventually become incorporated into the SM&CR regulation. The UK's Treasury Committee recently argued banks should be held accountable and fined when their systems go down. Last year, TSB's IT systems went down leaving a lot of customers without access to their online banking. Last month, Revolut faced similar technical issues which left customers unable to log into their accounts.

In an increasingly cashless society, IT failures could be devastating to consumers. The Treasury Committee believes heftier fines would encourage them to ensure their systems are more robust. One of the suggestions was to expand the SM&CR regulation to cover financial market infrastructure.

The FCA's decision to extend the regulation to solo-regulated firms and claims management companies appeared to foster positive feelings, with businesses calling for it to cover more areas of the market., is safe to say personal accountability will continue to be a major topic in the financial market. "But it may be more on the traceability side," Phillips concluded. "Technology is providing the path to a more cost-efficient way to comply, but regulators seem like they want more and more to be fully traceable, so undoubtedly we should keep an eye on this space".

## How a Global Bank Overcame Regulatory Change Obstacles with Ascent

A Global Top 50 Bank identified the need to more proactively and appropriately respond to regulatory change. Their objective was seen as especially crucial in light of today's climate of heightened personal responsibility ushered in by recent developments such as SM&CR, BEAR and others.

### OUR CUSTOMER AT A GLANCE

-  **\$20B** ANNUAL REVENUE
-  **30,000+** EMPLOYEES
-  **1,000+** LOCATIONS WORLDWIDE
-  **300+** REGULATING BODIES TO COMPLY WITH

### THE PROBLEM

Our customer sought a technology solution to address the following challenges:

- Rising volume of regulatory change, which is impossible to track manually.
- Challenges with understanding their entire regulatory landscape, including international and domestic requirements.
- Lack of internal visibility and traceability throughout the regulatory change management process.



These challenges led to missed rule changes and regulatory infractions.

### RESULTS WITH ASCENT

The Global Bank initiated a project with Ascent to help reduce the highly manual (and inherently risky) effort of regulatory intake and analysis, as well as to provide more visibility into how regulatory changes are tracked, reviewed, and applied to the business.

#### Significant Reduction of Manual Effort

Ascent automatically provides a feed of regulatory changes, eliminating the need to scour regulator websites and other sources.

#### Improved Accuracy in Pinpointing Relevant Requirements

Ascent dynamically generates the list of all relevant regulatory changes according to our customer's specific products and markets.

#### Greater Visibility and Traceability

Our customer is able to view relevant changes, track the transfer of the change between departments, and facilitate review of the change by team members. This capability allows the Bank to effectively identify, triage, and track changes.



-  Founded 2003  Employees: 101-200
-  Value Chain: [Onboarding, Client Lifecycle Management, KYC and Regulatory Reviews](#)
-  Subsectors: [Onboarding Verification \(AML/KYC/CDD\), Identification/Background checks](#)
-  Regions of operations: [EMEA, North America, APAC](#)

With over 15 years of industry experience, Appway enables financial institutions to reach their goal of becoming truly client-centric and operating efficiently, while remaining compliant across jurisdictions. Its scalable software solutions cover the entire client lifecycle: prospecting, onboarding, KYC and customer due diligence, client update and maintenance, and regulatory and periodic reviews. Via intelligent orchestration, we connect systems, data, and people across organizational boundaries, thereby allowing them to collaborate at peak effectiveness for optimal value. Appway's award-winning software is trusted by 10 of the top 25 wealth managers, and serves over 510,000 users worldwide. Headquartered in Switzerland with offices around the globe, the company has several hubs at the intersection of finance and technology, and an international presence reinforced by a strong partner ecosystem.



-  Founded 2015  Employees: 11-50
-  Value Chain: [Audit, Risk & Compliance](#)
-  Subsectors: [Risk Management, Compliance Management, Audit/Assurance Management](#)
-  Regions of operations: [Asia-Pacific \(Australia, New Zealand, Hong Kong & Singapore\); EMEA \(United Kingdom, South Africa\) and Americas \(Canada & United States\)](#)

Arctic Intelligence is a privately held, globally focused RegTech firm that specialises in audit, risk and compliance software related to financial crime compliance and risk management. Arctic won the 2019 RegTech of the Year award in Australia. Arctic has developed three market-leading, cloud-based software solutions that leverage technology to re-engineer the way in which major financial institutions and other Regulated Entities manage their financial crime risks. Arctic's three platforms are: AML Accelerate – an enterprise risk assessment solution for money laundering risks tailored to over 30 financial and non-financial industry sectors which is primarily designed to assist small-to-medium clients, but is also used by enterprise clients that comprise multiple legal entities; Risk Assessment Platform – an enterprise risk solution that allows Enterprise Clients and their Consultants to identify, assess, mitigate and manage financial crime risks associated with money laundering, bribery and corruption, fraud, cyber and other risk domains; and Health Check Platform – an enterprise assurance workflow solution (audit program) for Enterprise Clients and their Consultants to assess the design and operational effectiveness of their financial crime compliance programs, including Anti-Money Laundering and Bribery and Corruption.



-  Founded 1994  Employees: 51-100
-  Value Chain: [Data Management, Financial Controls, Reconciliations](#)
-  Subsectors: [Regulatory Reporting, Compliance Management, Risk Management](#)
-  Regions of operations: [Australia, Singapore, South Africa, Netherlands, United States, United Kingdom, Cyprus, Qatar](#)

AutoRek is a leading provider of financial controls, data management and regulatory reporting software. Our solutions are purpose-built to improve the quality and efficiency of financial data management, from cost reduction and process efficiency projects, to improving adherence to regulatory reporting requirements. Key benefits from implementing AutoRek include: Mitigating risk of regulatory breaches; Real time insight into status and exposure; Reduced dependency on manual processing; Single repository for control frameworks and data management; Automated workflow for governance and audit; Efficient electronic sign off and record retention; and Adaptability to meet new regulatory requirements.



-  Founded 2013
-  Employees: 11-50
-  Value Chain: [Reporting](#)
-  Subsectors: Risk Management, Compliance Management
-  Regions of operations: United Kingdom, Ireland

AxiomHQ is an industry-leading provider of regulatory compliance solutions for the financial services industry. The company's market is currently UK-based Financial Services firms with a focus on asset managers, wealth managers, banks and platforms. Axiom is an integrated risk management platform that helps you manage and evidence compliance across your organization and be audit ready always. Its features include built-in expert content, direct feed from the regulator, comprehensive rules and role mapping, risk and control management tools, and a powerful ML system. Axiom maps processes and controls back to the rule book, allowing granular reporting to internal and external audit, and the regulator. This dramatically reduces costs and improves governance across the whole compliance back-office. Clients include Santander, FNZ, Cazenove and Computershare.



-  Founded 2017
-  Employees: 11-50
-  Value Chain: [Onboarding, Process Tools & Control](#)
-  Subsectors: Onboarding Verification (AML/KYC/CDD), Cybersecurity/Information Security, Identification/Background checks
-  Regions of operations: Serbia, Slovenia, Jordan

Blinking is a software development company with desire and decision to tackle the problem of digital identity - creation, validation, verification, management and storing of private data information. Its mission is to create an innovative, efficient and practical software product that addresses the key problems with the current model of user identification online for both the organizations and users. Blinking connects private and public institutions in a common, shared, digital ecosystem for secure and private data and document exchange. We remove the unnecessary, repetitive and wasteful due diligence required from users each time they want to use a new offline or online service. Instead we provide consumers with new, 'privacy by design' way of sharing their personal data. With Blinking consumers can easily, privately and conveniently verify and share their identity information and rely on services remotely. Businesses can rely on the authenticity of customer identities and always know their customers.



-  Founded 2014
-  Employees: 1-10
-  Value Chain: [Process Tools & Control](#)
-  Subsectors: Compliance Management
-  Regions of operations: Globally (incorporated in the United Kingdom and Switzerland)

Capnovum helps clients to identify which regulations they are under and keeps them up-to-date at all times. The client can go to a regulator and state what global regulations they are under regarding their business model, as well as what controls there are, what gaps are present and the initiatives that they are running against the gaps. Capnovum has two types of interfaces; an online platform and an API. The product captures regulatory updates, whether they are officially communicated or unannounced, and identifies what regulations are applicable to a client's business model. The company finds regulations and obligations, and keeps clients up-to-date with any changes in real-time. This is done via its web platform or API. The product enables client to add their own compliance requirements and track their own controls and initiatives.

3rd Annual



# GLOBAL REGTECH SUMMIT

**14 May 2020, London**



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[www.GlobalRegTechSummit.com](http://www.GlobalRegTechSummit.com)

## CAPPITECH

-  Founded 2013  Employees: 11-50
-  Value Chain: [Reporting, Process Tools & Control](#)
-  Subsectors: Transaction Monitoring, Reporting, Compliance Management
-  Regions of operations: United Kingdom, Cyprus, Spain, United States, Israel, Malta, Luxembourg

Cappitech is a leading provider of regulatory reporting, best execution analysis and business intelligence solutions for the financial services industry. Cappitech's cross-jurisdiction compliance platform, fully automates the reporting process and provides a comprehensive view on a single, intuitive dashboard for reporting regimes in Europe such as EMIR, MiFID, SFTR, RTS 27/8 as well as global regimes such as Canadian reporting, ASIC, MAS. Offering next-generation analytics, Cappitech is revolutionising the way financial services firms meet their compliance obligations by offering actionable insights that drive sales and improve execution quality derived from compliance data. Led by a team of experts with a 20+ year track record in building financial technology products, Cappitech is relied on by over 100 global banks, brokers, asset managers and corporates. Established in 2013, the company has won multiple industry awards for the best regulatory reporting solution and innovation and was selected by IHS Markit as the platform provider for their SFTR solution. For more information, please visit <https://www.cappitech.com>.

## CASPIAN

-  Founded 2002  Employees: 11-50
-  Value Chain: [Risk Investigations, Reporting](#)
-  Subsectors: Risk Investigations
-  Regions of operations: United Kingdom

Caspian specialise in automated risk investigation technology for financial services firms. Our AML solutions analyse alerts and provide fully explainable risk judgements that are human readable and regulator friendly. Our technology combines expert human intelligence with the power of machine learning to automatically analyse and judge risk alerts. Unlike many machine-based automations, ours explains how it made every decision and gives evidence and rationale for all stages. It is continuously audited against expert consensus and rigorous assurance tools to ensure you're always in control. Caspian technology is live in tier-one global banking and proven to deliver the scalability, transparency of decisions, judgement and world-class assurance that financial services firms demand.

Analyse. Judge. Explain. And no black box.



-  Founded 2017  Employees: 1-10
-  Value Chain: [Onboarding, Monitoring, Reporting](#)
-  Subsectors: Reporting, Compliance Management
-  Regions of operations: Singapore, United Kingdom, China

CENTENAL is a FinTech company providing digital operation and compliance solutions for Wealth and Compliance professionals. Its vision is to help Wealth Management Industry to obtain Customer Empowerment and Operational & Compliance Excellence through Digitization and Automation. The team combines legal, compliance, wealth management and technical expertise. CENTENAL's award-winning CRS Expert® is the first-of-its-kind regulation engine that transformed a complicated international legislation - Common Reporting Standard, into a digital regulation rule and takes away the frustrations and risks from Financial Institution and saves 98% compliance time.



Founded 2016

Employees: 11-50

Value Chain: [Process Tools & Control](#)

Subsectors: Risk Management, Compliance Management

Regions of operations: APAC

Checkbox is a multi-award-winning platform that enables non-IT users to build and deploy automation and workflow software for legal and compliance, all without coding. Checkbox applications automate triage, assessments, workflow, and documentation, which significantly reduces cost, generating ROIs of over 1,280%, whilst reducing risk, increasing standardisation and boosting turnaround time to the business and customers. Checkbox is completely 'no-code' yet provides a full suite of enterprise features. This means that anyone can create applications in an unparalleled time frame. The company's competitors have platforms that are difficult to understand and build on and require technical users to be trained in specific applications, who then are qualified to design and maintain the application. This is both costly and time-consuming. With Checkbox, it is possible to empower business owners to rapidly prototype and react to regulatory and operational changes in a matter of days and hours, not months.



Founded 2006

Employees: 101-200

Value Chain: [Onboarding, Monitoring, Detection](#)

Subsectors: Onboarding Verification (AML/KYC/CDD), Communications Monitoring, Transaction Monitoring, Cybersecurity/Information Security

Regions of operations: United States, Philippines, Dubai, Singapore, India, Sri Lanka

Clari5 are a category leading real-time, cross-channel EFCRM (Enterprise Financial Crime Management) product company for global banks. Harnessing the combined power of Automation, AI, ML, Decision Sciences & Real-time Decisions, it processes over 10 billion transactions, manages over 500 million accounts and reliably secures 4% of the global population's banking transactions. With 200 million accounts at a single site, it has the world's largest implementation of a fraud management solution. The company uses a human brain-like, cross-channel, cross pollinated approach for synthesizing enterprise intelligence to enable business-critical real-time interventions. Clari5 helps protect a banks' bottom-line by reducing fraud losses with effective cross channel fraud management, protection against revenue leakage, reducing cost of compliance, proactive regulatory reporting and managing process compliance.



Founded 2011

Employees: 1-10

Value Chain: [Detection, Process Tools & Control](#)

Subsectors: Risk Management, Compliance Management

Regions of operations: United Kingdom, Channel Islands, France, Malta, Netherlands, Luxembourg, Singapore, United States, Cayman Islands

Clarus is a RegTech Managed Software as a Service (MSaaS) provider of institutional risk and reporting solutions aimed at promoting better governance and transparency within the investment management industry. Clarus provides independent, customizable risk reporting solutions required by boards to meet risk management demands in addition to the provision of regulator risk reporting such as Annex IV, PRIIPs. Our RiskMonitor® platform provides an efficient and effective means of compliance with investment regulations including UCITS, AIFMD, PRIIPs, EU Short Selling Regulation (SSR), and BRRD. RiskMonitor® also produces the data and metrics required for Annex IV filings and can be incorporated into a full managed Annex IV reporting solution. RiskMonitor® reporting supports investor as well as internal risk reporting and addresses industry demands for greater independence of risk and transparency within the investment management industry.



-  Founded 2004
-  Employees: 101-200
-  Value Chain: [Onboarding](#), [Reporting](#), [Process Tools & Control](#)
-  Subsectors: Reporting, Regulatory Documents, PRIIPs
-  Regions of operations: D-A-CH, Benelux, United Kingdom, France, Singapore, Liechtenstein, Nordics, Hong Kong

Founded in 2004 the cleversoft group is a leading cloud-based RegTech provider for financial services. The company optimizes and automates business processes for regulatory documents, marketing materials, commission payments and other back office processes for over 300 clients around the globe. Due to the financial crisis, there has also been a crisis of trust between financial service providers and investors in recent years. In order to provide greater protection to retail investors, it has become increasingly mandatory to provide information and documents that comply with complex legal regulatory standards. With solutions from cleversoft, banks, asset managers, investment management companies, fund providers and custodians compile legally compliant regulatory documents, such as product information sheets (PIS), KIDs for PRIIPs, KIIDs, Solvency II, MiFID II, IFRS 17, finSA, GromiKV and VAG. In addition to complying with legal requirements, by using solutions from cleversoft, customers also benefit from significant time and cost savings when generating documents.



-  Founded 2018
-  Employees: 11-50
-  Value Chain: [Detection](#), [Monitoring](#), [Process Tools & Control](#)
-  Subsectors: Risk Management, Compliance Management, Communications Monitoring
-  Regions of operations: Australia, United Kingdom

Cognitive View is a transformative RegTech that analyses customer communication data to identify conduct related issues and automates risk & compliance processes. It is addressing several pressing challenges for the Australian and UK market. In Australia, it is Royal Banking commission reforms and, in the UK, it is FCA regulated Conduct risk. Besides Conduct Risk, Cognitive View also provides customer experience, workforce management, and compliance automation solutions. Cognitive View's AI-based conduct surveillance technology can analyze and generate actionable insights from customer communication data. Cognitive View is the world's first regulator optimized risk and compliance automation platform. The platform provides out of the box regulatory content in the form of obligations. It uses advanced machine learning and AI based algorithm in obligation identification and mapping from customer communication artefacts. Once the obligations are mapped, it continuously monitors the customer communication data for a variety of indicators.



-  Founded 2016
-  Employees: 11-50
-  Value Chain: [Monitoring](#), [Detection](#), [Reporting](#), [Process Tools & Control](#)
-  Subsectors: Communications Monitoring, Risk Management, Reporting, Identification/Background checks, Compliance Management
-  Regions of operations: United States, Canada, EU

Compliance.ai's mission is to transform the way highly regulated organizations address compliance risk and to modernize compliance processes for both the regulators and the regulated entities. It empowers financial compliance teams to proactively manage the growing volume & velocity of regulatory changes, as they occur, and make it simple to implement the appropriate steps to remain in compliance. Compliance.ai provides a cost-effective way to monitor and predict regulatory trends that impact businesses and allocate resources accordingly. Compliance.ai Team Edition solves a problem that plagues many compliance teams: a lack of visibility and collaboration across the various stakeholders. The workflow feature creates automatic to-do lists that guide all team members through the change management process, significantly lowering the time it takes to assign and manage tasks. The platform is powered through a unique Expert-in-the-Loop (EITL) AI-driven approach. EITL pairs supervised machine learning, which can learn from and make predictions on data, with legal experts who extract and prioritize key attributes of regulatory changes and raise the confidence level of the AI.



## Use AI communication compliance for today's collaborative workplace

Use Theta Lake's unified compliance supervision and review suite for voice, video, text and chat to meet the latest FINRA, MiFID II and SEC requirements for collaboration platforms like:

- Zoom
- RingCentral
- Microsoft Teams
- GoToMeeting
- Cisco Webex and Cisco Teams

Request a demo of Theta Lake's Compliance Suite to see better compliance in action.



-  Founded 2017
-  Employees: 11-50
-  Value Chain: [Reporting](#)
-  Subsectors: Risk Management, Compliance Management
-  Regions of operations: Singapore, Hong Kong and Vietnam

Comply is an AI web platform that simplifies and automates regulatory change, compliance, and risk management workflows for financial institutions. It simplifies processes for compliance teams and their business units through centralization of regulatory data, end-to-end automation of manual processes, and better collaboration between stakeholders. Comply is a better way to comply and a better way to work with compliance.



-  Founded 2013
-  Employees: 11-50
-  Value Chain: [Monitoring, Detection](#)
-  Subsectors: Risk Management, Reporting, Compliance Management
-  Regions of operations: United Kingdom, Europe, APAC and North America

Corlytics technology enables smarter regulatory risk management. It allows firms to automate the capture of regulatory change, understand relevance at a global, regional or divisional level, and quantify potential risks. By treating regulation as a risk, Corlytics unique AI-driven data, analytics and insights enable firms to plan, prioritise and predict regulatory risks whilst accessing the world's single source of global regulatory enforcement data, providing hard facts, risk ratings and emerging trends on controls, penalties and areas of exposure. The company's unrivalled expertise in the structure of digitized regulatory information from designing, implementing and mapping taxonomies in regulators and firms worldwide, enables it to seamlessly align regulation with organisational structures. Corlytics data science technology combines supervised statistical learning methods with novel linguistic feature engineering techniques using natural language processing, and develops novel semantic feature extraction methods to enable interpretation and continuous enhancement by its in-house human legal and industry experts.



-  Founded 2016
-  Employees: 101-250
-  Value Chain: [Reporting, Data Management, Detection, Monitoring](#)
-  Subsectors: Periodic Reporting, High-Frequency Reporting, Regulatory Data Management & Distribution, Trade & Transaction Monitoring, Managed Services, Compliance Management, Cybersecurity
-  Regions of operations: Global

CSS is a global 'RegTech' platform – driven by data and backed by service – providing a comprehensive set of software solutions supported by a highly targeted managed service capability. CSS solutions and services are aligned to the multiple regulatory compliance requirements of global funds reporting, global transaction reporting and global threshold management. The company currently serves over 600 software clients in the financial services vertical comprising of hedge funds, traditional asset managers and fund administrators, including Tier-1 buy-side and sell-side institutions. Backed by private equity, CSS is uniquely positioned within the market in terms of its size and the breadth of its regulatory compliance offerings. These factors vest the company with the capital and product range to support the broadest possible spectrum of regulatory compliance requirements, while retaining the agility to work in partnership with individual clients to construct a comprehensive and longstanding response to ongoing financial regulation. The business currently employs 230 people worldwide with six customer-facing office locations.


**Featured Product:** Signal

**Additional Products/Services:**

**Consensus** (reporting), **Accudelta** (regulatory data management), **Silverfinch** (data exchange), **TradeChannel GTR** (global transaction hub), **Sentry** (trade monitoring & analysis), **Shield** (cybersecurity), **ACM** (enterprise compliance management), **Ascendant** (compliance consulting), **Longboat** (investment data analytics), **Integration Hub** (transaction data hub)

-  Founded 2016
-  London, New York City
-  [www.compliancesolutionsstrategies.com](http://www.compliancesolutionsstrategies.com)
-  [info@cssregtech.com](mailto:info@cssregtech.com)
-  +1 646 277 2450
-  Employees 101-250
-  Regions of operation: Global

**Key Employees**

**Doug Morgan**  
CEO

**John Lee**  
President

**Terence Faherty**  
Chief Revenue Officer

**Expected revenue in 2019:**  
**Over \$35m**

Value Chain: **Reporting, Data Management, Detection, Monitoring**

Subsectors: **Periodic Reporting, High-Frequency Reporting, Regulatory Data Management & Distribution, Trade & Transaction Monitoring, Managed Services, Compliance Management, Cybersecurity**

Regulation/Legislation: **MIFID II, Solvency II, PRIIPs, SFTR, EMIR, AIFMD, CRR/Solva, VAG & GroMiKV, Dodd-Frank, Form PF, CPO-PQR, Form ADV, FATCA, CRC, TIC & TIC Forms, N-PORT, N-CEN & LRMP (22e-4), Rule 38(a)-1 and Rule 206(4)-7, GDPR/Cybersecurity, Substantial shareholding disclosures & position limit monitoring**

 **OFFERING**

CSS is a global 'RegTech' platform – driven by data and backed by service – providing a comprehensive set of software solutions supported by a highly targeted managed service capability. CSS solutions and services are aligned to the multiple regulatory compliance requirements of global funds reporting, global transaction reporting and global threshold management. The company currently serves over 600 software clients in the financial services vertical comprising of hedge funds, traditional asset managers and fund administrators, including Tier-1 buy-side and sell-side institutions. Backed by private equity, CSS is uniquely positioned within the market in terms of its size and the breadth of its regulatory compliance offerings. These factors vest the company with the capital and product range to support the broadest possible spectrum of regulatory compliance requirements, while retaining the agility to work in partnership with individual clients to construct a comprehensive and longstanding response to ongoing financial regulation. The business currently employs 230 people worldwide with six customer-facing office locations.

 **PROBLEM BEING SOLVED**

As an agile partner of size, the CSS business model is calibrated to provide both tactical solutions to specific time-sensitive regulations, as well as working alongside clients to develop an overarching strategic response to regulation across business disciplines. This covers, but is not limited to, regulatory compliance linked to a broad range of periodic regulatory filings and template production and distribution in the funds space, through to high-frequency transaction reporting, and global shareholding threshold disclosure and position limit monitoring. As a well-capitalized and multi-faceted provider of regulatory software solutions and services, CSS effectively neutralizes the 'vendor risk' associated with reliance upon a single-product vendor.

 **TECHNOLOGY**

The technology footprint at CSS covers a broad array ranging from enterprise data quality management systems to high frequency reporting platforms to deep post-trade compliance analytics. CSS delivers both on-premise and private-infrastructure cloud-based solutions. The technology stacks and database technologies it employs are equally varied, ranging from traditional .NET stacks with MS SQL Server back-ends, to Java stacks that leverage NoSQL Big Data storage and analytic ecosystems such as Mongo, Couchbase and Hadoop. CSS operates an externally audited and certified ISO27001 Information Security Management System to drive cyber protection and operating resilience into our technology and service deliverables – covering both its private infrastructure (cloud) data centres and operational offices.

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## FEATURED PRODUCT DESCRIPTION

Signal, our substantial shareholding and position limits monitoring and disclosure platform, solves a longstanding problem for the industry: tracking securities holdings and complying with relevant regulations paired with a cost structure that scales with the business's needs. Backed by our Best Practices team – a group of compliance experts, securities lawyers, fund accountants, and business analysts – the platform's flexibility in responding to changing regulatory obligations, handling complex fund structures and client demands are key features. Client requests prompted the creation of the Shares Outstanding Service (which provides data about issuer shares outstanding amounts required for threshold reporting calculations globally), and a solution for "Sensitive Industries" coverage worldwide. Global regulations demand compliance professionals to keep pace with emerging technologies, to keep command over data, and to be able to quickly and efficiently respond to new challenges. It was not a question of whether to do it; it was a question of how to do it best. CSS promotes data models that can handle multiple reporting requirements from a single source. Its solutions leverage a common set of data points across multiple outputs to satisfy global requirements.

## TOTAL FUNDING

Investors: **Private Equity**



## PARTNERSHIPS



## TRACTION/GROWTH

- **Customer acquisition numbers:** CSS has ~600 clients. Most of the clients subscribe to its software solutions. Most of those clients were won over in the last five years as the need for regulatory technology, consulting and SaaS offerings has risen.
-  – In Q3 2018, acquired TradeChannel, which provides automation of transaction reporting for data intensive reporting requirements under EMIR, MiFIR and SFTR.
- Estimated revenue in five years – over \$100m
- Estimated staff numbers in five years – 501-1,000

## MANAGEMENT BIO

### **Doug Morgan – Chief Executive Officer**

Doug Morgan was named Chief Executive Officer of Compliance Solutions Strategies (CSS) in 2019. He draws upon over 25 years of experience focused on financial technology, information and service delivery. Prior to his appointment as CSS CEO, Morgan held the position of Group CEO at Cordium, a governance, risk and compliance services firm. Previously, he held the title of President at SunGard Institutional Asset Management Group, and had several executive roles at Thomson Reuters. Morgan is a graduate of Yale University and earned an MBA from The Wharton School at the University of Pennsylvania.

### **John Lee – President**

John Lee is the President of global RegTech platform Compliance Solutions Strategies (CSS), and was a founder of the platform. Prior to this, John acted as Senior Adviser to Strategic Insights, having previously served as Managing Director, Europe for the company between 2011 and 2015. In this role, he was responsible for six business lines and playing a pivotal role in the acquisitions of leading TCA provider Liquidmetrix and Munich-based funds analytics firm FWW. In 2012, leading law firm Michcon de Reya awarded John the title 'Business Shaper' in recognition of his serial entrepreneurship, given to business leaders deemed to have 'changed the way business is conducted'. Between 1993 and 2009, John founded and sold three businesses serving the institutional financial services market.



-  Founded 2015
-  Employees: 1-10
-  Value Chain: [Detection, Process Tools & Control](#)
-  Subsectors: Cybersecurity/Information Security, Risk Management, Compliance Management
-  Regions of operations: United Kingdom, Netherlands; Commercial Activities: EU, Japan, Middle East

CyNation is an Integrated Risk Management company focused on managing the risks inherent in third-party ecosystems. Its solutions are trusted by banks, challenger banks, insurers and asset management firms across Europe. CyNation's CyDesk is a vendor risk management platform that provides real-time insights on cyber security, regulatory compliance and other business risks within an organisation's third-party network. CyDesk helps organisations to categorise and monitor vendors based on the criticality of their services and inherent risk level, understand and mitigate cyber security and compliance risks and reduce digital risk exposure to increase business resiliency. CyDesk uses AI to aggregate and interpret data from up to 900 digital risk indicators from internal and external sources, including the dark web. Risk insights are presented in a platform where users can easily extract actionable intelligence on their third-party risk updated through continuous monitoring.



-  Founded 2016
-  Employees: 51-100
-  Value Chain: [Monitoring, Detection, Reporting](#)
-  Subsectors: Cybersecurity/Information Security, Risk Management
-  Regions of operations: Singapore, Switzerland, France, APAC, Europe

Dathena is an international deep-tech company and a pioneer in data-centric security solutions. Across the globe, financial services organizations, healthcare institutions, manufacturers, and government entities trust Dathena to modernize and simplify data discovery, data classification, and data privacy. Dathena's Data Discovery and Classification solution augments your Data Loss Prevention (DLP) software with the unique power of purpose-built Artificial Intelligence (AI) by automatically discovering and classifying your sensitive data, including Personally Identifiable Information (PII) and Protected Health Information (PHI). By engaging Dathena to enhance the protection of your data, your organization can better meet compliance regulations - such as GDPR, PDPA, CCPA, and HIPAA - reduce the risk of fines and data breaches, protect its brand, decrease security operation costs, and safely facilitate cloud adoption.



-  Founded 2011
-  Employees: 51-100
-  Value Chain: [Onboarding, Detection, Process Tools & Control](#)
-  Subsectors: Onboarding Verification (AML/KYC/CDD), Risk Management, Compliance Management
-  Regions of operations: United Kingdom and Ireland

DueDil is a company intelligence platform whose mission is to inform and connect the economy by using proprietary technology to deliver insights on more than 50 million companies across Europe. More than 400 clients, including Santander, Transferwise and Metro Bank, rely on DueDil's technology as an end-to-end solution for go-to-market execution, compliant onboarding and risk monitoring, helping them empower decision making and accelerate growth. DueDil's Business Information Graph (B.I.G.) combines multiple data sources to map connections between businesses, delivering unique insights and context that companies will not find anywhere else.

# DYDON

-  **Founded 2016**
 **Employees: 1-10**
-  **Value Chain:** [Onboarding, Monitoring, Detection, Reporting, Process Tools & Control](#)
-  **Subsectors:** [Onboarding Verification \(AML/KYC/CDD\), Communications Monitoring, Risk Management, Reporting, Identification/Background checks, Compliance Management](#)
-  **Regions of operations:** DYDON focuses on the DACH region with plans to expand globally in the future

Financial institutions have to manage an increasing amount of information whilst facing more and stricter regulations. Managing this problem with respective AI solutions is costly and time consuming. DYDON has therefore created a fully integrated and versatile AI platform for information capture from numerous internal/external sources, Natural Language Processing (NLP), information structuring, predictions and explainable result presentation, that solves the above mentioned problems through: 1. A transparent and understandable AI solution 2. Fast and easy implementation 3. Easy usage by non-AI experts 4. An integrated approach to AI – trainable for multiple topics (e.g. KYC, Topic Filters, Alter MGT, Asset Monitoring, etc.) While the DYDON AI platform can be used for multiple purposes, we currently focus on tackling Compliance and Regulation challenges in the Finance sector. DYDON has clear vision to become the leading enterprise platform for semantic analytics.



-  **Founded 2015**
 **Employees: 11-50**
-  **Value Chain:** [Onboarding](#)
-  **Subsectors:** [Onboarding Verification \(AML/KYC/CDD\)](#)
-  **Regions of operations:** Spain, Italy, Portugal, France, Mexico, Argentina

Ecercic is pioneer in technological developments in the areas of electronic signature and digital identity. In less than four years it has become one of the leading Spanish companies in the field, thanks to its innovative vision of digital identity and the improvement of the customer experience with the optimization of onboarding processes. The company applies technologies such as artificial intelligence, machine learning and blockchain, to digital transformation and Know Your Customer, creating flexible systems of electronic contracting, providing the maximum legal guarantees. The platform allows the analysis of identity documents, analysis of facial biometrics, generation of a digital certificate and the possibility of signing documents digitally, with full legal validity. All in less than 2 minutes. And with no software or app needed. The platform allows, in a simple way and in the same environment, to provide a legal solution to the requirements of clients remote identification, while also allowing the construction of personalized signature flows, to guarantee the complete digitization of the contracting process. The company has clients such as Banco Santander, BP Oil, Lycamobile or Leroy Merlin.



-  **Founded 2013**
 **Employees: 51-100**
-  **Value Chain:** [Onboarding](#)
-  **Subsectors:** [Onboarding Verification \(AML/KYC/CDD\)](#)
-  **Regions of operations:** Worldwide

Electronic IDentification (eID) is a software provider created to lead the next generation of e-trust solutions. VideoID's technology combines video in streaming with an AI algorithm to validate both the authenticity of the ID documents and the authenticity of the person. The solution also provides a facial biometrics score, integrated in real time. Electronic IDentification has created VideoID, the first and only technology that combines video streaming with the most advanced machine learning and artificial intelligence algorithm to identify people in just seconds from any device and through any channel. VideoID is creating a new services category in the Internet to identify customers remotely by providing the same technical security and legal compliance as face-to-face identification. eID's product OCO, enhances the user experience of VideoID, eliminating the need to integrate an API and enabling consumption in just a few minutes, giving you the front experience as a gateway. Clients include Santander, CaixaBank and KPMG.



**Product name:**  
ZeroReveal®

-  Founded 2016
-  Fulton, MD United States
-  [www.enveil.com](http://www.enveil.com)
-  [info@enveil.com](mailto:info@enveil.com)
-  +1 443-741-1021
-  Employees 11-50
-  Regions of operation: US, UK, Europe

#### Key Employees



**Dr. Ellison Anne Williams**  
Founder & CEO



**Craig Trautman**  
Director of Sales



**Ryan Carr**  
Director of Engineering

Value Chain: **Onboarding, Detection, Reporting**

Subsectors:  COMPLIANCE MANAGEMENT  ONBOARDING VERIFICATION  CYBERSECURITY/ INFORMATION SECURITY

Value Chain: **KYC, AML, GDPR**

#### OFFERING

Enveil is a pioneering data security company protecting Data in Use. Leveraging advances in homomorphic encryption to ensure nothing is ever revealed during the entire processing lifecycle, Enveil enables secure and private data collaboration through a flexible and adaptable trust framework to enhance intelligence-led decision making. Recognizing that security teams have invested substantial time and resources in their current security technologies, Enveil works alongside existing systems with ease to enhance security and ensure sensitive data throughout the processing lifecycle.

#### PROBLEM BEING SOLVED

Enveil closes the last gap in data security by protecting data while it's being used – the 'holy grail' of data encryption. Leveraging advances in homomorphic encryption, Enveil's ZeroReveal® solution allows analysts at financial institutions to securely derive insights, cross-match, and search third-party data assets without ever revealing the contents of the search itself or compromising the security or ownership of the underlying data. Enveil allows organizations to securely use data where it is and as it is today, delivering nation-state level security without requiring any system overhauls.

#### TECHNOLOGY

Enveil's groundbreaking use of homomorphic encryption means encrypted operations are run on any type of data at scale, with processing times that ensure minimal impact on user experience. Homomorphic encryption has been a topic of academic research for decades but had long been considered too computationally impractical for commercial use. In its initial form, it was painfully slow, bulky, and expensive to implement. Enveil's technology advances break through this computation barrier brings homomorphic encryption from the realm of the theoretical to the commercially practical.

#### PRODUCT DESCRIPTION

Enveil ZeroReveal® enables allows users to securely operation on data where it is and as it is today, delivering nation-state level security without requiring system overhauls. By decoupling from the storage technology layer, Enveil is able to deploy above the data, allowing organizations to retain control of their data assets while leveraging existing storage methods and access controls mechanisms. Enveil focuses exclusively on solutioning to secure Data in Use and integrates with existing at-rest and in-transit data security solutions, acting in a complementary capacity to provide full lifecycle security via standard APIs. The deployment model is optimized for highly distributed, decentralized multi-party, and/ or hybrid cloud deployments. The Enveil ZeroReveal® solution facilitates encrypted search using a two-party system. The ZeroReveal Client application lives within the Enterprise's trusted environment while the ZeroReveal Server application lives within the environment of the Data. ZeroReveal Client and Server applications may be deployed in any configuration, including one-to-many or many-to-many.

Enveil's ZeroReveal® solutions prove not only that the long-pursued theory of homomorphic encryption is market-ready, but that it is practical, scalable, and can integrate without requiring changes to existing database and storage technologies. Using proprietary technology that has led to 16 patent applications to date, Enveil uses homomorphic encryption techniques to achieve unmatched levels of scale – the solution has been proven to perform robustly and at speed over terabytes of data on cloud platforms, over commodity hardware, and on special purpose platforms like FPGAs and GPUs. Enveil is the only company certified to provide nation-state level security in the processing layer by enabling protections so effective that the operations could safely be processed in an environment known to be malicious or even actively under attack. Enveil provides the ultimate safeguard for sensitive data while still enabling the value attained through access and use.

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 **TOTAL FUNDING - \$5m**

 **PARTNERSHIPS**


— Enveil is an Advanced Technology Partner and a Public Sector Partner within the Amazon Partner Network (APN), and can deploy natively over AWS Commercial, GovCloud, and C2S.



— Enveil is a Co-Sell Ready Partner within the Microsoft Partner Network and can deploy over Azure, Azure GOV, and Confidential Computing (Intel SGX) Environments.



— Enveil is Thales eSecurity ASAP Partner and has completed integrations with products including Vormetric, SafeNet, SafeNetAT, and Thales Federal.



— Enveil is a strategic technology partner with Novetta within both the Federal and commercial space. The collaboration pairs Enveil's ZeroReveal® technology with Novetta's tailored machine learning models.



— Enveil formed a partnership with Unbound Tech to provide enterprise customers with cutting-edge security capabilities in the global marketplace.

 **MANAGEMENT BIO**
**Dr. Ellison Anne Williams – Founder & CEO**

Dr. Ellison Anne Williams is the Founder and CEO of Enveil, the pioneering data security startup protecting Data in Use. Building on more than a decade of experience leading avant-garde efforts in the areas of large-scale analytics, information security, computer network exploitation, and network modeling, Ellison Anne founded the startup in 2016 to protect sensitive data while it's being used or processed – the 'holy grail' of data encryption. Powered by homomorphic encryption, Enveil's award-winning ZeroReveal® solutions provide Trusted Compute in Untrusted Locations™, enabling previously impossible business functionalities for intelligence-led decision making. Leveraging her deep technical background and a passion for evangelizing the impact of disruptive technologies, Ellison Anne has helped define and advance the Data in Use security space and cultivated Enveil's capabilities into category-defining solutions that enable secure search, analytics, sharing, and collaboration. In addition to her ongoing contributions as a cybersecurity mentor and thought leader, Ellison Anne has been recognized as an SC Media Reboot Leadership Innovator Award winner, a Woman to Watch in Security, and a CyberScoop Leet List Honoree. She started her career at the U.S. National Security Agency and holds a Ph.D. in Mathematics (Algebraic Combinatorics), a M.S. in Mathematics (Set Theoretic Topology), and a M.S. in Computer Science (Machine Learning).

## Safe outside the vault

*With Enveil, Ellison Anne Williams is providing secure data usage at a whole new level.*



“The holy grail of cryptography.” That is how Ellison Anne Williams, founder of Enveil, the cybersecurity startup, describes practical homomorphic encryption. She’s not wrong. People have been searching for a practical way to use it for four decades, but Williams believes her team has been the ones to solve it.

So, what is homomorphic encryption? “If encryption is a vault protecting your sensitive data, traditional practice requires taking the data out of the vault every time it needs to be used or processed – when users perform a search or apply analytics,” Williams explains. But taking the data out of the vault means it is being exposed to the risk of attacks and liability. For financial services firms and other highly regulated industries, this is a huge danger.

“Homomorphic encryption allows these critical actions to take place within the vault, eliminating the need for data exposure at any point,” she continues. “It allows organizations to securely search, cross-match and derive insights from third-party data sources without ever revealing the contents of the search or analytic or compromising the security or ownership of the underlying data.”

However, as important as being able to secure data while it’s being used or processed, making it a reality is far from easy. “The challenge all comes back to usability,” Williams explains. “No matter how great a technology is, if it can’t work within an existing workflow in a business-relevant timeframe, it is very unlikely to be used.”

That is exactly what Enveil has been able to solve. “Our breakthroughs prove not only that the theory of homomorphic encryption is market-ready, but that it is practical, scalable and can integrate without requiring changes to existing database and storage technologies,” she says.

The startup was launched in 2016, but it was a long time coming. “I’m an entrepreneur at heart, come from a long line of entrepreneurs and always wanted to start my own businesses,” Williams says.

Before realising her ambition to become a business leader, she first achieved a PhD in mathematics from North Carolina State University and then found herself working at the National Security Agency (NSA) as an applied research mathematician between 2004 and 2016.

Doing so opened doors for her as a future entrepreneur. “In that setting, challenges exist at a scale you don’t often encounter in the private sector and require very creative and unique solutions,” Williams recalls.

Not only did she enjoy the challenge of daily solving huge problems, but it was also at the NSA that she first recognized the impact homomorphic encryption could have in the commercial market.

“The biggest challenge with homomorphic encryption has always been that it was computationally impractical to ever use at scale – namely, it was painfully slow, bulky and expensive to implement,” Williams says. “Once we broke through that barrier, the door opened to a world of potential commercial use cases.”

Having solved this issue, the founder-to-be moved quickly to use the technology to launch Enveil. “Through a technology transfer programme created

at NSA for this exact circumstance, I was able to bring some of the core breakthroughs we achieved out of the agency and use them to seed the company," she remembers, adding that technology has been "greatly expanded and matured" since.

Enveil's launch was supported by an investment from DataTribe, the venture capital seed investor that specializes in helping teams bringing technology out of the government and commercialize it. "Given my background – and the experience of the majority of our team at the time – working with people who had been commercially successful and understood the intricacies of where we came from was very appealing," Williams says. "DataTribe has been a great partner for us and really helped us gain our bearings in the start-up journey in those early months."

Williams and her team spent the next months working on creating a commercial version of the homomorphic encryption solution they had invented. Eventually, they were at a point when they could show it to customers. Not only did it blow people away, but some even asked if they could invest strategically. "Thus, our strategic round was born," Williams says. "We were fortunate to include In-Q-Tel, USAA, Thompson Reuters and Bloomberg Beta in this round." DataTribe also returned as an investor in the round.

Armed with \$4m from its 2017 capital injection, Williams's team was able to keep developing its tools and to certify the solutions. "The accreditation and certification processes are expensive and time consuming so it's unusual for a startup to commit the resources necessary to achieve them," she explains. "However, it's an important investment as the certifications give enterprises confidence that the products are secure and will work seamlessly alongside their existing architecture and security solutions. As the only Data in Use security company with NIAP Common Criteria-certified products, we are able to deliver nation-state level protection, allowing users to securely operate on data in the cloud, on premise or anywhere in between."

Enveil's ZeroReveal product is an API-based solution created to work alongside companies' existing systems, enabling clients to interact with their data the same way that they did before, only at a higher security level. "We allow organizations to securely search, share and collaborate between disparate data sources without ever revealing the contents of the search or analytic or compromising the security or ownership of the underlying data," Williams explains. "These capabilities are critical for large enterprises with sensitive

data assets and compliance concerns, as well as companies sharing sensitive data and collaborating with third parties."

Enveil is predominantly used by financial services firms and other industries that require a high level of security to ensure they are compliant with current legislation. The company's capabilities in the space were on full display at two recent TechSprints hosted by the Financial Conduct Authority (FCA). Enveil worked with market stakeholders to create a flexible and adaptable trust framework for Know Your Customer and Customer Due Diligence processes. The solutions developed by the Enveil-led teams won the U.S. event and won the KYC/CDD use case in the UK.

Williams is confident that this is only the beginning. "There is great amount momentum in the market right around secure data collaboration use cases, especially in the RegTech and FinTech communities," she concludes. "We are working with a number of financial institutions and regulators and look forward to continued engagement in the space. We are currently finalizing our Series A funding and will be announcing new product lines in the months ahead."



## COMPANY RESEARCH PROFILE



**Product name:**



Founded 2015  
 Austin, United States  
 www.eventussystems.com  
 info@eventussystems.com  
 1 (844) 438 3688  
 Employees 11-50  
 Regions of operation: United States, Canada, Europe, Asia Pacific

### Key Employees



**Travis Schwab**  
CEO



**Jeff Bell**  
President



**Kerry Clendinning**  
CTO



**Scott Schroeder**  
Managing Director, Sales & Business Development

**Expected revenue in 2019:**  
**\$4m - \$5m**

Value Chain: **Onboarding, Processing & Control, Detection, Reporting**

Subsectors: RISK MANAGEMENT REPORTING COMPLIANCE MANAGEMENT TRANSACTION MONITORING **Trade Surveillance**

Regulation/Legislation: **MiFID II, AIFMD, AML, Dodd-Frank**

### OFFERING

Eventus Systems provides risk management and trade surveillance solutions for capital markets organisations, including global banks, brokerages and futures commission merchants, proprietary trading firms, exchanges, corporates and buy-side firms.

### PROBLEM BEING SOLVED

Eventus Systems offers a holistic platform that tackles complex data problems presented by surveillance and risk management requirements and provides a centralised view of trading and operations for risk management, trade surveillance and compliance purposes.

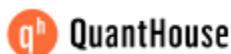
### TECHNOLOGY

Eventus Systems' Validus is a platform that leverages current technologies including HTML5, Python and others. Validus is available as an on-premise enterprise or a cloud-based SaaS implementation to meet the needs of Eventus' diverse client base.

### PRODUCT DESCRIPTION

Eventus Systems' flagship product is Validus, a trade surveillance and market risk software platform that provides sophisticated, efficient risk management and surveillance, spanning the front, middle and back office. Through multi-stream data reconciliation, provides comprehensive alerting, monitoring, visualisation and reporting across a wide range of asset classes, including equities, equity options, futures and cryptocurrencies. Combining a procedural and AI approach to both alert generation and resolution, Validus lowers the total cost of ownership and provides better analytics and insights to its customers.

### PARTNERSHIPS



### TRACTION/GROWTH

- Client companies:** UBS ENGIE ETC PhillipCapital GAIN CAPITAL ErisX the SMALL exchange
- In 2018, Eventus processed over 250bn trade lifecycle messages
- Over 80% of prospects who take a custom demo become clients

*This document is being provided for information purposes only. It is not designed to be taken as advice or a recommendation for any specific investment or strategy decisions.*



# RegTech Solutions That Meet Today's Challenges... and Beyond

The world of trade regulation and surveillance has changed dramatically in the past several years and you need a solution that utilizes the best and latest technology in order to handle the complexity of your enterprise, both now and in the future.



Validus from Eventus Systems is built on a modern technology stack leveraging open source standards and a high performance architecture - including focused machine learning (ML) modules - that meet your most complex surveillance needs while allowing for maximum operational efficiency.

## Validus at a glance

- ✓ More than 250 billion messages processed in 2019
- ✓ Multi-asset class from equities and listed derivatives to swaps and currencies
- ✓ Modern technology (C++, Python, Jupyter Labs) and tools (machine learning (ML) and automation)
- ✓ Singular company focus on trading surveillance and risk management

## Why customers switch to Eventus

- ✓ Lower enterprise TCO
- ✓ Unrivalled fast and flexible migration and integration
- ✓ Over 100 disparate connections into major exchanges, OMS/EMSs, ISVs and databases
- ✓ Superior, focused customer support

**Over 80% of prospects who take a custom demo become clients. Contact us at [info@eventusystems.com](mailto:info@eventusystems.com) to learn more or request your own custom demo now.**



Founded 2014

Employees: 51-100

Value Chain: [Reporting, Process Tools & Control](#)

Subsectors: Risk Management, Reporting, Compliance Management

Regions of operations: United Kingdom, United States, France, Germany, Singapore, Netherlands, Italy

The company's Natural Language Processing (NLP) software automates the extraction and classification of qualitative information from documents. Using state-of-the-art machine learning algorithms, the software recognizes patterns in text and gives accurate answers to unique questions. Eigen NLP automates the extraction and classification of qualitative information from documents. It enables organizations to take a systemic view of their qualitative information, including contracts, emails and other textual data. This enables clients to use data in new ways to make the right business decisions: driving down costs, finding opportunities, calculating risks, and meeting regulatory requirements. In the area of financial services regulation, the company's technology is used by several GSIBs for meeting their QFC obligations under the Dodd-Frank Act and for LIBOR repapering. The company has clients including Goldman Sachs, Allen & Overy and ING.



Founded 2012

Employees: 51-200

Value Chain: [Onboarding](#)

Subsectors: Onboarding Verification (AML/KYC/CDD)

Regions of operations: EMEA, Asia Pacific

Know Your Customer (KYC) regulation is evolving and so are the costs and impact on the global financial industry. Encompass' intelligent process automation platform for KYC dramatically improves the client experience, significantly speeding up KYC processes. Encompass automates gathering, processing and collation of primary and premium information and news discovery for KYC purposes - be that for new customer onboarding, event-driven refresh, or remediation. Using their customers' existing internal KYC policies and processes, Encompass constructs corporate ownership structures, discovers beneficial owners, and comprehensively screens entities and persons for risk - be that across structured watchlist data sets or unstructured adverse media sources. Advanced intelligent process automation builds a comprehensive KYC profile from multiple sources, facilitating fast, confident decisions. Encompass delivers a single platform to manage clients from large corporations through to small and medium sized enterprises and individuals.



Founded 2012

Employees: 11-50

Value Chain: [Process Tools & Control](#)

Subsectors: Identification/Background checks

Regions of operations: Argentina, Bolivia, Costa Rica, España, Ecuador, Guatemala, México, Panamá, Paraguay, Perú, Uruguay, APAC

FacePhi is a worldwide leader company specialized in facial recognition and mobile biometrics based in Alicante. FacePhi's innovative technology enhances the client experience effortlessly by simply using the camera on their mobile device to take a selfie; this then becomes their method of identification and interaction with the bank's mobile application. With the rest of FacePhi's products and its inPhinite solution, banks and financial institutions will have satisfied all user's needs without any extra investment in just one implementation and in the easiest and most secure way; the user will be the key for everything imaginable. This integral product combines six different tools specially designed to identify its user through facial, optical, fingerprint, signature, and voice recognition, which turns the product into a "zero risk" security system specially addressed to financial entities. The complementarity of inPhinite's multiservices improves the results in terms of security performance to the highest levels within the biometric technology market that is already available for financial and banking institutions.

# FeedStock

 Founded 2015

 Employees: 11-50

 Value Chain: [Monitoring, Detection, Reporting](#)

 Subsectors: Communications Monitoring, Risk Management, Compliance Management,

 Regions of operations: United Kingdom, Europe, United States

FeedStock provides research compliance and fee validation for asset managers and client engagement data capture and analysis for clients across the financial services industry. Using the latest AI and deep learning technologies, FeedStock integrates seamlessly into clients' existing business applications to provide next-generation business intelligence and satisfy both compliance and commercial use-cases. By capturing data from all communication channels (email, chat systems, browsers, research aggregator portals etc.), FeedStock provides a 360-degree overview of all financial research consumption and client interactions. The system automatically classifies research according to type (bespoke, generic or other) to provide a qualitative and quantitative view of research interactions and enable automatic MiFID II compliance, research fee validation and streamlining of the investment process. FeedStock users gain access to a webapp for real-time intelligence on incoming and outgoing client interactions which suggest their 'next best action' and drives productivity and efficiency in the workplace. FeedStock provides services to some of the world's largest asset managers and investment banks and has partnerships with IHS Markit and Cognizant.

# fenergo:.

 Founded 2009

 Employees: 501-1,000

 Value Chain: [Process Tools & Control](#)

 Subsectors: Onboarding Verification (AML/KYC/CDD/Tax/ Derivatives), Risk Management, Reporting, Compliance Management, Client Lifecycle Management

 Regions of operations: APAC, EMEA, MENA, NAM

Fenergo is the digital enabler of regulatory technology for financial services. It provides digital Client Lifecycle Management (CLM) software solutions for Financial Institutions including; Corporate & Institutional Banking, Commercial & Retail Banking, Asset Management & Asset Servicing, Private Banking & Wealth Management. Counting 70+ global Financial Institutions as clients, its award-winning CLM suite digitally transforms how financial institutions manage clients; from initial onboarding to KYC/AML and regulatory compliance, to data management and ongoing lifecycle KYC reviews and refreshes. Fenergo CLM empowers financial institutions to deliver a faster, compliant and digital customer experience while achieving a single client view across channels, products, business lines and jurisdictions. Fenergo's community-based approach to product development allows clients to collaborate on solution design on a global scale. It supports the collection, centralization and sharing of client and counterparty data and documentation across the institution and deploys an API-first approach to advanced integration with a host of external KYC, AML and entity data providers, KYC and industry utilities. The solution is underpinned by next generation Artificial Intelligence, Robotics Process Automation and Machine Learning technologies, using advanced OCR and NLP capabilities to extract information, expedite compliance and improve operational efficiencies.



 Founded 2016

 Employees: 11-50

 Value Chain: [Onboarding, Process Tools & Control](#)

 Subsectors: Onboarding Verification (AML/KYC/CDD), Identification/Background checks

 Regions of operations: Switzerland

Finform standardizes, industrializes and digitalizes compliance formalities. An optimum combination of software and services ensures efficient processes. Complex cases which cannot be automated by the Finform application are dealt with by specialists in real time. Downstream verification processes are no longer required. The Finform solution can be used on all sales channels, for instance front end, mobile or online. Additionally, Finform opens the Swiss Post's branch network as a new channel for all financial institutions. Technical progress and new regulatory requirements are implemented automatically. With Finform AG, problems concerning compliance formalities belong to the past. Finform AG is a joint venture of AXON IVY AG and PostFinance AG and was founded in June 2016. The company has clients such as PostFinance AG and Hypothekbank Lenzburg AG.



**RED OAK**  
Compliance Solutions

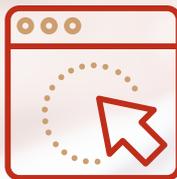
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 Founded 2015

 Employees: 11-50

 Value Chain: [Monitoring, Reporting](#)

 Subsectors: Onboarding Verification (AML/KYC/CDD), Transaction Monitoring, Reporting

 Regions of operations: Canada

Four Eyes partners with clients so their data is accessible, useable and connected to our Risk7 platform. With this foundation in place, risk workflows operate efficiently, painlessly and with fewer errors - taking the cost out of compliance. When investors, advisors, and firms receive predictive alerts and communicate within a secure platform for quick decision on the most meaningful opportunities – Canadian investors win. Risk7 incorporates a Compliance Data Lake, Risk Surveillance Platform with embedded Case Management. Data Lake includes data sets from Client Accounts, Security Master, Trade Files, Bookkeeping, Stock Record, DAS Inventory, AML and Internal formatted report files. Our Platform provides predictive alerts for Trade Surveillance, Suitability Analysis, with embedded functionality for Inquiry Resolution, Advisor Communication/case management, Document Upload, Trend Analysis, Transaction search, Monthly & Quarterly Reports, Advisor Search, Roles & Policies. Our Risk4 product provides Advisor/Client engagement tools for ongoing collection and monitoring of risk data related to KYC/KYP.



 Founded 2016

 Employees: 11-50

 Value Chain: [Onboarding, Monitoring, Detection, Reporting](#)

 Subsectors: Onboarding Verification (AML/KYC/CDD), Transaction Monitoring, Cybersecurity/Information Security, Risk Management, Reporting, Identification/Background checks, Compliance Management, Anti-Fraud & Data Science Technology

 Regions of operations: Europe, United Kingdom, Costa Rica and Canada

4Stop is designed to remove the cumbersome process of managing KYC, compliance and anti-fraud on a global scale, per localized regulation, and in a manner that does not require multiple integrations and drain on business operations, IT departments, costs or time to market. Through a single API integration, businesses have access to hundreds of premium global KYB and KYC data sources to support compliance and risk mitigation in a fail-safe, future-proof, simplistic and real-time manner. Combined with their proprietary anti-fraud technology that services enterprise-level risk management with dynamic risk checks and granular risk analysis intelligence. Businesses obtain a centralized global view of risk and can dramatically improve their authorization rates and stop fraud before it occurs. Businesses that have utilised 4Stop's anti-fraud solution experience a 66.6% reduction in chargebacks in the first two months with an 81.5% approval authorization rate. The company has clients including Mifinity, Github and Paymentz. Learn more at [www.4stop.com](http://www.4stop.com)



 Founded 2013

 Employees: 11-50

 Value Chain: [Onboarding, Monitoring, Detection, Reporting](#)

 Subsectors: Onboarding Verification (AML/KYC/CDD), Transaction Monitoring, Risk Management, Reporting, Compliance Management

 Regions of operations: Primarily United States but expanding globally

Giant Oak builds trusted tools at the frontiers of behavioral science and artificial intelligence that enables companies and organizations to make both rapid and informed decisions in an increasingly dynamic security environment. GOST® (Giant Oak Search Technology) makes screening easy. GOST® is an open-source search and triage tool that builds a custom Internet domain and organizes information to detect suspicious behavior. GOST® re-indexes the open and deep webs to return publicly available electronic information (PAEI) in prioritized results relevant to the user's requirements. By deploying machine-learning algorithms to refine search results and generate analytic scores, entities are sorted by relevance and threat level. GOST® (Giant Oak Search Technology) is the most effective domain specific negative media search tool ever developed to determine possible threats or illicit activity. It eliminates the need for manual retrieval and the risk of a threat going undetected. Giant Oak has partnerships with TransUnion (Integration Partner), Trelia and Senzing.

# Glassbox

-  Founded 2010  Employees: 51-200
-  Value Chain: [Onboarding](#), [Monitoring](#), [Detection](#), [Reporting](#), [Process Tools & Control](#)
-  Subsectors: [Onboarding Verification \(AML/KYC/CDD\)](#), [Communications Monitoring](#), [Transaction Monitoring](#), [Risk Management](#), [Reporting](#), [Identification/Background checks](#), [Compliance Management](#)
-  Regions of operations: [United Kingdom](#), [Israel](#), [New York](#)

For organisations in heavily regulated industries, the perceived risk exposure of operating online can act as a deterrent. Many choose to limit their digital exposure rather than worry about meeting strict compliance regulations. Glassbox offers compliance confidence on an Enterprise level. With the ability to record, store, retrieve and evidence every single session on your website and app, your organisation can be audit-ready at a moment's notice. From day one, Glassbox was designed and built as a big data solution for data-sensitive environments, and therefore, it is both SOC 2 and ISO 27001 certified, and complies with major privacy protection regulations such as HIPAA, GLBA, and GDPR. A SaaS solution using ML, AI, and big data, Glassbox caters to your entire Customer Experience Orchestration needs while meeting the highest security and privacy standards. Glassbox has integration partnerships with Microsoft, AWS and Salesforce.

# GOVERNANCE.COM

-  Founded 2014  Employees: 11-50
-  Value Chain: [Onboarding](#), [Monitoring](#), [Reporting](#), [Process Tools & Control](#)
-  Subsectors: [Onboarding Verification \(AML/KYC/CDD\)](#), [Transaction Monitoring](#), [Reporting](#), [Identification/Background checks](#), [Compliance Management](#), [Oversight and process management](#)
-  Regions of operations: [Luxembourg](#), [the Netherlands](#), [Germany](#), [Switzerland](#), [Ireland](#), [United Kingdom](#)

Governance.com provides Digital Governance to financial institutions. It enables regulated companies to connect and understand complex data across their organisation, automate their process and record their actions in a perfect audit trail. The benefits are simplified regulatory oversight, avoidance of sanctions and fines and a dramatic reduction in compliance spending. Governance.com's "Ready-To-Go" suite is a collection of modular solutions, designed to cover specific regulatory and business challenges that can be implemented quickly and provide immediate operational relief and risk mitigation. The company was launched in 2014 and now serves Tier-1 banking institutions and other regulated business across Europe. It has strategic partnerships with a growing number of advisory firms that provide Governance clients with regulatory advisory, process design, business process outsourcing etc.

# Governor

-  Founded 2015  Employees: 1-10
-  Value Chain: [Monitoring](#), [Reporting](#)
-  Subsectors: [Compliance Management](#)
-  Regions of operations: [United Kingdom](#), [United States](#), [Ireland](#)

Governor Software supports senior risk and compliance executives at financial institutions maintain governance and oversight through clear visualisation of their regulatory obligations and risk appetite. Governor Software provides clients with the ability to deconstruct regulations, frameworks and policies into visual maps that clearly communicate the obligations that require oversight and enables them to track the changes as they are made to the obligations. The solution also provides the first line of defence with Key Indicators and assessment points, in order to record compliance and areas of concern, which may be interfaced to internal systems. Governor enables business updates and comments to flow back to the second line in a seamless manner and presents the status of individual and overall compliance in the structure of the original regulation, framework or policy. All of this is completed in a structured and auditable process so that review and audit become less fraught.



-  Founded 2018  Employees: 11-50
-  Value Chain: [Onboarding, Monitoring Detection](#)
-  Subsectors: [Onboarding Verification \(AML/KYC/CDD\), Transaction Monitoring, Case Management](#)
-  Regions of operations: EMEA

The hawk:AI solution is a highly intelligent software platform, tightly integrated with a financial institution's system. It constantly monitors financial transactions in real-time, as per required Anti-Money-Laundering laws and beyond. Using Artificial Intelligence to maximize automation, hawk:AI delivers significant cost benefit (70% reduction of required resources) and better crime detection. In addition to pre-identified improvement levers and applying external data sources, the system learns from a bank's own decisions in relation to suspected cases of the past or present (here ingested through the case manager). Also, hawk:AI identifies new patterns of crime based on Artificial Intelligence, deriving insights from the overarching nature of the platform spanning multiple financial institutions. The platform always provides full transparency of machine decisions to deliver the necessary basis for interaction with regulators, and to continually instill trust in the machine's decisions.



-  Founded 2014  Employees: 11-50
-  Value Chain: [Onboarding, Monitoring, Detection, Reporting, Process Tools & Control](#)
-  Subsectors: [Onboarding Verification \(AML/KYC/CDD\), Transaction Monitoring, Cybersecurity/Information Security, Risk Management, Reporting, Identification/Background checks, Compliance Management](#)
-  Regions of operations: [United Kingdom, Spain, Saudi Arabia, Oman, China, UAE, India and Japan](#)

Heliocor wants to change the way the world does business, in so doing restoring trust in financial institutions. Heliocor wants to radically reduce and potentially eliminate fraud by building a global anti-fraud ecosystem based on its core products, Robolitics and Dokstor. Combining these two developed and delivered products with the leveraging power of blockchain, Heliocor intends to build world's first global anti-fraud ecosystem to radically reduce and potentially eliminate identity fraud. Robolitics, a high-speed data analytics engine. Its proven technology, using Artificial Intelligence, Neural Networks and Machine Learning, is working in Tier 1, 2 and 3 financial institutions today. It reduces the number of 'false alerts' by over 50%, accelerates case management times by at least 33% and provides heightened protection for institutions against the risk of fines for non-compliance. Heliocor supports clients KYC and AML onboarding via its Dokstor software using blockchain enabled encryption. Dokstor is available as a series of web-based solutions and as a standalone App.



-  Founded 2019  Employees: 1-10
-  Value Chain: [Onboarding, Process Tools & Control](#)
-  Subsectors: [Onboarding Verification \(AML/KYC/CDD\), Compliance Management, Client Life Cycle Management](#)
-  Regions of operations: [Switzerland](#)

id4 AG specialises in the provision of digital solutions in Client Life Cycle Management for Financial Institutions. Its target clients are small and medium sized institutions in the Retail Banking, Private Banking, Business Process Outsourcing (BPO) as well as Independent Asset Managers and Pension Funds. The company's ambition is to keep Know-Your-Customer simple, affordable and ready-to-use thanks to its innovative technology. With 15+ CLM implementation projects performed before launching id4, the team is one of the most experienced in Switzerland. id4 AG proposes a fully-fledged Client LifeCycle Management solution. The company's CLM solution is based on several original technical concepts combining a proprietary Business layer to manage our KYC know-how and allow bank's customization and a rendering layer delegated to a BPM powered by Appway. As such the company can leverage on the BPM engine to drive workflows, enable responsive digital UI, generate document as well as handle security and audit trail. RPA components complement the solution to ease interaction with bank's ecosystem (back-end, 3rd party vendors, etc).



## COMPANY RESEARCH PROFILE



**Product name:**  
OnBo, eVolv, Ada

- Founded 2011
- Boulder, Colorado, USA
- [www.idmission.com](http://www.idmission.com)
- [sales@idmission.com](mailto:sales@idmission.com)
- +1 (800) 925-8041
- Employees 51-200
- Regions of operation: United States, Latin America, EU, APAC

### Key Employees



**Ashim Banerjee**  
CEO



**Sandeep Gandhi**  
CTO



**Angela Schmuck**  
Chief Product Officer

Value Chain: **Enabling Digital Transformation**

Subsectors: **Digital Identity, Digital Onboarding**

Regulation/Legislation: **KYC, AML, PSD2, GDPR**

### OFFERING

IDmission helps financial institutions around the world achieve their digital ambitions. We offer technologies for digital account opening, digital Identity validation and digital account access. IDmission offers fully compliant solutions to reduce customer acquisition costs, reduce errors and fraud and improve customer experience.

### PROBLEM BEING SOLVED

Customer acquisition and account opening in the digital era offers very significant improvements in customer convenience. Accompanying risks include fraud, money laundering and associated identity risks. IDmission enables fully compliant digital onboarding solutions that use AI to detect fraud risks and eliminate them.

### TECHNOLOGY

AI, Machine Vision, Machine Learning, OCR, Video Conferencing, Security Tokens, Automated Biometric Identification System (Face, Fingerprints, Voice and Iris). SDK to integrate into your mobile apps (eVolv). Or use our Appbuilder to build your own complex business processes. Delivered from the Cloud.

### PRODUCT DESCRIPTION

eVolv – Software Development Kit (SDK) enables seamless integration of all IDmission technology into your own apps (iOS, Android or web).

OnBo – Appbuilder. Create and deploy complex digital onboarding processes without any programming

Ada – Automated Biometric Identification system, build your own biometric customer and employee databases.

### TOTAL FUNDING - Self-funded

Investors: **Founders**

### PARTNERSHIPS

IDmission is actively looking for sales and marketing partnerships around the world.

 TRACTION/GROWTH

## • Client Companies:



- Over 50 Million customers served digitally
- 100% year on year growth
- Estimated revenue in 2022 - \$50m
- Estimated staff numbers in 2022 – 200

 MANAGEMENT BIO**Ashim Banerjee – CEO, Sandeep Gandhi - CTO, Angela Schmuck - Chief Product Officer**

Ashim, Sandeep and Angela have been part of the payments industry for over 20 years, at both start-ups and with large corporations. While working together at TSYS (NYSE: TSS) we were introduced (by Visa) to the large investments in biometric identity by countries around the world. In 2009, the digital revolution was still nascent, but the future was clear. We founded IDmission in 2011 to build and market a platform to help financial institutions execute on their digital ambitions. Digital identity is at the core of any meaningful digital transformation, so IDmission supports ID documents from 200 countries and multiple biometrics. The IDmission team has built a strong customer base with presence in the Americas, the EU and APAC. We see strong demand for our products and look forward to rapid, sustained growth in the years to come.



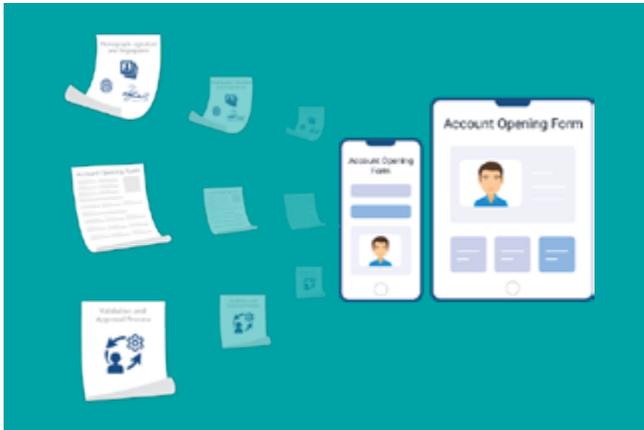
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[www.idmission.com](http://www.idmission.com)  
[sales@idmission.com](mailto:sales@idmission.com)

# How digital identity can solve the unbanked crisis



There are still around two billion adults unserved or underserved by financial systems and this is largely due to a difficulty in building an identity. This is the challenge IDmission sought to solve, its CEO Ashim Banerjee told RegTech Analyst.

Mobile phones have done great work in making financial services available to more people, but there is still much to be done. One of the only requirements for accessing a bank account, or similar service, is establishing the person's identity and connecting this with the account. To help with this IDmission set about creating a universal know-your-customer (KYC) tool which could verify a user's identity through ID documents and biometrics, and connecting this with third-party and government databases.

The inspiration to build IDmission came while Banerjee and Sandeep Gandhi had been working for TSYS Payment Solutions. In 2008, the company were approached by Visa to build an infrastructure which could integrate with the biometric database India's government was building, Aadhaar - the database now holds the face, fingerprint and iris data of 1.2 billion people. When working on this project, Banerjee and Gandhi became interested in the challenges facing financial inclusion and identity, he said.

IDmission has created a software development kit (SDK), named eVolv, which financial institutions can

directly integrate with their mobile applications. Once implemented, the tool captures data such as ID Documents, biometrics, video recording, video conferencing, GPS location and more, to ensure KYC processes are complete. By assessing all of these data types, the company can meet KYC requirements for any jurisdiction around the world.

Solving the digital KYC problem is well known and a lot of startups are in the market looking to help. Since 2014, \$3.3bn has been invested into companies developing a KYC solution. On the high investment levels Banerjee stated, "Digital transformation is no longer something to hope for - it is a necessity in today's world of smart phones and cloud infrastructure. Digital transformation cannot be implemented without very effective KYC measures."

With such high levels of capital entering the market, it means competition is rife. Setting yourself apart from other players in the market is tough, simply having a new idea is not enough to succeed in the space anymore. IDmission does this by being one of the few to solve the KYC challenge universally, regardless of requirements and jurisdictions.

It achieves this by supporting any ID document and through face, fingerprint, iris and voice biometrics. It also guarantees the liveness of individuals and stops biometric deduplication by matching all new customers with the existing database.

There are a lot of challenges with building a KYC service in the digital world. Banerjee said, "KYC in the digital age is very challenging. If you want to enable account opening for financial services on a smartphone, then identity is the real problem. You have to ensure that the ID document is valid and real, you have to guarantee that the selfie is from a live person, not a picture of another picture, and you have to guarantee that one person cannot open multiple accounts, through biometric deduplication."

To combat these challenges, IDmission has implemented AI technology capable of detecting attempts of spoofing through liveness detection and detecting if documents have been tampered with.

To further cement its position in the market, the company is looking to build upon its platform. Initiatives for the new year include integrating payments and wallets into its core platform and further integrate machine learning to eradicate identity theft.



Founded 2011

Employees: 101-200

Value Chain: [Onboarding](#)

Subsectors: Onboarding Verification (AML/KYC/CDD), Compliance Management

Regions of operations: India, Indonesia, Philippines, Middle East Asia, United States, United Kingdom

IDfy provide technology that enables regulatory compliance for India's largest banks, lenders, funds, brokers, payment players. Its technology is an essential part of its business processes such as customer onboarding. The company on-board more than three million people every month across the Financial Services and Sharing Economy industries. IDfy reduce the risk of fraud by accurately identifying customers, verifying their credentials through multiple sources, and using AI models to keep improving on the accuracy. The company overcomes data unavailability and inconsistency in Emerging Markets by checking through multiple sources and using AI-driven models to detect anomalies from expected patterns. Customer drop offs are reduced during onboarding by enabling smooth capture of documents and a straight-pass-through of KYC approvals.



Founded 2016

Employees: 11-50

Value Chain: [Onboarding](#)

Subsectors: Onboarding Verification (AML/KYC/CDD), Identification/Background checks

Regions of operations: EMEA & United States

ID-Pal is an award-winning Irish RegTech company that was founded by industry practitioners who grew frustrated with the barrier that identity verification was creating in terms of doing business with clients. The ever-increasing burden of regulatory compliance, coupled with the shift towards digitization of the KYC experience made it critical to develop a simple, secure and convenient digital solution to this challenge. ID-Pal enables businesses to verify the identity of customers in real-time simply, securely and conveniently. The off-the-shelf identity verification solution is simple to use, easy to integrate and instantly customisable to the specific needs of any business, eliminating the complexity, cost, timelines and risk associated with regulatory compliance. ID-Pal's blend of best-of-breed technologies and seamless user experience delivers robust compliance, more efficient and effective back-office operations and increased revenue growth through enhanced customer acquisition.



Founded 2016

Employees: 101-200

Value Chain: [Onboarding](#), [Process Tools & Control](#)

Subsectors: Onboarding Verification (AML/KYC/CDD), Cybersecurity/Information Security, Compliance Management

Regions of operations: Brazil

idwall proposes integrated and intelligent digital onboarding solutions that are capable of verifying personal documents and information by searching in public and private databases quickly and in compliance. The company was founded in 2016 by Lincoln Ando and Raphael Melo, with the purpose of creating trust relations for the digital era with tools such as Document Validation, Background Check, and Face Match, automatizing registration processes and avoiding fraud. After reaching its break-even point less than a year before its foundation, idwall raised US\$ 10 million in 2019 during its Series B funding round. Among the company's many clients are Banco Original, iFood, Neon, and Ebanx.

**KAIZEN<sup>®</sup>**  
 REPORTING

**Product name:**  
ReportShield™

-  Founded 2013
-  London, United Kingdom
-  [www.kaizenreporting.com](http://www.kaizenreporting.com)
-  [enquiries@kaizenreporting.com](mailto:enquiries@kaizenreporting.com)
-  +44 (0) 20 7205 4090
-  Employees 11-50
-  Regions of operation: UK, EU, US, Asia, Canada

**Key Employees**


**Dario Crispini**  
CEO & Founder



**Ian Rennie**  
Managing Director

Value Chain: **Regulatory Reporting**

Subsectors:



**Trade & Transaction Reporting, Training**

Regulation/Legislation: **MiFID II, DFA, EMIR, SFTR, MAS, HKMA, ASIC, Canada**

 **OFFERING**

By combining regulatory expertise with advanced technology Kaizen has created its ReportShield™ multi-award winning assurance services. The services give firms peace of mind by helping them improve the quality and accuracy of their reporting and allowing them to fulfil their regulatory reporting obligations with confidence.

 **PROBLEM BEING SOLVED**

The quality of regulatory reporting data is an industry-wide problem that causes challenges for investment firms and regulators alike. ReportShield™ services are designed to address each element the regulators look at when it comes to reporting quality including accuracy, completeness and governance. They act as a shield against the regulator providing the controls investment firms need to effectively meet their reporting obligations and manage their reporting risk.

 **TECHNOLOGY**

Kaizen consists of a team of regulatory specialists and data experts who are on a mission to improve the quality and accuracy of trade and transaction reporting in the financial services industry. The team has developed a unique testing platform that delivers full transparency of a firm's reporting quality. Kaizen's all-encompassing testing approach is tailored to each firm individually. Independent checking means that all regulatory decisions are stress tested against Kaizen's own expertise in the regulations.

 **PRODUCT DESCRIPTION**

**ReportShield™ offers customers five key services:**

**Accuracy testing:** Utilising our multi-dimensional testing methodology, accuracy testing fully assesses the quality of data reported to the regulator

**Advanced regulatory reconciliations:** Our comprehensive end-to-end reconciliation service tests for reporting completeness by comparing a firm's trading systems data to the data reported to the regulator

**Reference data testing:** Tests a firm's full population of counterparty and instrument reference data including LEIs

**Control Framework:** A risk and accountability framework tailored to each firm's internal arrangements

**Training on reporting obligations:** Our core training courses for EMIR, MiFIR and SFTR are developed and delivered by our regulatory experts

**ReportShield™ testing is innovative because:**

- It tests 100% of reports that a firm submits to the regulator
- It identifies all reporting errors at source
- It provides full visibility of test coverage
- It allows full traceability of any identified issues so they can be fixed
- It delivers detailed metrics on reporting quality

 **PARTNERSHIPS**


*This document is being provided for information purposes only. It is not designed to be taken as advice or a recommendation for any specific investment or strategy decisions.*

# Quality Assurance in Regulatory Reporting

*Kaizen Reporting began life five years ago and in that time it has become a leader in ensuring investment firms meet their trade and transaction reporting obligations.*



The credit crunch changed everything. As markets around the world crashed between 2007 and 2009, lawmakers and regulators realised there needed to be some significant changes in order to restore financial stability. There was a renewed focus on the regulations required to prevent another financial meltdown and another Lehman Brothers.

The result was that governments around the world implemented new laws to ensure the mismanagement, misselling and misuse of money would not be repeated, or at least reduce the probability of an encore. It was time for what then-president Barack Obama referred to as a “sweeping overhaul of the financial regulatory system”.

The result was the rise of laws like the US Dodd-Frank act, the EU’s Markets in Financial Instruments Directive (MiFID) and the European Market Infrastructure Regulation (EMIR) the UK’s Senior Managers & Certification Regime (SM&CR) – laws reminding executives that they were not above reproach for failing to live up to the standard expected of them.

As the regulatory pressure increased, it gave rise to the RegTech industry.

“The regulations are evolving and investment firms have to evolve in response to regulations,” says Dario Crispini, CEO and founder of Kaizen Reporting, the London-based RegTech growth company aimed at helping banks, asset manager, brokers and hedge funds meet their regulatory reporting obligations. “The FinTech community needed to evolve to be able to support those firms in the way that they needed it.”

Kaizen Reporting has stepped up to meet this demand for innovative solutions that make it easier for financial services firms to meet their new and complex reporting obligations. “What we’re doing at Kaizen is we’re looking to provide the transparency level that SM&CR and senior executives need to see, to see what’s happening in terms of accuracy and controls around their firm’s reporting,” Crispini says.

Particularly, Kaizen endeavours to make it easier for firms to meet the new reporting requirements.

This is help these firms sorely need. Why? Because the risk of failure, as Crispini puts it, is bigger than simply being slapped with a fine. “What really happens to most firms is that if they get it wrong then, all of a sudden, the regulator starts asking questions, [sending] their management team and their operational teams into a tailspin,” Crispini says.

Businesses who find themselves in regulators’ cross-hairs must devote a huge amount of valuable time and resources to fixing their reporting issues – even for the reports they’ve already submitted – and to upgrade their systems to ensure they avoid falling foul of future regulatory setbacks. Important as these efforts are, they represent time and money not spent on scaling their business, leaving them at risk of becoming a shrinking dot in their competitors’ rear-view mirrors. “What we’re saying to firms is that the sooner you identify what’s wrong and fix it, you’re going to avoid all these other costs and distractions,” Crispini continues.

The mistake many firms make is that they attempt to solve the issues in-house. "Firms are getting it wrong because they're trying to do too much themselves," Crispini says. "The analogy I have is that if you, if you've got a pain in your side, you will go to a doctor or surgeon. You don't run out and go to the internet and suddenly start to train as a doctor to start self-examining. But that's essentially what firms do with their reporting. ."

And that is where Kaizen comes in. "We've been around for five years now," says Crispini. He explains that the company's launch was motivated by seeing too many firms enlist the services of consultancies that were process-driven but failed to look at the data, citing US statistician William Edwards Deming who said, "In God we trust, all others bring data."

Kaizen has developed a system of testing regulatory reporting compliance by bringing three essential components together: advanced data analytics and data engineering, a deep knowledge of the regulatory requirements and of the market.

"Before us, nobody tested the way we do," Crispini says. Kaizen's system empowers financial firms to determine where they fail to live up to regulatory standards. "Have we severed an artery or did we have a paper cut?" Crispini quips, saying, Kaizen's job is to "get out the microscope and inspect the data at the most granular level and be able to point to where there are issues that firms need to address and establish the overall scale of the problem."

Moreover, he is confident Kaizen's methodology can find any reporting issue and that, in case the firm finds nothing, that its clients can be confident in the findings or the lack thereof.

Before Kaizen, most firms were doing quality assurance testing in-house or using consultancies who did not use thorough methods of data testing. For instance, he says that the use of sampling, the method of taking a small sample of the data and subsequently extrapolating conclusions from it, does not work as it is often non-randomised. "Sample sizes are way too small to have any confidence in the ability to extend the results to the whole population," Crispini says.

When sampling fails, some may resort to checking data on a scenario basis. However, Crispini argues that this too comes with limitations.

"What they're effectively doing is they're just stratifying their sample to have a very, very small strata and they will test against that," he explains. "But what happens if you stratified your population, your sample size increases quite considerably [is that] the degree of the number of scenarios they fit [becomes smaller, meaning] that if you've effectively stratified your sample, you need to test virtually the entire population. You don't get any savings on that basis."

Ultimately, Crispini argues both approaches leave businesses unable to defend their approach and their results when regulators come knocking. "That exposes the firm and exposes the senior management from an SM&CR angle as well," he continues. "Our whole approach has been designed around keeping the firm confident in their data and reporting and protecting the firm and the individual senior management from any regulatory censure of any sort."

He adds that as firms become better at living up to the reporting requirements, regulators will be asking more of them and the data quality they provide. Firms also have to recognise that regulations change over time, meaning businesses must have a clear understanding what the different changes mean. While the regulators could certainly do a better job of explaining these changes, Crispini admits that this creates an opportunity for companies like Kaizen Reporting. "We are able to step into that breach and help firms along that journey," Crispini says.

Not only are existing laws becoming trickier to comply with, but 2020 will also see new laws snap into action, adding to the regulatory pressure. The most significant of these being the Securities Financing Transactions Regulation which will come into force in a number of phases over the course of the year.

"The demands that regulators have placed has resulted in a significant step change in the cost internally within firms for reporting, but with proper design and feedback mechanisms, such as Kaizen, [new regulations] can be the path to a kind of a lower cost environment [that can] also bring about other cost savings," Crispini concludes. "Ultimately, I'm positive about the whole, it is going to enable firms to be more efficient as a result of the pressures and the need for better control over their data. You can't make a diamond without pressure."

# Transforming transaction reporting data quality at a Tier 1 investment bank

Kaizen Reporting provides financial institutions with specialist regulatory reporting solutions through its multi-award winning ReportShield™ services. MiFID transaction reporting has proved extremely challenging for firms and regulatory pressure is increasing. Numerous firms have been penalised for failing to report effectively, notwithstanding the significant costs of remediating the problems. Senior management are increasingly exposed to regulatory risks under the Senior Managers and Certification Regime.

## The challenge

A Tier 1 investment bank operating a complex trading book came under scrutiny after the UK regulator, the Financial Conduct Authority (FCA), identified issues with its transaction reporting. Following several reviews by other providers over nine months, the FCA raised concerns that the issues it had originally identified were still not resolved and the risk of a fine was high.

## How we solved it

Kaizen was appointed to provide ongoing accuracy testing and reconciliations of the firm’s transaction reports with its ReportShield™ Accuracy Testing and Advanced Regulatory Reconciliation services. Kaizen’s all-encompassing testing approach is tailored to each firm. Independent checking means that all regulatory decisions are stress tested against Kaizen’s own understanding of the regulations.

Within one month, Kaizen had completed testing on all reported trades and transactions. For the first time, the client was able to:

- Quantify the scale of reporting errors and have full visibility of its reporting quality
- Evaluate the amount of over-reporting and duplicate reporting
- Identify the amount of under-reporting.

A full risk assessment was provided, outlining all identified issues as well as extensive management information. With the roll-out of the reconciliation services across all primary trading systems, full transparency has been achieved for the firm’s reporting from a front-to-back perspective. As with all firms, the review required tailoring of the testing across multiple trading platforms.

## Outcome

The firm’s senior management now have full transparency of all reporting issues and have a high level of confidence in their ability to manage their reporting effectively and to address any identified problems. The FCA’s confidence in the bank’s controls over its reporting has been rebuilt.

	Before Kaizen	After Kaizen
Errors identified	✘ 9 errors and 6 observations	✔ Over 70 distinct reporting errors
Over-reporting	? Rough estimates	✔ Fully quantified
Under-reporting	? Unable to quantify	✔ Fully quantified
Testing coverage – fields	✘ Only a dozen fields	✔ 100% of reporting fields tested
Testing coverage – data	✘ Sample testing one week	✔ 100% of all trades tested
Timescale	🕒 Nine months	🕒 One month



-  Founded 2011  Employees: 11-50
-  Value Chain: [Onboarding, Detection](#)
-  Subsectors: [Onboarding Verification \(AML/KYC/CDD\)](#), [Cybersecurity/Information Security](#), [Risk Management](#)
-  Regions of operations: [United Kingdom](#), [Netherlands](#), [Poland](#), [Turkey](#), [United States](#), [India](#), [Singapore](#), [South Africa](#)

iProov creates digital trust with biometric authentication. iProov's solutions ensure that online users are genuinely present in uncontrolled environments, combining face biometrics and anti-spoofing. The unique approach to spoof prevention (covered by 12 granted patents), world-class deep learning technologies and focus on sustainable security have given us an unrivalled global reputation. The product detects and prevents all known identity spoof attack vectors including masks, replay attacks, compromised devices, and - critically - the emerging threat of Deep Fake artificial video. Customers in Financial services and Enterprise markets have adopted our systems for online logon, step-up authentication, and for remote identity verification based on trusted ID documents. iProov is running in production with a number of major global banks, including ING and Rabobank. iProov is also working with government organisations including the US Department of Homeland Security and the UK Government.

## KHARON

-  Founded 2017  Employees: 51-100
-  Value Chain: [Onboarding, Monitoring, Detection, Reporting, Process Tools & Control](#)
-  Subsectors: [Onboarding Verification \(AML/KYC/CDD\)](#), [Transaction Monitoring](#), [Risk Management](#), [Reporting](#), [Identification/Background checks](#), [Compliance Management](#)
-  Regions of operations: [Offices in the United States](#), [United Kingdom](#)  
Clients + Relationships globally: [North America](#), [LatAm](#), [EMEA](#), [APAC](#)

Kharon navigates the intersection of international security and the global economy using next-generation analytic tools to help financial institutions and businesses make decisions, manage risk, and comply with regulations. Kharon provides actionable knowledge to international financial institutions and global corporates. Underpinned by proprietary technology, Kharon is the most comprehensive and reliable way to manage the risk of exposure to sanctioned networks and jurisdictions. Kharon's technology platform empowers qualitative research and analysis at an unprecedented scale, pioneering the use of knowledge graphs as a medium for published research and analysis. Using its proprietary technology, Kharon analysts conduct sophisticated investigations and natively map findings and analysis into graph structures that are reviewed, edited, and published into a single, continually updated knowledge graph. This definitive resource covers a diverse range of illicit activity and conduct ranging from sanctions evasion to terrorism, nuclear proliferation, human rights violations, drug trafficking, and the destabilizing actions of rogue states like North Korea and Iran.



-  Founded 2012  Employees: 11-50
-  Value Chain: [Processing & Control](#), [Merchant Onboarding & Monitoring](#)
-  Subsectors: [Onboarding Verification \(AML/KYC/CDD\)](#), [Compliance Management](#)
-  Regions of operations: [Global \(focus on Europe\)](#)

kompany operates a global live network to commercial and banking registers and provides real-time access to primary source and audit-proof company information for Business KYC, Business Verification and Due Diligence processes. kompany's KYC workspace is a cloud-based, collaborative platform delivering everything required for Business KYC within a single application. Customer verification processes can be automated by defining regulatory checklists and collaboration on onboarding cases within teams can be managed. It is possible to build cases and streamline the management of global Business KYC policies and regulatory compliance requirements throughout the entire client lifecycle. Regular, ad-hoc and event-triggered reviews, as well as data and documentation refreshes are all combined in one platform. Value added service features include company monitoring and alerting, UBO discovery, PEP Sanctions & Adverse Media screening, a professional translation service, as well as VAT, IBAN and EIN verifications.



-  Founded 2018  Employees: 11-50
-  Value Chain: [Process Tools & Control](#)
-  Subsectors: Compliance Management, Fraud & Risk
-  Regions of operations: EU

Konsentus is the leading online, machine readable, real-time service that provides financial institutions (FIs) with Third-Party Provider (TPP) Identity & Regulatory checking services required to enable them to comply with PSD2 Open Banking. The unique SaaS based service provides: TPP Identity Verification – Konsentus verifies a TPPs identity (eIDAS certificate) in real-time via the relevant Qualified Trust Service Provider giving the FI confidence that the TPP connecting to its open banking API is a PSD2 regulated service provider. TPP Regulatory Checking – Upon verification of the identity of the TPP, Konsentus checks in real-time the regulated status of the TPP on a pan EEA basis and advises the FI as to what regulatory status is held and for what services. Tokenisation Issuance & Management Services – Certain PSD2 schema require FIs to issue Access Tokens to TPPs. Konsentus provides real-time issuance, checking & validation, and life cycle management of Access Tokens issued on behalf of the FI. Immutable audit log - Provides the FI with a system of record of all actions and activity that took place.



-  Founded 1993  Employees: 1,001-5,000
-  Value Chain: [Onboarding, Monitoring, Detection, Reporting, Process Tools & Control](#)
-  Subsectors: Onboarding Verification (AML/KYC/CDD), Communications Monitoring, Transaction Monitoring, Capital Planning/Stress Testing, Cybersecurity/Information Security, Risk Management, Reporting, Identification/Background checks, Compliance Management
-  Regions of operations: United Kingdom, Ireland, United States, Canada, Spain, Germany, Australia, Singapore, Japan, South Korea, Hong Kong

Kx is a global provider of products and consulting services to the Capital Markets industry. Its high performance database technology, kdb+, is widely adopted across the global financial community, at banks, hedge funds, trading houses and exchanges in data intensive areas from high frequency trading to market data storage and analysis, as well as in risk management activities and regulatory and compliance practices. The platform consolidates and analyses large amounts of information at the most granular level, including but not limited to trades, quotes, orders and market data, together with eComms and payments for AML monitoring, all on a single platform that spans first to third lines of defence. Clients include Bank of America Merrill Lynch, Shenzhen Stock Exchange, ASIC, BIVA, Goldman Sachs, JP Morgan, US Securities & Exchange Commission, HSBC, Standard Chartered, SGX, and many more.



-  Founded 2016  Employees: 11-50
-  Value Chain: [Onboarding, Detection, Reporting, Process Tools & Control](#)
-  Subsectors: Onboarding Screening (AML/KYC/CDD), Customer Lifecycle Risk Management
-  Regions of operations: United Kingdom (and Crown Dependencies), United States, Caribbean EMEA, Asia

KYC Global Technologies is a RegTech defined by risk management expertise and led by data science. The company currently provides AML screening and lifecycle risk management solutions to enhance the governance of financial crime risk with its highly regarded modular solution RiskScreen. Modules cover screening at onboarding and periodic review, 3D risk based overnight batch screening, transaction monitoring and real time customer lifecycle risk management. The company owns and operates the world's leading AML Knowledge Hub KYC360. KYC Global has over 1,000 corporate and regulatory customers all signed up within three years of its launch. Major regulators in the UK and elsewhere are also paying users. Clients include Fidelity, Barclays, Al Rayan Bank, Canaccord, Investec, Stonehage Fleming and Ikea. Offices in London, Jersey, Miami and Tokyo.

## COMPANY PROFILE

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### KYC Portal – lifetime due diligence

The industry's most advanced platform, catering for the end to end process of due diligence and KYC processes, from on-boarding to risk assessment, document requirements, workflows and much more. Built by compliance experts to address the real challenges within this market.

The due diligence, KYC and AML processes are becoming ever more stringent and complex making adherence to such requirements a nightmare for any type of institution. The larger firms keep employing more resources to cope with the work-load whilst smaller firms either close the operation or risk offering the service with a higher level of risk exposure to the company. Making matters worse is the fact that the regulatory framework keeps changing based on new policies, market happenings and internal risk appetite.

Apart from all the embedded features that relate to the due diligence process, KYC Portal merges four main innovative features within the entire platform adding value to both the organisation as well as its customers.

#### 1. Dynamic Regulatory Configuration

This is one of the most powerful features of KYC Portal. The system has a module that allows the head of compliance or operations within the firm to be able to create a regulatory process per product or service line. A granular management tool to allow them to define entities, data collected, risk and scoring matrices, document requirements, questionnaires with embedded risk, workflows and status flows. A tool that allows them to tweak the engine based on any requirements in real time. This module addresses the biggest challenge for any organisation in this market as it gives them the ability to be able to cater for any upcoming regulatory changes or assess the impact of market happenings on their database in real time irrespective of the volume of subjects they have in the database.

#### 2. Customer Outreach

Hand in hand with such dynamic requirements, is the customer outreach aspect that such firms have an issue with. Most handle customer communication via email leading to endless records of emails with superfluous content, which would need to be recorded and audited with each customer. KYC Portal offers a dynamic centralised and fully audited engine to allow the firm to directly communicate with clients without having to rely on email. Such direct client communication is all secured via two factor authentication and audited against the application:

- Request to fill in forms, upload documents and fill risk-based questionnaires
- Request to fill the entire application including corporate structures
- Request for an instant, fully recordable face-to-face meeting including biometric verification throughout the call
- Request to chat with a client fully audited against the application
- Request to conduct an instant, fully recordable audio call

#### 3. Central risk-based automation

The entire platform of KYC Portal revolves around the concept of risk, which risk is fully defined and managed through the dynamic configuration of the system. The latter ensures that the firm that is adopting KYCP can customise the solution to their needs. The system allows them to create all aspects of risk categories and set the risk matrices on any type of data collated. This module is then calculating risk in real time on all subjects, which risk is then used to guide the teams in what needs to be done on the day that the firm is actually exposed to risk. KYC Portal uses the risk methodology as a pro-active approach to due diligence processes, reducing the reliance on manual time-based reviews. The real-time perception of risk leads to automated actions based on document requirements, status flows, approval processes and also triggers to third party systems for further automation.

#### 4. Reporting and AI (Automated Intelligence)

KYC Portal keeps track of all activity over time and gives the firm full visibility of all actions in the past, but also a forecast of things to happen based on past records. This module allows the firm to have visibility of risk over time, being able to understand what triggered risk across their company and how to mitigate it next time round. The real time dashboard also allows the client to be able to understand what type of clients led to higher risk, in what product and what service. A module that is able to track cost of due diligence processes based on the data of clients and how long current processes will take based on the historical engine itself. The AI layer in KYC Portal is focused on providing the firm with due diligence intelligence to help them maximise efficiencies across the board.

The product was officially released in London back in February 2017 . It is today live in 9 jurisdictions servicing industries such as banking, financial services, crypto, forex, payments and other markets that require due diligence processes. The product is also sought for by non-regulated markets. Companies that have thorough supplier on-boarding processes tend to face similar (if not worse) due diligence processes on B2B relationships. The dynamic concept of regulatory configuration in KYCP has allowed us to service so many various industries in so many different jurisdictions.



# KYCP

lifetime due diligence  
kycportal.com

The industry's most advanced platform, catering for the end to end process of due diligence and KYC processes, from on-boarding to risk assessment, document requirements, workflows and much more.



Built by compliance experts to address the real challenges within this market.

[kycportal.com](http://kycportal.com)

## **Offshore Bank using KYC Portal to automate 60% of all retail on-boarding**

*Based on statistics, between 60% and 70% of the entire retail customer base that a bank on-boards is low risk. Yet, the operational on-boarding processes of KYC and due diligence teams are almost the same on all customers, irrespective of risk. This bank managed to automate the 60% and allow the teams to focus on the remaining 40% leading to increased efficiencies across the board.*

Most banks are nowadays focusing on improving the on-boarding experience for retail customers whilst focusing on streamlining the process and making it more efficient. In most situations however, these banks fall in the trap of focusing only on the client facing solution, causing a backlog in the operational side of maintaining such a constant flow of customers.

This offshore Bank has embarked on a major project to be able to streamline the entire flow of retail customers, starting from the on-boarding aspect (which is purely client facing) and also the automation in operational process flows using KYC Portal. Their vision prior to this project was quite detailed and covered the entire workflow stream of what happens with retail applications based on triggers and defined rules. A project that took 6 months to complete, allowing them to offer a more friction-less on-boarding process to their customers, without increasing the work-load on their compliance teams.

Focusing on streamlining the on-boarding process of retail customers is a specific task which has an impact on a number of different operational processes within the bank. We started off the dedicated workshops with the operational team of the bank, their IT teams, business processing department as well as compliance. All of whom would be heavily involved throughout the entire project. The workshops as well as the preparation done by the bank led to identifying a number of different sectors that needed to be part of the overall project namely:

### **Customer facing website (on-boarding module)**

This was an integral part of the project whereby a specific custom on-boarding solution was built and designed in line with the brand requirements of the bank. A customer facing web portal that allows the potential retail customer to input their respective details. A stepped approach that is accessible via any web interface and also fully responsive for mobile devices. This module guides the user into what needs to be done and filled. Based on the data being populated the system will prepare the required banking documentation which is automatically pre-populated with the client's data. These documents are presented to the user to be able to review and sign-off. The customers present their identification documents (e.g. driver's license or passport) and verify themselves through a seamless user experience. The user is then guided to the final step which is that of checking all the details and submitting the application.

**Backoffice / Operational and Compliance Teams (KYC Portal)**

Once the application is submitted, the above custom on-boarding solution transfers all the data to KYC Portal as a new application through the authenticated API of KYCP. The application is received with all the data that the user submitted including the digitally signed forms, the audited verification as well as all the identification documents. Once the application is in KYC Portal, the risk is automatically calculated in real time based on the configuration that the bank defined. KYCP allows for all the regulatory process to be tweaked based on their requirements, which configuration came as a result of the workshops between the respective teams. KYC Portal also checks in real time if there are any matches on PEPs, Sanctions and Adverse Media on the client. Within a matter of minutes, KYC Portal has an entire picture of all that needs to be known to allow an agent within the compliance team to be able to take a decision. However, this bank took it a step further and used the embedded workflow engine of KYCP to automate the decision-making process too. Using the rules engine in KYCP, they configured the system to be able to process decisions in an automated way. One of the aspects that increased efficiencies with this approach was the approval of low risk customers. They set KYCP in a way that if a customer has been successfully verified, the risk is green (low), the expected documents are signed and there are no matches on third parties, then the respective customer is set to APPROVED without any human intervention.

**AML team (Transaction Monitoring Engine)**

The bank has also opted for the real time transaction monitoring engine of KYCP. Thanks to the unique identifier of any customer being on-boarded this engine is constantly checking for any anomalies that the AML team would need to be alerted on. This engine will alert KYCP directly when such anomalies happen and update specific data on a subject which in turn can have a repercussion on risk in an automated manner.

**Core banking system**

This entire system has been integrated with the bank's digital core banking solution. The integration further automates processes and instantly benefits low-risk customer on-boarding through strongly reducing the time of opening an account.

This offshore Bank has embarked on a challenging yet innovative project that is fully focused on offering a smooth on-boarding experience for their retail customers and a solution to streamline the back-office and operational challenges on maintaining such customer relationships going forward. A system that is focused on reducing risk exposure and the cost of on-boarding subjects.



## COMPANY RESEARCH PROFILE



**Product name:**  
Polaris Platform

**Expected revenue in 2019:**  
**\$1m - \$2m**

- Founded 2014
- Limassol, Cyprus
- [www.mapfintech.com](http://www.mapfintech.com)
- [info@mapfintech.com](mailto:info@mapfintech.com)
- +357 2535 1335 (Cyprus) +44 207 060 5540 (UK)
- Employees 11-50
- Regions of operation: EU, Australia, America, Africa

### Key Employees



**Panayiotis Omirou**  
CEO



**Constantinos Malialis**  
Commercial Director

Value Chain: **Onboarding, Monitoring, Detection, Reporting, Processing & Control**



Regulation/Legislation: **EMIR, MiFID II, RTS 27/28, Best Execution Monitoring, CRS, FATCA, KYC/AML, Market Abuse, SFTR**

### OFFERING

MAP FinTech is the Regulatory Technology arm of MAP S.Platis Group, a leading financial services advisory group in the EU. MAP FinTech has been a standard-setter in EMIR reporting for online brokers as well as one of the very first to have reported under EMIR on behalf of its clients.

### PROBLEM BEING SOLVED

MAP FinTech automates the process of transaction and taxation reporting, Best Execution reporting and monitoring for financial services companies.

### TECHNOLOGY

MAP FinTech leverages a Cloud based solution using AWS technologies with a touch on IoT and Big Data.

### PRODUCT DESCRIPTION

MAP FinTech is a leading regulatory technology provider that specialises in regulatory technology reporting solutions for EMIR, MiFID II/MiFIR, FATCA, CRS, Best Execution Monitoring, RTS 27/28 reporting, AI Transaction Monitoring and Screening (AML), eKYC (Screening, eIDV, document authentication), Trade Surveillance (Market Abuse) as well as the forthcoming SFTR. The Polaris Platform is a centralized solution that allows the configuration, management and monitoring of all of its products via a single user-friendly web portal. At the back end of its platform, MAP FinTech has developed complex algorithms that facilitate the integration of its clients' systems with the various Competent Authorities (Trade Repositories, ARMs, Regulators, Taxation authorities, etc). Furthermore, the Polaris platform is also enabled with advanced Best Execution Monitoring capabilities which help investment firms achieve extensive control and transparency over their order execution practices.

### PARTNERSHIPS



### TRACTION/GROWTH

- **Customer acquisition numbers:** 85+
- The company is interested in acquiring clients such as Banks, Investment Firms, Fund Managers, Insurance Companies, e-money Institutions, Lawyers, Auditors, Broker/Dealers, Pls, Fiduciary Providers, non-financial institutions, Gaming and Gambling Companies.
- Expected Revenue in 2024: **\$5m - \$10m**
- Expected staff numbers in 2024: **51 - 100**

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## Your one-stop RegTech solution

**EMIR**

**MiFID II / MiFIR**

**RTS 27/28**

**BEST EXECUTION MONITORING**

**CRS**

**FATCA**

**AI TRANSACTION MONITORING  
AND SCREENING (AML)**

**eKYC (SCREENING, eIDV,  
DOCUMENT AUTHENTICATION)**

**TRADE SURVEILLANCE  
(MARKET ABUSE)**

### **Limassol**

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**ANDREAS SAVOULLIS** *Regulatory Analyst*



## Best execution Monitoring

*Andreas Savoullis, regulatory analyst at MAP FinTech, explains how the RegTech company's newest product, Best execution Monitoring, can help financial services ensure compliance.*

### How did the idea for the Best Execution Monitoring Service come about?

The need for this service was born out of the MiFID II requirement asking companies to closely monitor their provision of Best Execution.

Under MiFID I, Investment Firms (IFs) had to take "all reasonable steps" to obtain the best possible results for their clients. However, under MiFID II, IFs are required to take "all sufficient steps." According to ESMA's Q&A on MiFID II and MiFIR investor protection, this means that **the requirement for "sufficient" steps sets a higher bar for compliance than "reasonable" steps.**

This means that investment firms must intensify and constantly monitor the effectiveness of their Best Execution policy and relevant arrangements. If it appears during the monitoring process that the firm's Best Execution arrangements and actual results are lacking, the firm is required to take immediate corrective actions.

Many companies have faced significant problems due to this new regulation's complexity, failing to grasp several of its Best Execution components and the relevant checks required to comply with their obligations. Our close relationship with the market and most of the relevant companies in the region helped us materialize this need. We also realized that, even if some market participants knew what to do, these firms were forced to allocate too many resources to fulfill their obligations.

For instance, they could only monitor their Best Execution policy's performance manually without even satisfying the minimum checks required. As a result, we identified a gap in the market for an automated solution and designed this innovative product, one that is comprehensive, effective and cost-efficient and complies with all regulatory requirements. Considering our position as pioneers in the provision of RegTech

solutions, as well as best-in-class technology, services and insight that help fulfill our clients' regulatory obligations, the creation and provision of a Best Execution Monitoring solution paved the way forward.

### In your own words, why do companies need this service?

This service, which aims to produce an efficient and adequate monitoring system for a company's Best Execution arrangements, allows adoptees to save resources from all departments involved in the process. Keep in mind that complying with the new regulation's obligations requires active participation from a firm's Compliance, Technology and Operations departments, as well as Senior Management. Moreover, even if the companies had sufficient resources to allocate to this new requirement, it still would have been very difficult to properly comply with the law's requirements.

In contrast, our fully automated solution provides a holistic view of the company's execution with more than 40 checks that sufficiently cover all the Best Execution components. Based on our market research, even those companies that already had something in place were only able to manually perform a maximum of 5 to 6 checks in a time-consuming and inefficient way. Our solution's effective monitoring capabilities focus on all of the relevant qualitative and quantitative metrics (price, cost, speed, likelihood of execution, settlement, size and nature of the trade) and cover all transactions, instruments and asset classes. Even with unlimited resources, this is practically impossible to do manually. Furthermore, the most important feature of any monitoring process is to be able to provide concrete proof of your monitoring and take immediate corrective measures if something goes wrong.

Our system's ability to flag Best Execution failures using, among others, automatic notification alerts and recording and logging features equipped with enhanced

comments and documentation capabilities, is what makes it exceptional. Additionally, our service could be used for marketing purposes, as it would allow firms to advertise their quality of execution and attract more clients by showing that they have strong investor protection policies and procedures and a solid standing in the market.

### **Can you describe MAP FinTech's process of developing its Best Execution Monitoring Service from initial idea to final product?**

After conceiving the idea, we had to analyze the MiFID II regulatory requirements and fully understand what was expected from market participants. Once these requirements were identified and a series of components were derived, we ended up with a list of the exact checks required to design a comprehensive solution. Furthermore, our position as market leaders helped us identify the gap between what was expected by the law and what companies could do using existing resources and systems. Our experts identified where the relevant data reside in a company's systems and how they could be retrieved in an efficient and automated way.

At the same time, we worked on the results' presentation and visualization using analytics and graphs that would help us present them in a modern, user-friendly and intuitive way. Finally, in order to maximize the tool's effectiveness and ensure its usability and efficiency, we closely collaborated with a few large, well-known and established companies operating in the sector. This allowed us to work with real data during all phases of the project, including requirements analysis, design, implementation and testing.

### **MiFID II is an extremely complicated piece of legislation. What challenges did this present when developing the product and how did you overcome them?**

The main challenges we faced included the extraction of data from various data sources, as well as dealing with the numerous restrictions imposed by the trading systems and other systems storing the relevant data. Dealing with large amount of data was another obstacle to overcome. This, together with the numerous complicated checks, required the visual representation of the results in an organized and user-friendly way that contributed to the additional value offered to the clients.

Our vast experience in regulatory reporting, consulting and compliance helped us overcome most of these difficulties. We had to convince companies to change their practices in order to fall in line with the new regulation. Our technology experts offered robust solutions for data retrieval from several sources (trading systems, business intelligence systems, files, etc.) for integration, using multiple options (database, API, CSV files, etc.) to meet each company's standard practices.

Another noteworthy challenge was persuading companies to view the solution as an opportunity to identify areas where they fell short of the law's requirements and take remedial actions, and not as a tool that revealed their poor practices and irreparably exposed them. This new perception of Best Execution monitoring will help them both comply with the new regulation and build their client base via improved services.

GDPR also posed a significant challenge, yet we tackled it very effectively, taking all necessary measures to remain compliant. Last but not least, certain technical challenges, such as the processing of the vast amount of data involved in the project, were also dealt with in an efficient manner via the design and hosting of the solution on a highly scalable, robust and secure infrastructure.

### **How has the product been received so far?**

The solution's launch took place in early June 2019 during a breakfast event organized by MAP FinTech in the presence of more than 70 investment firms and the Cyprus Securities and Exchange Commission (CySEC). Its reception was incredible with more than 100 demos requested and presented to interested companies, and many of them have already become our valued clients. Furthermore, via the Innovation Hub initiative, CySEC also showed great interest in having a demo at its premises to learn about our solution's full capabilities. Feedback was very positive and participants even provided recommendations on how to further enhance the system and its checks. This was reflected in the latest Circular from the regulator, where their concerns were fully satisfied by our tool.

The solution has also attracted interest from several European regulated companies, especially in the UK, Germany, Luxembourg and Malta, as it is the only solution currently available that fully covers the regulatory requirements with more than 40 checks of the Best Execution factors. It was also presented in international conferences in both Cyprus and the UK where it attracted the interest of companies looking for an automated solution to ensure compliance with their obligations.

Our Best Execution Monitoring Solution now works as our flagship solution for the sector, distinguishing itself for its user-friendliness, cost efficiency, comprehensiveness and uniqueness.



**Product name:**  
MyComplianceOffice

**Expected revenue in 2019:**  
**\$10M-\$20M**

-  Founded 1998
-  New York, United States
-  [mco.mycomplianceoffice.com](http://mco.mycomplianceoffice.com)
-  [advance@mycomplianceoffice.com](mailto:advance@mycomplianceoffice.com)
-  1-866-951-2280
-  Employees 51-200
-  Regions of operation: MCO has clients all around the world, but has operations in the US, Ireland and Singapore

#### Key Employees



**Brian Fahey**  
CEO

Value Chain: **Monitoring, Detection, Surveillance, Disclosures, Third Party Risk management, Reporting, Processing & Control**

Subsectors:  **TRANSACTION MONITORING**  **ONBOARDING VERIFICATION** **Conflict of interest management**

Value Chain: **SEC, FCA, APRA, ASIC, MAS, Financial Services Agency, MAR, MIFID, FSB, SFC, FCPA, UK Bribery Act**

#### OFFERING

MCO is the creator of MyComplianceOffice, a best-of-breed compliance monitoring solution used by hundreds of compliance teams worldwide to reduce the risk of misconduct.

#### PROBLEM BEING SOLVED

The MyComplianceOffice platform has extensive compliance management capabilities to monitor and manage conflicts of interest in a centralized manner across the organization.

#### TECHNOLOGY

Available as a unified suite or à la carte, MCO's easy-to-use and extensible SaaS-based solutions get clients up and running quickly and cost-efficiently.

#### PRODUCT DESCRIPTION

The MyComplianceOffice platform facilitates the surveillance and monitoring of potential conflicts of interest, across multiple legal entities, business lines, and affiliates operating under different regulatory bodies. The inclusion of third party and firm transaction data in the identification of potential misconduct sets the solution apart from its competitors. Without transparency into the activities of employees, third party relationships and firm transactions, comprehensive discovery of potential conflict is impossible. On one fully integrated platform, compliance teams can demonstrate they are proactively managing the regulated activities of the company, employees and third-party vendors. All modules leverage the powerful platform capabilities which enable comprehensive monitoring, workflow-directed task management, real-time alerts to exceptions, sophisticated hierarchy management and integrated data sets, such as global company and security master of public and private companies.

MCO has built a worldwide base of customers in 80 countries. Compliance teams choose MyComplianceOffice because of its unique integrated platform which addresses;

- Employee compliance monitoring & conflicts of interest
- Third party due diligence and risk management
- Trade surveillance and suitability monitoring, including a transactional conflict of interest module that detects the conflicts that occur during the life cycle of an investment banking or private transaction deal

#### TOTAL FUNDING

**Investors:** Private

#### CHALLENGES

Biggest challenge facing MCO is scaling to meet rapid growth in demand for its services

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 **PARTNERSHIPS**

MCO has a business outsourcing partnership with a range of compliance consulting firms

 **TRACTION/GROWTH**

- **Client acquisition numbers:** 380+ clients globally
- MCO is expanding rapidly in the APAC region
- **Expected Revenue in five years:** \$20m - \$50m
- **Expected staff numbers in five years:** 250+

 **MANAGEMENT BIO****Brian Fahey - CEO**

Brian Fahey, CEO of MCO, has been delivering complex technology solutions to meet critical business objectives within the investment management industry for over 25 years in US, Europe and Asia. His focus over the last 12 years has been building differentiated, market leading Compliance IT solutions that can adapt to rapidly changing business and regulatory environments while simultaneously being very cost effective. Prior to MCO, Mr. Fahey ran a Consulting practice for Access Data, a firm that specialized in technology solutions for the investment industry. He also managed investment systems at John Hancock Funds and was CTO for a smaller institutional asset manager.

## Risky business

*MyComplianceOffice empowers financial institutions to better manage conduct risk. But while the company is thriving in 80 different countries, getting to this stage was far from easy*



From money laundering to insider trading, modern financial services firms face massive risks every day. Failing to prevent misconduct, misselling or to do their due diligence can land these businesses in a world of hurt.

That's where MyComplianceOffice comes in. Today the company enables enterprises across the globe to ensure their clients, employees and third-party providers are all following the letters of the law.

However, just a few years ago the venture was facing massive challenges of its own. "We were staring down the barrel of a gun," says Brian Fahey, CEO of MyComplianceOffice.

He had stepped in as the leader of the conduct risk management enterprise in 2003, five years after the company was launched as a subsidiary of a multinational financial services firm. "Until my arrival, [what would become MyComplianceOffice was part of the company's] offshore development group in Ireland and was primarily a professional services or consulting arm and taking [the company's] technologies and people in Ireland and selling them for projects in the UK and Ireland," Fahey remembers.

When he entered the business, he began to transform it into what would eventually become MyComplianceOffice, which at the time was about trying to automate compliance activities for investment advisors and broker dealers in the US. "We built the core product over the first few years when we were part of [the big company]," Fahey says.

In 2008, Fahey spearheaded the push to break away MyComplianceOffice from its parent company, making it a venture of its own. Both he and the other members of the founding team revelled in the opportunity to build something for the future.

Most of them had a background building projects in bigger firms and was looking forward to creating something or the long run. "So part of the principles that we had at MyComplianceOffice when we first started building the product was that we would be building for the long term," Fahey says.

In practise, this meant that if they built a workflow solution, they ensured it would be ready to be rolled out across each solution. Once done, that enables MyComplianceOffice to also make incremental improvements.

While the new enterprise gave them a chance to do things their way, MyComplianceOffice's founding team had one huge hurdle to overcome: timing. "2008 was a terrible time to start a company selling to financial services firms," he says. As the world economy was tumbling around them, the business entered what Fahey refers to as "our survival years."

Between 2008 and 2013, he and his colleagues' stress levels shot through the roof. "We're talking about the typical entrepreneurial situation where you don't know if you're going to make payroll next month," Fahey continues. "It was hand to mouth."

Two things helped them make it through the period. The first was that they got paid one year in advance for their services. The second was that The Charles Schwab Corporation bought Compliance11, one of MyComplianceOffice's biggest competitors and repurposed it, removing Compliance11 from the playing field.

Even though those factors provide a breathing space to chase clients and develop their solution, Fahey and his team were bleeding money. Then, the watershed moment came in 2013 when startup signed on two major players as clients. Those deals proved that MyComplianceOffice had what it took to support big firms. The business secured them in the nick of time. “We nearly sold the company,” Fahey reveals. “We had an offer, not what we would consider a good offer, but one that would at least pay people back what they were owed.”

Fahey and his team were able to reject the offer thanks to the two deals and, from 2013 on, MyComplianceOffice found itself on increasingly steadier ground as the venture both boasted a client retention rate of 97% and attracted new customers. Today the company has over 380 firms as its clients.

The financial crisis also presented MyComplianceOffice with an opportunity. Following the collapse of Lehman Brothers, several misselling scandals, money laundry affairs and cases of terrorism financing, the public, politicians and regulators had had enough. Not only did this mean the introduction of new laws like the Dodd-Frank Act in the US and the Markets in Financial Instruments Directive in the EU, the public backlash had shown that allowing customers and employees to behave in seedy ways came attached with potentially massive consequences. “The risk of misconduct is very big for financial services firms,” Fahey says.

In other words, financial services firms needed solutions to monitor clients, employees and third-party providers. MyComplianceOffice has been able to cater to this demand through its know your third party (KYTP), know your trading (KYT) and know your employee (KYE) solutions.

The business’ KYE suite helps clients ensure their employees are compliant with personal trading, gifts, political contributions and other regulations.

The KYTP module ensures firms can manage the risks associated with their suppliers and other third parties by integrating a comprehensive suite of independent sources. This empowers the client to do due diligence for onboarding and to alert the right person when something happens.

MyComplianceOffice’s KYT solutions empower customers to mitigate risk through trade monitoring and customer suitability programs. This minimises the risk of market abuse, insider trading and ensure adherence to fund mandate.

Each conduct risk management suite requires a different solution as each area presents MyComplianceOffice with different datasets. “Where you have data you can have software that monitor it and say ‘Oh, wait, this doesn’t look right, this is an inappropriate looking activity or transaction,’” Fahey explains. “When you are talking about transactional activities of a client, you’ll have access to that data, can put it into a system, monitor and survey it.”

However, when it comes to employees, access to data becomes more difficult. “You can’t monitor all that a person does, whether it’s inside the office or outside,” Fahey says. Because of that, while the KYE solution monitors what it can, it is more about nudging the employees into the right behaviour. “You declare policies, expected behaviour, you monitor what you can and you use the software to ensure that they are at least doing what they’re supposed to be doing in terms of declarations and all of that.”

It also helps companies take decisive and punitive actions when people are behaving in a non-compliant way. “People don’t get away with it and it becomes visible to the rest of the organisation that that behaviour won’t be tolerated,” Fahey says. “That’s really where a lot of this comes together.”

A decade after the company decided to fly solo, MyComplianceOffice is stronger than ever. In the last 12 months alone it has released two new products and signed on clients like multi-national independent investment bank PiperJaffray. Moreover, the business has for the past few years annually grown between 30% to 40% and set up offices in the US and in Singapore.

Fahey reveals more international offices might be on the horizon. “Our business in Japan is increasing considerably and if it continuous we will consider opening there too,” he says.

In the immediate future, MyComplianceOffice is looking to keep developing its core products and to enhance the datasets it can access.

When asked if he still feels as stressed as he did in 2013, Fahey laughs. “You know, thankfully I haven’t had that for quite some time and that has released our creativity in terms of new products and being a thought leadership in this space,” he concludes.



-  Founded 2014
-  Employees: 11-50
-  Value Chain: [Onboarding, Monitoring](#)
-  Subsectors: Onboarding Verification (AML/KYC/CDD), Transaction Monitoring, Compliance Management
-  Regions of operations: United States, Canada, India

KYC2020 was founded to meet the sanction screening requirements of SMEs and Emerging Payments FinTechs that lacked viable and affordable solutions. A review of available market solutions exposed a significant deficiency: AML/CFT compliance systems were either too expensive, too disruptive to transaction flow or simply excessive for the purpose of an SME. The problem was that compliance systems had traditionally been aimed at financial institutions that have a larger burden of compliance. The emergence of KYC2020 as a stand-alone product/service was driven by the compliance needs of many online Money Services Businesses (MSBs) and grew from there. DecisionIQ delivers real-time actionable decisions on whether to approve or deny screened individuals or entities. Each decision is backed by an auditable proof-of-work that is securely stored. Despite all the technology, sanction screening continues to be manual and time consuming. DecisionIQ works with your risk-based approach to deliver actionable sanction screening decisions that are compliant, fast, and affordable.



-  Founded 2018
-  Employees: 11-50
-  Value Chain: [Process Tools & Control](#)
-  Subsectors: Compliance Management
-  Regions of operations: Luxembourg, Belgium, France, Sweden, Norway, United Kingdom, Andorra, Monaco, Spain, Germany

LUXHUB was born by putting together the banking knowledge with the agility of a start-up. Its purpose is to help the entire digital ecosystem to take advantage of the challenges and opportunities of Open Banking related initiatives. To do so, LUXHUB first developed an XS2A interface to help banks and e-money institutions in their PSD2 compliance journey and became in this context one of the leading European Open Banking Hub. Followed closely was the launch of LUXHUB One API, which is an integration layer giving access to any bank via a unified API for aggregation purposes. Last, but not least, LUXHUB is building a one-stop-shop financial API Marketplace.



-  Founded 2018
-  Employees: 1-10
-  Value Chain: [Monitoring, Detection, Reporting](#)
-  Subsectors: Onboarding Verification (AML/KYC/CDD), Transaction Monitoring, Cybersecurity/Information Security, Risk Management, Reporting, Compliance Management,
-  Regions of operations: Singapore, India, Hong Kong

Merkle Science provides a risk monitoring solution to help law enforcement agencies, banks and cryptocurrency companies detect and prevent illegal use of cryptocurrencies. It is funded by DCG, Kenetic, SGInnovate and LuneX. Merkle Science uses network analysis and blockchain research to analyse suspicious incoming and outgoing cryptocurrency transactions. Merkle Science combines on-chain blockchain analysis with off-chain metadata such as device fingerprints. This is essential as privacy becomes more inherent to blockchains. The company has reseller and integration partner arrangements with multiple compliance consultancies such as Ingenia and Fintrail. The company has clients including ECXX and Sinegy.



-  Founded 2016
-  Employees: 11-50
-  Value Chain: [Onboarding, Monitoring](#)
-  Subsectors: [Onboarding Verification \(AML/KYC/CDD\)](#), [Transaction Monitoring](#)
-  Regions of operations: [APAC, EMEA, North America](#)

Merlon Intelligence is a global compliance technology company supporting banks, FinTechs, exchanges, and other financial institutions in the area of Financial Crime Compliance. Using artificial intelligence and machine learning, its software transforms how customers are on boarded, compliance risk is assessed and introduces intelligence into the screening and monitoring processes used by leading financial institutions around the world. The company's KYC Screening solution semantically reads news and information from dozens of industry sources, automates topic categorization, and resolves customer information with previously unattainable accuracy. This provides the compliance analyst with a unified customer onboarding experience, driven by AI, where customer risk is ranked based on a holistic view of the customers relationships, news and information, and recommendations are made using the latest machine learning and artificial intelligence capabilities. Merlon makes use of various natural language processing techniques for extracting features from text. Captera is an integration partner.



-  Founded 2016
-  Employees: 11-50
-  Value Chain: [Process Tools & Control, Monitoring, Detection](#)
-  Subsectors: [Compliance Management, Communications Monitoring, Risk Management](#)
-  Regions of operations: [United Kingdom](#)

The MirrorWeb Platform helps firms manage and evidence changes in their digital content. With websites and digital platforms susceptible to change at any moment, staying in control of data and obtaining an accurate record of the 'digital truth' has become a huge challenge. The platform archives your website and social media content in the moment, providing you with a pixel-perfect record of what was published and when, delivering compliance confidence to your firm. Best of all, its technology allows firms to own their data, control data sovereignty and enjoy the benefits of a cloud-based solution, alleviating the resource burdens that come with maintaining digital compliance. The platform provides an instant replay engine and full-text search toolset, enabling marketing, compliance and digital teams to easily retrieve records of content that's been published (plus, each archive is time-stamped and stored in a SHA1-encoded format that's legally admissible). No matter the complexity of your content, MirrorWeb can capture it. MirrorWeb geo-distributed crawl tech means we can capture all of your website instances by country and even capture dynamic content published through personalisation led CMS providers.



-  Founded 2012
-  Employees: 11-50
-  Value Chain: [Regulatory Compliance, Regulatory Onboarding, Client Lifecycle Management and Client Data Management](#)
-  Subsectors: [Onboarding Verification \(AML/KYC/CDD\)](#), [Compliance Management](#)
-  Regions of operations: [Europe, parts of Asia, Middle East, United States, Australia, New Zealand](#)

The muinmos PASS engine is a set of intelligent algorithms that perpetually reviews globally relevant regulation against the institution's permitted activities to enable institutional, corporate and retail clients to be on-boarded suitably and appropriately in one automated workflow. The automation of this complex set of legal obligations can be used by any compliance department to simplify and enhance existing processes to reduce significant time and risk when on-boarding new business, or even reviewing older accounts. The stand-alone software is intuitive and easy to adopt, or can be integrated to existing workflows by API. PASS automatically notifies the financial institution of all relevant regulatory changes. If speed, accuracy, process optimisation, risk mitigation and remaining up to date with any regulatory changes in your on-boarding department are relevant to your business, then muinmos PASS is a viable option worth looking at.



- 
Founded 2015
 Employees: 11-50
- 
Value Chain: [Monitoring, Detection, Screening, Process Tools & Control](#)
- 
Subsectors: Transaction Monitoring, Payment Screening, Client Screening, Compliance Management
- 
Regions of operations: Global

Napier provides easy to integrate end-to-end compliance solutions powered by AI and the latest data management technology. Their Intelligent Compliance Platform is transforming compliance from legal obligation to competitive edge, with advanced solutions that increase efficiency, minimise risk, and help fight financial crime. Napier's tools dramatically reduce both false positives and false negatives and empower compliance teams to make risk-based decisions with speed and accuracy. All Napier products are built on their ICP third generation compliance platform. Napier has a global partnership with Refinitiv for Transaction Monitoring and a technology support partnership with Alvarez and Marsal.



- 
Founded 2015
 Employees: 1-10
- 
Value Chain: [Onboarding, Process Tools & Control](#)
- 
Subsectors: Onboarding Verification (AML/KYC/CDD), Communications Monitoring, Cybersecurity/Information Security, Compliance Management, Identification/Background checks
- 
Regions of operations: Europe, Philippines

NewBanking provides a user identity platform that allows end-users to verify identity easily and securely across businesses while at the same time having control and ownership of their own data and identity online. The platform ensures secure and structured collection, verification, storage and sharing of personal data. NewBanking Identity is a data management platform, focused on GDPR with the inclusion of KYC procedures under AML regulation. The platform facilitates the ongoing data exchange between companies and clients and provides value for all parties in the regulated ecosystem. End-users get a secure platform that allows them to keep ownership of data when onboarding with companies. Through the platform they can easily manage, share and store their personal information. Regulators will be able to directly view all audit and data verification logs, made immutable due to blockchain logging. Companies can easily, securely and professionally onboard new customers, verify their identity and store and re-share their personal information in a regulatory compliant way, benefitting from the increased transparency.



- 
Founded 2010
 Employees: 11-50
- 
Value Chain: [Onboarding, Monitoring, Reporting](#)
- 
Subsectors: Onboarding Verification (AML/KYC/CDD), Compliance Management
- 
Regions of operations: United Kingdom, Europe

NorthRow was founded in 2010 to accelerate the digital transformation of regulated organisations whilst preventing financial crime. NorthRow's technology solutions create friction-free client onboarding and monitoring experiences, whilst ensuring regulatory obligations are met. By automating and integrating a broad range of identity verification and managed services, NorthRow simplifies the complexity of compliance during the onboarding process, improving operational efficiency and customer experience, whilst reducing its client's time to revenue. NorthRow are the technology partners for a range of international clients who operate in multiple industries including Financial Services, Payments, Property, Hospitality and Public Sector delivering fast, robust and compliant onboarding processes. NorthRow's mission is to be the partner of choice for digital transformation projects, addressing the range of challenges thrown up by a changing regulatory and business environment for our clients.



Founded 2014

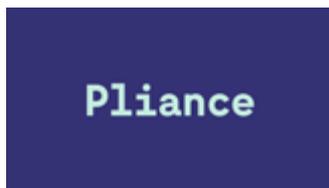
Employees: 51-100

Value Chain: [Onboarding](#), [Monitoring](#), [Detection](#), [Reporting](#)

Subsectors: [Onboarding Verification \(AML/KYC/CDD\)](#), [Transaction Monitoring](#), [Compliance Management](#)

Regions of operations: [United States](#), [United Kingdom](#), [Latin America](#), [Germany](#)

Ocrolog is an intelligent automation platform that captures and analyzes data from financial documents with over 99% accuracy. By fusing artificial intelligence, machine learning, and crowdsourced review, Ocrolog recognizes and analyzes documents, regardless of image format or quality. The platform turns haphazard, error-prone document analysis into a streamlined process that's quicker and more accurate than any human or software solution alone. Ocrolog automates loan portfolio analysis, offering high resolution data across the entire financing lifecycle. Using Ocrolog, compliance stakeholders can confirm that originators maintain underwriting standards, streamline document reviews that are traditionally labor-intensive, achieve standardization on scoring model inputs, and perform comprehensive work instead of sampling, all with 99+% accurate data. Ocrolog automates the capture and analysis of financial documents, such as bank statements, pay stubs, and mortgage forms, replacing inefficient manual data review with a single, seamless API. UiPath and Automation Anywhere are integration partners.



Founded 2018

Employees: 1-10

Value Chain: [Onboarding](#), [Reporting](#), [Process Tools & Control](#)

Subsectors: [Onboarding Verification \(AML/KYC/CDD\)](#), [Reporting](#), [Compliance Management](#)

Regions of operations: [Sweden](#), [Norway](#), [Denmark](#), and [Finland](#)

Pliance aims to develop products for automating AML processes for fintech companies. Pliance is a powerful API to automate customer screening processes. Particularly PEP, sanctions, beneficial ownership, etc. With the Pliance solution, it takes only a few minutes to integrate and automate these AML processes and our customers can focus their attention on their core products and services. What makes Pliance AB's solution different is the simplicity of implementation of a focused product offering that allows maximum flexibility for our customers. They are not forced to implement huge cumbersome systems and adapt their way of working. Instead, our customers choose how they wish to use Pliance to suit their preferred tools and workflows.



Founded 2015

Employees: 51-200

Value Chain: [Onboarding](#), [Process Tools & Control](#)

Subsectors: [Full stack solution](#)

Regions of operations: [Australia](#), [Austria](#), [Belgium](#), [Czech Republic](#), [Denmark](#), [Estonia](#), [Finland](#), [France](#), [Germany](#), [Greece](#), [Hungary](#), [Iceland](#), [Italy](#), [Latvia](#), [Liechtenstein](#), [Lithuania](#), [Luxembourg](#), [Malta](#), [Netherlands](#), [Norway](#), [Poland](#), [Portugal](#), [Singapore](#), [Slovakia](#), [Slovenia](#), [Spain](#), [Sweden](#), [Switzerland](#), [United Kingdom](#) and [United States](#).

Railsbank provides its customers with a single API to power a complete financial product. Using Railsbank, a customer would only have to build the customer-facing front end. All the cards, payments and compliance technologies are provided by Railsbank. Railsbank compliance technologies are powered by the trademarked Railsbank Compliance Firewall which forms the core of Railsbank. Railsbank enables customers to conceptualise, prototype, build, launch and operate any financial use-case using its unique open banking platform and super simple APIs. Railsbank provides a full stack solution (compliance, license, cards, payments, ledgers) to financial services companies and FinTech to build, launch and scale any financial product globally, all in only five lines of code. Railsbank reduces the time to market, execution risk and cost of launching a financial product by at least an order of magnitude.



## COMPANY RESEARCH PROFILE



**Product name:**  
Red Oak Software

- Founded 2010
- Cedar Park, TX United States
- [www.redoakcompliance.com](http://www.redoakcompliance.com)
- [sales@redoakcompliance.com](mailto:sales@redoakcompliance.com)
- 888.302.4594
- Employees 11-50
- Regions of operation: North America, South America, APAC and EMEA

### Key Employees



**Stephen Pope**  
CEO



**Rick Grashel**  
CTO



**Cathy Vasilev**  
COO

**Expected revenue in 2019:**  
**\$3.5m-\$5m**

Value Chain: **Financial Services Compliance Reviews, Books and Records Storage and Regulatory Reporting**

Subsectors: **Communications Review**

Value Chain: **GDPR, FINRA and SEC**

### OFFERING

Red Oak Compliance Software, LLC is a privately held firm based in Cedar Park, Texas. Red Oak Compliance has become the global leader in providing advertising compliance review software for financial service firms, with clients having more than \$29 trillion in assets under management. In 2019 Inc. 5000 ranked Red Oak Compliance as the 1,792 fastest growing private firm in the U.S.

### PROBLEM BEING SOLVED

With the advent of electronic publishing and social media, firms are under pressure to approve advertising and marketing material faster than ever before while reducing costs. Red Oak's software helps financial services firms improve their advertising review process while satisfying their regulatory requirements for reviewing, approving and retaining their marketing and advertising material. Red Oak's software clients often see a 35% faster time-to-approval with 70% fewer touches.

### TECHNOLOGY

Red Oak's software is 100% cloud based requiring only a browser and internet connection to use. Screens are 'responsive' to work on smart phones and tablets without the need to download and install a smartphone application. This keeps the security and support burden to a bare minimum and enables Red Oak to focus their resources on improving and supporting the core cloud application.

### PRODUCT DESCRIPTION

Red Oak's software is an online subscription service (SaaS model) helping financial services firms improve their advertising review approval and regulatory reporting processes. Red Oak's software clients often see a 35% faster time-to-approval with 70% fewer touches. Red Oak's software is easy to implement and use with many clients going live in as little as two weeks. Implementation consists of a series of on-line sessions with Red Oak working with their client to configure the system to best meet their needs. A soon to be released optional "Smart Review" module will enable firms to build in known 'disclosure' intelligence (versus machine learning 'artificial' intelligence). Smart Review will save substantial time and reduce regulatory risk by enabling Red Oak's software to automatically identify gaps in the disclosures on a piece of advertising material, based on any of the available meta-data and the content of the material.

### INTEGRATION PARTNERS



### TRACTION/GROWTH

- **Client acquisition numbers:** As a firm with no debt or outside investors, Red Oak has been able to grow in a deliberate and controlled fashion since inception. That gradual pace has provided them the opportunity to remain laser focused on their clients, who are globally located, and the continued development of their software. They've been recognized as number 1,792 of the fastest growing private firms in the U.S. by Inc. 5000 and as one of the RegTech 100 firms.
- Expected Revenue in five years: **\$10m - \$20m**
- Expected staff numbers in five years: **18-50**

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## Stephen Pope, CEO at Red Oak Compliance, reveals the origin of the company



*Red Oak Compliance launched in 2010. How did the idea for the company come about?*

Cathy Vasilev and I worked together at a large broker-dealer/investment adviser. Cathy managed the compliance functions and I managed the internal software development team. During their four years at the firm, Cathy and I collaborated on many different software projects to automate and improve compliance efficiency while reducing risk. After learning we lived in the same section of town, we began car-pooling to and from work where many conversations lead to the idea of someday starting our own business. Cathy often remarked that “if we are going to work this hard, we might as well be working for ourselves”.

In 2008 the stock market crashed and in 2009 the Dodd-Frank act was proposed with sweeping new regulations. The time was ripe for starting a new compliance consulting firm and in March 2010 Red Oak Compliance Solutions was formed. The initial plan was to provide compliance consulting only, since I viewed creating software as too risky and likely requiring more resources than they had.

*What was the opportunity you saw in the market?*

As Red Oak Compliance continued to grow in both employees and clients, it became evident emails and spreadsheets were not going to be adequate management tools. Again, the temptation to build software was discussed, however, Red Oak decided to subscribe to an existing package. It did not take long for it to become clear the market was not being served adequately and we decided to bring in Rick Grashel as an equal partner and build our own software.

*What was the biggest challenge to getting the company from the idea-stage to it becoming a fully-fledged RegTech venture?*

The biggest challenge was acquiring initial subscriber firms. It should not have been surprising to us, but none of the firms we talked with were willing to pay for software where the only user of it was Red Oak. Eventually we realized references were more important than revenue so we gave the software to a few firms with the understanding that if they liked it, they would be willing to share their experiences. Turns out they liked it a great deal and our plan worked.

*You launched AdMaster first to ensure advertisement compliance. But it quickly expanded to cover more areas. How did that change happen?*

From the very beginning we planned to offer different modules over time which is one of the reasons we built a Business Process Management compliant workflow engine as a foundational piece of our software. The marketing plan was to lead with advertising compliance, AdMaster, and later introduce other Master modules, such as Complaints Master. Our clients beat us to it by building workflows for many other business approval requirements.

*When and why did you change the name from AdMaster to Red Oak Software?*

We decided to change the application name after receiving more and more inquiries from clients who were asking if it was possible to remove the name AdMaster from the header – they said it was confusing their non-advertising review users. When we re

visited our initial plan, it became clear that what we once thought of as separate modules, was really just different uses of our robust, books and records compliant workflow tool. Hence AdMaster simply became Red Oak Software.

*What compliance areas does your software cover today?*

Our software is currently used for a broad range of workflow related compliance and non-compliance functions. Clients are using Red Oak's software for advertising review, check and security blotters, incoming and outgoing correspondence, training material approvals, gifts and gratuities, political contributions, employee onboarding, personal securities transaction reports, outside business activities, contracts, due diligence questionnaires, customer complaints, ADV 2B updates, and much more.

*In your own words, how does Red Oak Software work?*

Red Oak's software is a hosted subscription service enabling firms to get up and running quickly without the need to provision equipment or install software in-house. The software is updated frequently incorporating suggestions from many other financial service firms.

Red Oak's software enables firms to improve efficiency and reduce risk by codifying their books and records procedures into highly configurable workflows. Red Oak's expertise and best practices are freely shared with new clients as they on-board, giving them the necessary guidance and support to get up in running live in as little as two weeks.

*Launching a startup of any type is a risky and challenging endeavour. When did you know that you had made it?*

Based on the feedback from our very first software clients we knew we had a winning software offering. From a business perspective, things started to feel a little more comfortable in year two when the founders were able to take a salary from the business and were no longer living on savings.

*What have been your proudest achievements to date with Red Oak Compliance?*

The team at Red Oak have always enjoyed working closely with our clients and listening to their suggestions. All of us are pleasers, driven by praise and appreciation for our efforts. At our first annual users group meeting in October 2019, it became abundantly clear our clients and our team are all part of

the Red Oak family, working in collaboration to build something truly special. We are also very proud of being named one of RegTech Analyst's RegTech 100 most innovative RegTech companies in the world and #1792 on the Inc 5000 Fastest Growing Companies.

*You are operating across the Americas, Europe, Africa, Asia and the Pacific. How did that expansion happen?*

Financial firms operating across multiple jurisdictions have complex needs. Many of Red Oak's large global clients choose Red Oak because of the software's ability to satisfy their functional requirements and Red Oak's experience with other global clients. Global firms need a global solution.

*What's next for Red Oak Compliance?*

From a software development perspective, Red Oak will continue to add functionality based on client feedback. We will also release a Smart Review module later this year to help manage disclosures and next year will see us release a very robust registration and licensing module.

Red Oak plans to continue to remain self-funded focusing on clients and manageable growth. We have seen firms at our stage raise capital, which tends to change the focus to shorter-term revenue and becomes a management distraction, at the expense of doing what is best for their clients. We know this because many of our current clients were previously using the software from some of these firms.



-  Founded 2002
-  Employees: 201-500
-  Value Chain: [Onboarding](#), [Process Tools & Control](#)
-  Subsectors: Compliance Management, Onboarding Verification (AML/KYC/CDD)
-  Regions of operations: North America, EMEA, Asia/Pacific

Regulatory DataCorp (RDC) provides intelligent, automated customer screening and monitoring solutions to help businesses comply with regulations and protect themselves against financial crime. Used and trusted by more than 1,000 banks and FinTech companies across more than 100 countries, RDC maintains the world's most relevant risk database consisting of PEP, sanctions and adverse media information, combined with sophisticated AI and risk filters that automate screening processes and minimise false positives. Founded by 20 of the world's leading financial institutions in 2002, today RDC is a Vista Equity Partners portfolio company.



-  Founded 2001
-  Employees: 501-1,000
-  Value Chain: [Detection](#)
-  Subsectors: Compliance Management, Risk Management
-  Regions of operations: United Kingdom

Redland, an Ideagen company, is a RegTech business that has established itself as the 'go-to' provider of regulatory compliance software solutions for the Senior Managers & Certification Regime (SM&CR). Redland has built a modern and stable SaaS Compliance platform which has been developed and proven over several years. Because of its continuous programme of product development, driven by a profound understanding of the regulatory landscape and extensive client collaboration, Redland has successfully implemented its solutions with some of the biggest names in financial services. The platform is a proven enterprise-class solution and is easily integrated with a client's existing systems. The platform is written in C# and ASP using Microsoft .NET technologies. The highly configurable nature of the platform enables Redland's clients to achieve an implementation that precisely fulfils their requirements whilst fundamentally remaining consistent with the core product as used by all other Redland clients. As of Q1 2019, Redland has more than 40,000 licensed users for its "Insight" technology platform covering SMR, Certification, Conduct Rules and T&C.



-  Founded 2015
-  Employees: 1-10
-  Value Chain: [Onboarding](#), [Monitoring](#), [Detection](#), [Reporting](#), [Process Tools & Control](#)
-  Subsectors: Capital Planning/Stress Testing, Risk Management, Reporting, Compliance Management, Regulatory Hosting (Appointed Representatives)
-  Regions of operations: United Kingdom

RiskSave Compliance is an award-winning provider of regulatory solutions for Private Equity managers, Hedge Funds and other financial institutions. With a background in technology, RiskSave Compliance provides an automated back-office to asset managers and FinTech specialists. RiskSave Compliance specializes in providing integrated low-cost solutions to ambitious and demanding firms. In addition, the company offers customised solutions in the areas of fund raising, outsourced compliance, regulatory hosting and appointed representative services. The company has partnerships with RBS, ABAKA, Pension.ly, Core Markets and Blockchain.



-  Founded 2012  Employees: 11-50
-  Value Chain: [Onboarding, Monitoring, Reporting, Process Tools & Control](#)
-  Subsectors: Risk Management, Reporting
-  Regions of operations: France, Belgium, Luxemburg, United Kingdom, Germany

Scaled Risk is a multi-awarded RegTech that delivers a cloud-ready, self-service reporting & analytics platform for financial institutions. Banks, Asset Managers and Regulators rely on Scaled Risk everyday to overcome today's most difficult challenges in performance reporting, risk management and regulatory compliance -- for a fraction of the time and cost.



-  Founded 2015  Employees: 1-10
-  Value Chain: [Monitoring, Detection, Reporting](#)
-  Subsectors: Onboarding Verification (AML/KYC/CDD), Transaction Monitoring, Risk Management, Reporting,
-  Regions of operations: Worldwide

Scorechain provides compliance tools and business analytics for crypto assets and Blockchains. Today its solution covers Bitcoin, Ethereum & ERC20, Litecoin, Bitcoin Cash, Dash and soon Ripple. Its products answer all customer needs with different features for exchanges, auditors, compliance officers and banks. Scorechain have engineered powerful algorithms including AI for transactions analytics and clustering, and Scorechain have built an extended map of Blockchain services with 50,000 identified services. Scorechain provide SaaS solutions with intuitive UI and API, reports are also available.



-  Founded 2013  Employees: 11-50
-  Value Chain: [Onboarding, Detection](#)
-  Subsectors: Onboarding Verification (AML/KYC/CDD), Transaction Monitoring, Identification/Background checks
-  Regions of operations: Ireland, United Kingdom, Europe, United States

Sedicii is working in the area of secure digital identity using advanced cryptography (zero knowledge proofs, secure multiparty computation) to develop real-time solutions for AML and KYC. The company has developed a secure multiparty computation service that allows any bank participating in the network to pre-screen, in real-time, all parties to a transaction, regardless of the party's bank, for AML risk, using behaviours, traits or activity characteristics of the parties. The service confidentially computes a joint decision tree across the sender and the recipient bank to identify pre-execution risk in real-time. In addition, the system visualises multiple transactions to expose both common and complex fraud patterns prior to execution. No bank learns anything about the other bank's customer as no information is ever shared other than the output risk assessment. The service has different modes of operation for banks, regulators and law enforcement so each will have different views and access to results.



## COMPANY RESEARCH PROFILE



### Product name:

Setrega

(A Comprehensive RegTech Analytical Suite of products)

Founded 2001

Iselin, NJ United States

[www.sensible.com](http://www.sensible.com)

[info@sensible.com](mailto:info@sensible.com)

+1 732-283-0499

Employees 501-1,000

Regions of operation: EMEA, Americas and APAC (Offices in New Jersey, Mumbai)

### Key Employees



**Mr. Kumaraswamy**  
Partner, Managing Director & COO



**Mr. Sadeesh Gopal**  
Founder & CEO



**Mr. Vijay Gopal**  
Business Unit Head, BFSI

Value Chain: **Monitoring, Detection, Reporting**

Subsectors: **Compliance Management, Regulatory Reporting, Regulatory Automation, Transaction Surveillance, Risk Management, Fraud Monitoring, Control and Prevention, Data Management, and Governance**

Value Chain: **eKYC, AML, CFT, ESMA, EMIR, SEC, MAS, MiFID II, Dodd-Frank, NFA**

### OFFERING

Sensible enables financial institutions to adhere to one or more regulatory bodies and automate end-to-end regulatory processes, data governance, and compliance workflows. Sensible's RegTech platform, Setrega is built upon three major key points; Compliance monitoring, Regulatory Reporting and adapting to the dynamic regulatory changes. Sensible believes in delivering end-to-end regulatory compliance holistic with its suite of RegTech products, which involves Regulatory Reporting, AML (Anti-Money Laundering), compliance Adherence, Monitoring & Tracking, Data Management & Analytics, Risk Profiling & Management, Compliance Workflows & Support, Identity Management & Control, Surveillance, and Reconciliation.

### PROBLEM BEING SOLVED

High compliance costs and growing demand for business intelligence are contributing to the adoption of regulatory technology. Rising penalties for non-compliance with regulations are also anticipated to further fuel the growth. A reduction in these costs and compliance failures enables enhancements in business processes, in terms of improved response times, and helps increase Return on Investment (ROI). New regulations emerge faster than companies can analyze for a corresponding action. Hiring additional legal staff and forming a compliance department isn't something that all financial companies can afford. With Setrega, Sensible helps standardize regulatory processes, create unambiguous interpretations of the regulations, and, most important - automate the end-to-end compliance process.

### TECHNOLOGY

Setrega uses analytics, Artificial Intelligence, and Machine Learning to manage risk and compliance on a real-time basis with a predictive and preventive approach towards risk mitigation. Sensible's algorithms enable unsupervised machine learning to deliver unparalleled efficiency gains for banks/FIs in their risk management functions. The key differentiating features of Setrega are rule validation-based process automation, open-API with driven scalability, smart data handling, Big data handling, real-time compliance analytics, and visualization. Furthermore, Setrega uses robotics for the regulatory process, workflow automation, and advanced analytics, which enables the digitization of compliance and risk management process.

### PRODUCT DESCRIPTION

Setrega is an end-to-end global regulatory automation platform that reduces compliance costs and offers regulatory intelligence. It enables financial institutions to adhere with one or more regulatory authorities and can address all Regulatory challenges.

- **Global RegTech Platform:** Enable automated data handling and framework based end-to-end automated regulatory processes for Financial institutions/Reporting Entities/ Regulatory Authorities.
- **Compliance Management Platform:** Automate the internal/external compliance process workflows and ensure required regulatory/ compliance adherence across the organization and as per the evolving changes of regulatory bodies (SEBI, SEC, etc.)
- **BASEL RegTech Platform:** Provides a highly configurable and comprehensive solution for Banking Regulatory (BASEL II & III) Compliance along with advanced risk analytics engine.

### TRACTION/GROWTH

- Sensible has established its client-base all over Europe to enable MiFID II / EMIR / SFTR, legislative framework instituted by ESMA for regulatory entities like ARM / APA /CTP. Its market growth has been expanded with SFTR in Europe, reporting for the Security Financing Transactions (SFTs) and EMIR.
- Sensible has grown its market in US through a RegTech solution adhering SEC regulatory frameworks, to comply with the OTC regulatory reporting needs and also its expansion over APAC is thoroughly growing.
- Estimated Revenue in 2022: **\$50 Million**
- Estimated Staff numbers in 2022: **1,500**

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# Treading a Complex Regulatory Path?

SIMPLIFY YOUR REGULATORY COMPLIANCE PROCESS WITH

# END -to- END

**RegTech Automation**



## Sensiple's RegTech suite of products



Global RegTech Platform  
BASEL RegTech Platform  
Compliance Management Platform



Our FinTech Products: PhiFIX, FIX-based Products | PHOKAST, Real-time Clearing Platform | KUBERIC, Global Matching Engine

# RegTech 2020 and Beyond: An End to End View on Regulatory Compliance -Vijay Gopal (Head of BFSI Business Unit)



Close to a decade back, when Sensiple identified the growing untapped potentials in the financial industry with our BFSI domain expertise, our intentions were clear. Our goal was to enable financial institutions, companies, business owners, and consumers to better manage their financial operations, processes, and lives by utilizing our specialized software and algorithms.

During that time, FinTech grew rapidly; its development thrived due to the mushrooming of startups and other new entrants such as IT organizations and e-commerce firms that fragmented the financial services market. This new digital era and the aftermath of the global financial crisis necessitated a parallel development of RegTech.

Due to the increased number of regulations for the financial firms since the last decade, firms, whether small or large, should have the urge to invest in regulatory technologies as well since most of the investments are skewed towards trading systems and related market infrastructure. Firms should also be made aware of the consequences of lopsided compliance systems they have at present.

Rising like a Phoenix from the ashes, hybrid FinTech-RegTech companies like ours became the forerunner in solving challenges that emerged in a tech-first economy. The demand for RegTech in the financial industry grew to the point where RegTech is estimated to become an industry worth nearly \$120bn by 2020.

With our existing strong base of global FinTech clients, we decided to get on board and help financial institutions by building end-to-end RegTech products in the world of mandatory regulatory reporting in an agile, accurate, and cost-efficient manner. Thus, this foray into RegTech was preceded by efforts of helping companies embrace FinTech Innovation that has defined the scope of the overall process operating model and the end-to-end workflows of a financial firms' business element.

## Setrega-Suite of RegTech Products

When we take a look at the tech landscape, we believe no other industry has been affected as much by technological innovation over the last five to ten years than the financial sector. By being arguably one of the most heavily regulated industries, it is unsurprising that firms are depending on technology to run the business effectively and adhere to the regulators' bylaws efficiently and cost-effectively.

Setrega is a global RegTech end-to-end automation platform offered by Sensiple. It enables financial institutions to adhere to one or more regulatory authorities and can address all regulatory challenges. All market participants extensively use it. It supports all regulatory frameworks – whether they be MiFID II, SFTR, Dodd-Frank, NFA, etc. for all regulatory authorities (ESMA, EMIR, SEC, MAS, etc.) to automate their regulatory requirements.

Setrega supports real-time and on-demand regulatory processes at multiple frequencies via a massive number of channels in multi formats for various repositories. Setrega helps to track the entire lifecycle of the regulatory process from report creation till adhering to regulatory authorities.

Setrega taps the potential focus areas to create a customer-focused impact through:

- surveillance, monitoring, and governance
- risk management, fraud detections, and control,
- operational compliance management,
- complex rule book support

So how is Sensiple different from our competitors? Our RegTech solution pipeline leverages big data and analytics, artificial intelligence, cognitive computing, blockchain technology, and business intelligence for the 2020 journey. Our innovations at the R&D center offer huge potential to re-define the regulatory and risk management. All this enables us to provide value-added benefits to our clients with:

- multi-data repositories and seamless integration with legacy systems
- big data, artificial intelligence, and machine learning, predictive analytics support
- advance notification frameworks and case management
- voice and media regulation with smart data support
- complex data and risk models for regulations
- flexible business rules management
- end-to-end RegTech automation
- multi-regulatory framework support

While many financial firms are still struggling to make informed decisions and feel uncertain about the scalability of their legacy systems, we offer regulatory insights, huge scalability, and workflow automation. The regulatory insights are transformed into smart data that enables the financial firms we count as our clients to take the lead over their competitors by achieving efficiency in their daily business operations.

### **Sensiple' s holistic Approach to End-to-end RegTech**

It has been estimated that almost 300 million pages of regulation will be adopted by the end of 2020. These initiated the new compliance-related positions in organizations, who have to make sure that organizations adhere to stringent, complex regulations. The compliance team must review, track, and assess the regulations, policies, procedures, and adhere as part of this process. These initiatives can be daunting

and not to mention that the impact on financial institutions and their legal and compliance professionals is significant, and for most, it is also manual!

Given the significance, it is critical that governance, risk, and compliance (GRC) systems are leveraged to enhance this process. GRC systems can empower firms by giving them transparent, consistent, and even proactive compliance and legal activities through technology, which makes the process more efficient and effective. The sheer volume and complication of regulatory changes require a solution that can deliver an end-to-end approach to risk and compliance and enable financial firms to manage the risk associated more effectively!

Setrega takes regulatory compliance to a different level by powering a unique end-to-end regulatory compliance process. Setrega can integrate any data, facilitate mapping, and perform concept-search across federated platforms. It enables transparent, actionable regulatory change-management process that brings precision in risk and compliance, provides complete accountability across organizations, and facilitates management decision-making. Most significantly, it manages risk and controls the changes from within and outside the organization.

Our holistic view is towards adopting RegTech solutions to the evolving regulatory changes and bringing in AI and powerful cognitive risk analytics to enable regulatory-defined insights. It assesses risks, performs monitoring & testing, and exploits cognitive process transformation to Know Your Customer, prevents money laundering, payment fraud & surveillance as well as analyzing financial, cyber, and security risk.

Sensiple' s innovative end-to-end RegTech Platform, Setrega enables you to manage risk and compliance effectively and efficiently while taking care of stakeholder trust with greater transparency. It takes into account your business context and makes sense of the risk and compliance involved. It provides complete visibility of the accountability hierarchy and thereby improves decision-making. Not only that, but it also manages risk and changes with precision both from within and outside your firm while ensuring impeccable compliance process.



-  Founded 2011
-  Ilkley, United Kingdom
-  [www.smartsearch.com](http://www.smartsearch.com)
-  [info@smartsearch.com](mailto:info@smartsearch.com)
-  (+44) 0113 238 7660
-  Employees 100+
-  Regions of operation: International

**Key Employees**

**John Dobson**  
CEO

**James Dobson**  
Marketing Director

**Martin Cheek**  
Managing Director

**Expected revenue in 2018:**  
**\$10m-\$20m**

Value Chain: **Onboarding, Processing & Control**

Subsectors:  ONBOARDING VERIFICATION  IDENTIFICATION/BACKGROUND CHECKS  TRANSACTION MONITORING

Regulation/Legislation: **KYC, AML**

**OFFERING**

SmartSearch is designed as a SaaS platform. The very latest technology delivers an unrivalled user experience to over 4,000 client firms and around 40,000 users, enabling them to comply with the latest 2020 Anti Money Laundering (AML) regulations and fulfil their AML, Customer Due Diligence (CDD) and Know Your Customer (KYC) compliance obligations.

**PROBLEM BEING SOLVED**

Instead of using multiple suppliers or vendors for ID, Sanctions/PEP screening of individuals and business in the UK and internationally, SmartSearch offers a one stop shop solution that has everything in one place.

**TECHNOLOGY**

SmartSearch is dedicated to developing technology that enables clients to comply with the regulations in the most efficient and cost-effective manner. The company offers a unique platform that delivers Anti Money Laundering (AML) searches and verifications on individuals and businesses across the UK and international markets, including automatic Sanction & PEP screening.

**PRODUCT DESCRIPTION**

SmartSearch is one stop shop that allows firms to comply with the AML and KYC requirements for individuals, businesses in the UK and internationally. The company uses leading data suppliers to source information, coupled with latest smart technology allowing SmartSearch to achieve the highest “match and pass rate” in the market. Dow Jones enables the company’s negative verification of sanctions, PEPs and SIPs screening along with ongoing daily monitoring of all AML business and individual subjects. Mobile apps deliver enhanced usability.

**TOTAL FUNDING - Bootstrapped**

Investors: **Founders**

- The company was fully funded by the original shareholders, until 2019 when Marlin Equity Partners provided minority growth investment funding.

**CHALLENGES**

The biggest challenge facing management is getting clients to understand the changes in technology and then adopting it. Continued use of documents by businesses is probably the single biggest challenge to suppliers and users alike. Sophisticated fake documents, freely available at low cost are the highest risk as typical compliance operatives will never detect these. The new facial recognition technology also brings with its new levels of risk.

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## PARTNERSHIPS



## TRACTION/GROWTH



- Client companies: SEEDRS, SCOTTISH BUILDING SOCIETY, Rathbones, KILLIK & Co, FASKEN, BWB, Garbutt + Elliott, JAMES COWPER KRESTON
- In 2018 SmartSearch won the prestigious Queens Award for Enterprise - Innovation Category and we continue to win awards typically every quarter.
- SmartSearch also has a current client retention rate of 98%
- Interested in acquiring banks, SMEs, accounting and real estate firms as customers.
- Estimated revenue in five years: \$20m - \$50m
- Estimated staff numbers in five years: 150-250

## MANAGEMENT BIO

### John Dobson - CEO

#### Career Highlights

2009 to Present Day: CEO & Shareholder of Smart Credit Limited, trading brand of "SmartSearch"; International and UK AML & Fraud verification processing including Sanction & PEP checking & daily monitoring, uniquely processing both consumer and business records in the same platform. Real-time email alerts for any changes to Sanctions & PEPs status and Companies House filings. The creation of a subsequent 'Unicorn' business in Callcredit Information Group and Achieving the Queens award for Enterprise – Innovation twice in the last 15 years.

2000: Founder & Shareholder of Callcredit Information Group, one of three primary Credit Reference Agencies in the UK competing with Experian & Equifax, majority owner Skipton Building Society until December 2009.

1994: Founder & Shareholder of EuroDirect Database Marketing, specialists in Consumer Data, Database Management & Hosting and Consumer Analytics & Targeting; sold 75% of the Equity to Skipton Building Society in 1998, he remained as Managing Director (Callcredit Marketing Services) until June 2009.

1983: Founder & Majority Shareholder of the BMDS Group; a full-service Direct Marketing Company, sold to RR Donnelly of Chicago USA in 1990; he remained as Managing Director until March 1993.

# Why has switching towards a risk-based approach for AML been troublesome for firms



## SmartSearch

As the final implementation date of the fifth money laundering directive (5AMLD) looms, companies have seen a tough time shifting to a proper risk-based approach to AML, SmartSearch managing director Martin Cheek explained.

The regulation, which was initially hit the market in July 2018, will finally go live on 10 January 2020. As with any new regulation, there are an abundance of challenges which need to be overcome to be ready; although, it's not as problematic as its predecessor had been. Cheek said, "The 5th Directive is not a revolution in the same way the 4th Directive was, it's more evolution."

Changes in the regulation include safeguards for financial transactions to and from high-risk countries, cryptocurrencies being held to account for money laundering legislation, lower limits on prepaid cards, a centralized national bank and improved access of financial intelligence units to information around account registers. Cryptocurrencies, which have given regulators a tough time, feature heavily in the updated regulation and SmartSearch has notably seen a large number of these businesses' sign up to its KYC and AML platform.

AML regulations are posing a lot of problems for companies around the world, but the biggest challenge SmartSearch has seen its clients face has been the shift towards a proper risk-based approach to compliance. Cheek said, "We see firms with very similar clients, products and channels to market adopting very different approaches, with some firms taking a belt and braces approach making it very difficult to onboard new clients, through to those that really understand it and ensure the right level of checks based on the client and transaction."

This sort of belt and braces approach is very similar problem to what SmartSearch was built to solve. The RegTech startup was developed to be the "one-stop-shop" for the entire know your customer (KYC) process, which prior to SmartSearch had been a very "disjointed and cumbersome" space, Cheek said. He went on to explain there was a need for a KYC platform which could validate individuals and businesses in the UK and internationally with full sanction and PEP screening, and ongoing monitoring – other solutions in the market had only addressed issues singularly, such as electronic verification for UK individuals only. This left businesses inadequately prepared to handle sanctions and PEP checks or ongoing monitoring.

SmartSearch knew what its end-goal was; however, due to the size of the challenge ahead, it opted for beginning with just a UK offering. As it grew, it began to launch internationally and make necessary changes to the platform as legislations and client needs changed.

This all culminated in the solution SmartSearch offers today. The RegTech offers a business and individual verification services which automatically perform sanction and P2P checks whenever a new customer is added to a system. Through partnerships with data suppliers such as Experian, Equifax and Dow Jones, SmartSearch can use this information to verify identities. Clients simply enter their name, address and date of birth, which will either be passed or referred.

The company states that it is the only platform in the UK which offers online verification to individuals and

companies through a single platform. Cheek stated that while there are other companies trying to replicate its services, it differentiates itself from them by understanding the legislation and consumer needs, giving them a solution for everything required.

Cheek added, "We see technology experts trying to enter the market but all they do is create software that doesn't address the problems facing regulated businesses. It's not just about the data it's actually how you use the data that makes the real difference."

#### The growth of RegTech

Despite the opportunities and sheer volume of RegTech solutions, the world is still littered with major money laundering scandals. It is hard to forget the colossal €200bn Danske Bank scandal in 2017 which saw money illicitly transmitted through its Estonian branch into Russia. Yet there rarely seems to be a month that passes where another institution is not at fault of money laundering in some shape and form.

Just in the couple of months, Australia's financial services watchdog began investigations into Paypal for concerns of money laundering, probes have also begun on Dutch bank ABN Amro for similar allegations and the Swedish Economic Crime Authority took big strides for its examination of Swedbank. It's not that money laundering is becoming more covered by the media, a recent study from the UK's National Crime Agency revealed between March 2018 and March 2019, there were 478,437 reports of suspicious behaviour, a 3% rise on the previous year.

Cheek said this has been allowed to happen because there are facilitators around the world which are turning a blind eye to such dealings or are complicit. He added, "The sums of money involved are absolutely enormous, just look at the Danske Bank scandal in Estonia and the EY audit covering up the sale of gold for a criminal gang. In a much more globalised world once the dirty money looks legitimate it is then easy for the criminal to move money around the globe escaping prosecution, it only takes one weak link in the chain to break it."

With more incidents, it has left a lot of opportunities for RegTechs to come in and solve the issues. Regulators are attempting to bolster initiatives combating the crime, whether that's through new powers to enforcers or implementing new regulations. The European Union just announced plans to create a new AML body to better enforce the law, while India

updated its laws to give businesses more flexibility with their KYC processes and Singapore started closing shell companies' accounts involved in incidents. With all these challenges in the market, there is a big opportunity for RegTechs to come in and the funding in RegTech is showing just this.

The global RegTech sector is booming at the moment. In just the first three quarters of the year, there has already been \$6.5bn invested into RegTech solutions around the world across 223 deals. While this is a sizeable jump from 2018, where \$4.4bn was invested through 164 transactions, the sheer scale RegTech's growth can be seen when looking at funding levels in 2014, which were just \$923.4m across 125 deals.

Cheek commented, "The whole sector is ready for change and we are seeing innovation in almost every sector of regulatory compliance. The speed in which technology is evolving, with big advances in machine learning and artificial intelligence, mean that regulated businesses can use technology to replace cumbersome and outdated modes of working."

SmartSearch recently attracted the interest of private equity firm Marlin Equity Partners, securing a growth investment to support the international expansion of its platform. The company began looking for an investor at the start of 2019, kicking off a process with Rothschild. After a lot of interest, the company chose Marlin due to a shared culture and vision.

With the company having secured the support of a private equity firm and a RegTech sector, SmartSearch is looking anticipating a lot of growth for the platform in 2020. Cheek said, "We will continue to innovate the SmartSearch platform in the UK and continue to capture market share. We are also expanding internationally, initially into the US in Q1 next year, quickly followed by Canada; then we have clear sight for our expansion into Europe in 2021."



-  Founded 2015  Employees: 11-50
-  Value Chain: [Onboarding, Monitoring, Detection, Process Tools & Control](#)
-  Subsectors: [Onboarding Verification \(AML/KYC/CDD\), Transaction Monitoring, Risk Management, Identification/Background checks](#)
-  Regions of operations: [Offices in Hungary, Malta. Clients globally](#)

SEON strives to help online businesses reduce the costs, time, and challenges faced due to fraud. Whether you are a global financial leader or a small eCommerce, the solution simplifies fraud management so you can focus on what matters: growing and scaling your company by increasing revenues and conversion rates. Sense Platform is an end-to-end fraud management solution that collects all the risk-relevant data points and offers a device fingerprint module as well. The system examines numerous factors, such as: Digital identity related information (email analysis, IP analysis, device fingerprint, etc.) Transactional information and User behaviour analytics. The system labels transactions into three categories based on rules: accept, decline, review. It provides the customer with tested and refined rules based on previous experiences, but there is always the option to add customized rules that fit your specific business, or add rules identified by our machine learning.



-  Founded 2014  Employees: 11-50
-  Value Chain: [Onboarding, Monitoring](#)
-  Subsectors: [Onboarding Verification \(AML/KYC/CDD\), Transaction Monitoring, Identification/Background checks, False Hit Resolution, Periodic Refresh and Remediation Projects](#)
-  Regions of operations: [United Kingdom, United States, Switzerland, Italy, Singapore and Hong Kong](#)

smartKYC automates as much of the KYC screening process as possible by using a federated search and a highly advanced multilingual semantic search engine. smartKYC takes a name (of an individual or a company) and transforms it into all possible variants and transliterations across multiple languages and cultures. It then searches for the resulting set of names across all desired sources (e.g. Google/Bing, LexisNexis/Factiva, Dow Jones, other watch lists, company registries, social media). Intelligent tools allow to calibrate the desired precision and recall across sources and to eliminate false positives and duplicates. Using semantic technology, the system scans both structured and unstructured results for red flag and assembles a comprehensive report that covers items such as political exposure, close associates, shareholders/directors, adverse media, legal issues, sources of wealth and corporate affiliations. Deloitte in Switzerland have developed a Compliance as a Service - Managed Client Onboarding & Monitoring solution using the smartKYC engine.



-  Founded 2014  Employees: 11-50
-  Value Chain: [Monitoring, Detection, Reporting](#)
-  Subsectors: [Risk Management, Reporting, Compliance Management](#)
-  Regions of operations: [United States, United Kingdom, Australia, South East Asia](#)

Starling's Augmented Risk Intelligence platform provides interactive dashboards that highlight failures in operational risk management processes, anticipate employee misconduct, and map the trust networks by which these behaviors are likely to spread, contagion-like through a firm. Armed with leading behavioral indicators, management can move from hindsight to foresight in addressing intransigent operational risk problems. Firms are also able to replace manual processes with automation to generate better results with fewer staff resources. Finally, by moving to continuous oversight vs. periodic spot-checks, banks can scale their operational risk oversight to monitor their entire operation in real time. Starling is recognized around the world as a leading RegTech solution by both banks and their regulators. The company annual Compendium (Mar 2020) has become an industry resource, detailing the status of culture and conduct regulation globally. In 2019, Starling's work with bank customers inspired the publication of a Harvard Business School case study.


 Founded 2017

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 Employees 11-50

 HQ: United Kingdom

Service coverage: Global

## Founders



**Matt Smith**  
Chief Executive Officer



**David Haines**  
Chief Operating Officer



**Matt Storey**  
Managing Director, Head of  
Client Integration & Support



**Shankar Vasudevan**  
Chief Data Officer

Value chain: **Compliance, Monitoring, Reporting, Data Management, Analytics**

Sub-sectors: **Communications Surveillance, Trade / Market Abuse Monitoring, Regulatory Reporting, Best Execution**

Regulation coverage: **MiFID II, MAR, AIFMD, GDPR, SFTR, EMIR, SM&CR**

### OFFERING

SteelEye brings together a wealth of data under one lens to enable companies to Comply Smarter™ - because when all data is in one place, firms can effectively manage multiple regulatory regimes and derive enhanced value from their information.

SteelEye is the only provider offering trade/market abuse surveillance, communications surveillance, MiFID II and EMIR reporting, record keeping, trade reconstruction and best execution through one comprehensive solution.

Beyond its extensive RegTech offering, what really sets SteelEye apart is its powerful data management capabilities which enable firms to effortlessly consolidate structured and unstructured data and leverage that data for enhanced business insight.

### PROBLEM BEING SOLVED

Following the most recent wave of regulatory implementations, it is no secret that firms have struggled with the complexity and cost of compliance, with smaller firms being hit the hardest. Regulatory requirements have not just become onerous but are growing in complexity. This has increased the pressure on the compliance function, driving up budgets and the demand for skilled staff. SteelEye was specifically designed to reduce the cost and complexity of managing multiple regulatory regimes, enabling firms to meet their regulatory obligations through a single lens and assisting with personal accountability.

Consolidating compliance processes and data under a single lens enables firms to:

- Reduce systems and vendors
- Free-up resource
- Derive business value from compliance

### TECHNOLOGY

SteelEye is an intelligent data ecosystem designed for consolidating, integrating and transforming data, regardless of volume or structure, into a single asset that immediately goes to work for your firm. All data is stored in an immutable and tamper-proof format in the cloud, delivering a virtual data warehouse that is infinitely scalable.

Elastic search allows clients to easily audit data and with the use of an integrated API clients can seamlessly transfer data between systems. SteelEye also provides advanced algorithms and AI technology that analyses data in real-time to identify trends. The use of flags and alerts then allow firms to instantly respond to any suspicious activity.

### PRODUCT DESCRIPTION

SteelEye's comprehensive RegTech suite, which consists of record keeping, transaction and EMIR reporting, trade and communications surveillance, trade reconstruction and best execution, helps firms efficiently meet their regulatory obligations through a single solution. SteelEye enables this through its intelligent data analytics platform which unifies clients' trade, order and communications data and overlays it with market/reference data and news.

Many people don't realise that the data required for obligations like record keeping is often the same data that is required for regulatory reporting or best execution. Therefore, by bringing together all regulatory data on one compliant platform, firms can meet a range of their regulatory obligations easily and cost-effectively. The use of intelligent workflows can then automate large parts of the compliance process and alerts can be used to detect unwanted trends. Firms can also search and retrieve any record with only a few clicks, meaning that if an unexpected regulatory request comes in, they are instantly prepared and readily able to produce the records as is required under MiFID II.

**The result:** Regulatory compliance achieved and operational efficiency improved, allowing firms to free up resource and focus on their core competencies. And because SteelEye is cloud-based, costs are kept to a minimum. What's more, with all data in one place, firms gain new insights into their data. SteelEye's powerful data platform allows firms to search, visualise and analyse information in real-time, providing them with unparalleled insight into their business performance.

*This document is being provided for information purposes only. It is not designed to be taken as advice or a recommendation for any specific investment or strategy decisions.*

# HYWIN WEALTH SAVES COST AND IMPROVES EFFICIENCIES WITH STEELEYE

Effortlessly meeting their transaction reporting obligations while gaining new insights into their data.

## STEELEYE SERVICES USED:



**Core Package**  
Data Ingestion & Record Keeping



**Transaction Reporting**

# Background

When MiFID II was implemented it posed a significant challenge for most financial firms. For large multi-nationals and top tier banks, this could be managed by deploying large compliance teams in-house and building out new skillsets. For smaller firms however, particularly in the buy-side, getting to grips with MiFID II was more challenging. Even after attending seminars, reading reviews and wading through documentation, many firms lacked the resources to comply with the new reporting regulation. As a result, these firms were required to creatively think about how to meet their obligations in a cost-effective and non-labour-intensive way.

## Requirements

Under MiFID II, Hywin Wealth were required to implement their responsibilities for transaction reporting. However, as a multi-custodian business, their reporting requirements were more complex than most. Hywin knew that they didn't want to build and continuously manage a reporting solution in-house, but they also didn't want to lose sight of the operation and fully outsource their reporting.

Hywin were looking for a provider that could support them with experienced staff and regulatory knowledge. They also required a platform which could easily ingest multi-custodian data and allow Hywin to report transactions through a user-friendly system.

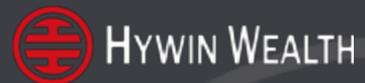
*"We wanted to find a solution that would allow us to manage the risk in-house without having to onboard and manage a whole new skillset. SteelEye was the perfect fit!"*

**STEVEN GRAVES**, Chief Operating Officer, Hywin Wealth

## Finding the right solution

When surveying the market, Hywin identified 30 potential vendors that could provide them with transaction reporting. 12 of these firms were invited in for a demonstration.

It was during this review Hywin recognised that SteelEye had the regulatory knowledge, flexibility and user-friendly system they were looking for. More importantly, SteelEye's platform could offer them a much broader solution, allowing Hywin to benefit from the additional SteelEye services, such as communications ingestion, surveillance and best execution, in addition to the initial transaction reporting requirement.



### Key information

Hywin Wealth  
[hywinwealth.co.uk](https://hywinwealth.co.uk)

Industry  
Financial Services

Regulations covered  
MiFID II

Client since  
2017

- Benefits
- Saved costs
  - Improved efficiency
  - Enhanced insight
  - One-stop shop for compliance

*"It was very apparent that SteelEye had something special and we started looking at what other benefits we could gain from their system. This is what really set SteelEye apart from the rest"*

**STEVEN GRAVES**, Chief Operating Officer, Hywin Wealth

# BENEFITS

## REGULATORY SUPPORT AND GUIDANCE

As a firm that had never reported transactions before, Hywin knew that the data mapping and ingestion would be one of the biggest challenges. With SteelEye, they received the regulatory tools, support and guidance they needed to do this successfully.

## IMPROVED SURVEILLANCE

From a trading perspective, the ability for Hywin to survey their trading and executions has made a significant difference, allowing them to analyse their performance in new ways. The monitoring tools have also enabled Hywin's team to better follow the compliance processes and understand the importance of each step.



## RESOURCE EFFICIENCIES

Being able to lean on SteelEye for regulatory knowledge meant that Hywin did not have to employ any additional resource or manage any new skillsets in-house. This has saved them both time and cost. Further, as Hywin have increased their client base and transaction volumes, they have not had to increase their headcount or upgrade any software.

## ONE-STOP SHOP

SteelEye unifies a range of compliance processes on one platform allowing Hywin to meet a range of their requirements easily.

*“Any new regulation breathes an air of uncertainty. The ability to utilise a one-stop shop for transaction reporting, surveillance, record keeping and trade reconstruction, not to mention communications ingestion, is therefore very empowering.”*

**STEVEN GRAVES**, Chief Operating Officer, Hywin Wealth

### About Hywin Wealth

Hywin Wealth is a wealth management firm with global resources in the areas of trading, custody, lending and research. Based in London, the world's most international city, Hywin's clients can benefit from a strong legal system and global outlook. London is a natural home for the Hywin family, whose resources include over 5,000 staff in 100 offices and over £12bn in assets under management globally. For more information, visit: [www.hywinwealth.co.uk](http://www.hywinwealth.co.uk)

### About SteelEye

SteelEye brings together a wealth of data under one lens to help you effortlessly meet your regulatory needs - because when all your data is in one place, you can manage multiple regulatory regimes easily and cost-effectively. And with everything under one lens, you can also gain fresh insight into your business, helping you improve efficiency and profitability. For more information, visit: [www.steel-eye.com](http://www.steel-eye.com).



-  **Founded 2016**
 **Employees: 11-50**
-  **Value Chain:** [Onboarding, Monitoring, Detection, Process Tools & Control](#)
-  **Subsectors:** [Onboarding Verification \(AML/KYC/CDD\)](#) ,[Risk Management](#) ,[Compliance Management](#)
-  **Regions of operations:** [United Kingdom, United States](#)

TAINA's focus is helping customers comply with FATCA and CRS regulations (global regulations that combat tax evasion). FATCA & CRS impose obligations on financial institutions to document, classify and appropriately report their customers. Complying with FATCA and CRS today is beset with the following problems: High error rates, lack of audit trail, changing rules - staff attrition, chasing customers for tax forms, forms completed incorrectly by customers causing chasing and client relationship breakdown. TAINA delivers cutting-edge FATCA, CRS and Chapter 3 technology solutions for financial institutions, saving them costs, reducing risks and improving client experience. TAINA's systems also offer vast potential for automating further aspects of customer lifecycle management. The fully automated platform seamlessly validates all major FATCA and CRS forms - including multi-tiered - in all formats, and calculates withholding taxes. Its flexible, optional built-in workflow enables a streamlined and auditable process. TAINA tracks Changes Reasons to Know and Changes in Circumstances to ensure continuous compliance.



-  **Founded 1999**
 **Employees: 11-50**
-  **Value Chain:** [Monitoring](#)
-  **Subsectors:** [Communications Monitoring](#)
-  **Regions of operations:** [North America, Europe, APAC](#)

TeleMessage Mobile Archiver captures and records: SMS, MMS, Voice calls and WhatsApp chats & calls of employees. TeleMessage effectively addresses mobile text and call capture and archiving for compliance, eDiscovery and regulations such as MiFID II and FINRA. Its mobile archiving solutions support corporate and BYOD phones, and consists of several methods to capture mobile communication: Enterprise Number Archiver; Android Archiver; Network Archiver; WhatsApp Archiver. All mobile messages are archived with full mobile message metadata, employee details and ready for eDiscovery. The solutions is integrated with leading archiving and compliance vendors , so you can store the messages in the same enterprise archive where you store your emails and documents: On-prem or in the Cloud. Other TeleMessage products include: Mass Messaging, Secure Enterprise Messaging.



-  **Founded 2013**
 **Employees: 51-200**
-  **Value Chain:** [Monitoring, Detection](#)
-  **Subsectors:** [Transaction Monitoring, Risk Management](#)
-  **Regions of operations:** [United Kingdom, United States, Europe, Asia](#)

The Technancial Company Limited (TTC) delivers advanced real-time risk management and trade surveillance tools to global markets. The company grew out of the parent (IT Software Spa) that has been supplying technology to traders, brokers and stock exchanges since the mid-1990s. TTC's products were and are developed using cutting edge technologies. TTC provides real time monitoring of market exposure, validation of order parameters, calculating and monitoring Initial Margin in real time, monitoring algo trading for aberrational trading (in line with MiFID RTS6 among others), compliance with limit settings, trading platform limits, user behavior changes, and many more. It also generates alerts (minus the false alerts) automatically with workflow commencement, can extract detailed data immediately, and provides real time API connections to external systems, as well as trading platforms, for kill switch & auto liquidation. Partners include Broadridge, SmartStream RDU, Options IT, EPAM, CQG, Itiviti (Ullink) and eBroker Systems. Clients include multiple Tier 1 global financial institutions, as well as multi-asset brokers and trading companies around the world.



-  Founded 2017  Employees: 11-50
-  Value Chain: [Monitoring, Detection, Process Tools & Control](#)
-  Subsectors: Communications Monitoring, Cybersecurity/ Information Security, Risk Management, Compliance Management
-  Regions of operations: North America, United Kingdom, European Union

Theta Lake uses last mile, applied AI to find compliance risks in audio, video, and collaboration chat content. Then uses those machine learning-based detections to power a visual and AI-assisted workflow to improve the efficacy, efficiency, consistency, and scale for modern compliance needs. The compliance suite provides retention, eDiscovery, monitoring, supervision, and review workflow with built-in as well as custom detection policies for all unified communications, such as audio, video, chat, text. This includes integrations with Cisco Webex, GoToMeeting, Microsoft Teams, RingCentral, Zoom, Vidyad, Vimeo, YouTube, and many more to cover regulatory, corporate compliance, data leakage, and conduct risks in spoken, shown, or shared content. In addition to providing robust reporting tools for auditors, data privacy, data redaction, in SOC 2 Type 2 environment, the suite integrates with legacy archive systems.



-  Founded 2012  Employees: 11-50
-  Value Chain: [Data Gathering, Validation, Assimilation, Transformation, Insight, Auditable Provenance](#)
-  Subsectors: Compliance Management, Risk Management
-  Regions of operations: United Kingdom, Ireland

Think Evolve Solve is a data specialist, that works with customers in the Financial Services sector to help them to engage with, understand, discuss and build opportunities from data. Using Gather 360 the CFO can quickly and easily request data from many different sources; from business functions across the organisation; from external data-providers both traditional & non-traditional; from spreadsheets and from legacy systems, specifying the format and frequency. Gather 360 sends data requests to the selected data sources, stipulating the structure & format needed, confirming that the request is understood. Gather 360 validates the data and identifies errors, sending error specifics to the data source for correction and resubmission. Once the data requests are returned, validated, consolidated and transformed, the CFO has trustworthy, high quality data ready for reporting, advanced analytics or to power Regtech tools, machine learning and AI. Gather 360 provides the infrastructure, data ops and platform for business people to request and share quality data with auditable data provenance & gathering trail.



-  Founded 2015  Employees: 11-50
-  Value Chain: [Onboarding](#)
-  Subsectors: Compliance Management, PSD2 Compliance
-  Regions of operations: Global

Token is an open banking and PSD2 compliance platform that offers a single API to access all banks – enabling money and transaction information to move as a unit instantly, securely, and at a low cost. Token's API integrates with existing infrastructure to connect banks to banks and developers to banks, providing a simple and quick way to deliver data aggregation and payment solutions, including bank direct payments and other value-added services. Token's rich developer portal and single API to access all banks provides PSPs, banks, and other TPPs the simplest way to build account-to-account payment methods and data aggregation solutions for their customers. Token.io Limited is authorised as an AISP and PISP by the FCA in the UK and has passporting rights in an additional 20 countries. Partners include Almoayed Technologies, Mastercard, Omnio and Volante Technologies. Customers include Caxton, N26, PaymentWorld, Sberbank, Tandem and ThinkMoney.

## Why Theta Lake believes AI is critical for the evolution of communications monitoring



Building a communication monitoring platform which leveraged AI and machine learning from the ground up and covered the full spectrum of voice, video, chat, and text based communication was essential in the creation of Theta Lake, as this enabled it to offer something legacy systems just could not, according to the company's co-founder Devin Redmond.

Previous iterations of monitoring technology were not built for the levels of regulation, proactive monitoring needs, and communication methods we see in the market today. Once upon a time it was okay for a company to simply capture everything, store it somewhere and forget about it until it was needed, which was very rarely. It was enough to say they had the information stored, and it could be searched manually or with keywords.

However, regulations are becoming tougher and more stringent, particularly around communications and data privacy. The interesting rub is that there are more regulations requiring more record keeping to protect consumers from being intentionally or unintentionally misled by financial institutions, and there are simultaneously more regulations to

protect the personal data collected in that record keeping. The European directives MiFID II and GDPR are great examples of the former and latter respectively that require a firm to have understandings of what they are telling customers and what personal information they are holding of those customers. In the US, FINRA's 2019 exam findings specifically states that firms must supervise and keep records of those conversations wherever they are happening including on collaboration platforms, while new data protection regulations like CCPA require firms to know and protect the data they have. Redmond said, "You see the regulatory intent on how to protect the consumer increasing in terms of more focus on suitability and best interest in conversations while they are also broadening their coverage requirement around where or how those conversations are happening. It all simply means that firms need to do a better job of proactively monitoring and proving that they are monitoring and guiding the business-related communications their employees and affiliates are having. At the same time, other regulations require them to also protect the privacy of their customers and the data exchanged in communications."

This shift and confluence of requirements has happened rather quickly, only really coming to fruition over the past few years. The technology that was previously used for monitoring communications is no longer capable of keeping up with what is now required of them. Redmond said, "They're very ill-suited for the challenges businesses have today, both in terms of how they're communicating, using methods like unified collaboration that include video sharing in the mix of all the other things, but also in terms of what they need to do, to be able to keep on top of the change in the regulatory landscape and regulatory impact."

Theta Lake was founded in 2017 by long time industry experts to help companies solve this problem, ensuring businesses not only record and supervise everything correctly, but can also remove manual labours around compliance. When coming up with the idea, Devin Redmond and fellow co-founder Rich Sutton examined existing technology in the market and realised there was a better way to build a solution if machine learning and AI were baked into the

process of analysis. He added, “if you talk to most customers, they have something which probably works okay, but they’re not exactly in love with the infrastructure they have and are feeling the pain of the modern problems.”

The Californian RegTech company leverages AI, natural language processing and deep learning technology to automatically detect regulatory compliance risks within video, text or audio files. AI and machine learning were fundamental to the creation of the company and is one of the three keyways it differentiates itself from other players, Redmond explained. Incorporating these technologies enable Theta Lake to add context by classifying the data as it is collected. Contrast to this, legacy systems where they simply store it and force a compliance professional to parse through everything in order to find potential risks, adding more time to an already time-consuming process.

AI and machine learning help businesses do smarter things with their data. For example, it can be set to automatically redact certain types personal information and inform the compliance team when a review is needed to assess risky behaviour. He said, “when you need to find the needle in a pile of needles, anything that can give the advantage to the compliance professional is important.” Not only are firms able to make the process easier through Theta Lake, but they can also keep up with the various ways of communication in the modern world, which is only increasing. E-mail, video conferencing, business messaging apps, social media and phone calls, are just a handful of communication methods used today, and each year there seems to be more added to the list each with increasing complexity and demand from users.

Drawing on their experiences within the compliance space, Redmond and the founding team at Theta Lake understood the need of easing workflows. Expanding the capabilities of review using ML and AI to help streamline workflows is another quality Theta Lake prides itself on. With an AI at the helm of review, it can walk a compliance professional through a call recording, highlighting where there are potential compliance risks and the exact time in which they happen, all while giving the compliance expert control and the ability to apply human judgement. Going even further, Theta Lake uses AI to detect visual content in videos, meaning it can inform a business if anything risky is shown on-screen including detecting text content shown via a camera.

Popularity of video as a form of communication is becoming increasingly popular for businesses, with its ability to create a more personalized connection with a customer being one of its main draws. Real-time video company Vidyo recently completed research which indicated 77% of businesses have seen higher close rate when using videos in operations.

Benefits of video conferencing or online video are paramount, but they also come with their risks. In a video the business can show files, display something in the background, write on a whiteboard and put things in the chat in real-time. While these are great dynamic ways to iterate points, they leave more opportunities for oversharing without oversight. Incorrect information could be shared, the wrong permissions could be given to participants, inappropriate gestures could be made and much more, making a video a hotbed for compliance and liability errors.

“When we look at the problem, the video collaboration is the riskiest and most complex thing that organizations are using. If you can solve that, then every other communication type is an upstream sub-component you end up solving by default. Firms have ignored it because it was hard to solve and more convenient to ignore it, but now that it is such a big and rapidly growing part of the communication mix it’s obviously unsafe to do that.”

Theta Lake aims to be the go-to partner for communication compliance, both in terms of technology and knowledge, for companies like Cisco, LogMeIn, Zoom, RingCentral, Microsoft Teams, and an ever growing list. The reason for this is quite simple, “if you’re in a market competing to build and sell a state-of-the-art collaboration tool, you’re probably not pioneering around things like compliance versus creating a platform to enable integrations with other leaders in other segments like Theta Lake’s.” To achieve this goal, it has meant the RegTech has formed dozens of partnerships with communication companies.

Compliance is not a walk in the park and there will always be challenges. When describing the creation of the platform, Redmond concluded, “I don’t think a lot of people are inspired by compliance. But for us, this is one of those intersections that we honestly care about. It may not be sexy, but it’s very required and if the ultimate premise is that this is designed to help firms better protect consumers, then that is fundamentally important.”

## MID-SIZED FINANCIAL SERVICES FIRM GAINS THE COMPETITIVE EDGE

The promise of modern unified collaboration channels is the ability to let employees communicate with each other and clients quickly, clearly, and easily over any channel and device desired.

The challenge, however, is ensuring those dynamic and increasing communications are compliant. Organizations are expected to uphold the client's best interest, while also keeping sensitive firm and client data secure.

### THE CHALLENGE

- Use a modern collaboration platform with integrated chat, sms, and voice
- Meet regulatory and operational requirements to capture, retain, and supervise all communications
- Reduce cost while scaling compliance coverage

### THE RESULT

- Successfully added new channels for employees and brokers to communicate
- Increased compliance coverage for over 15,000 new chat, text and voice communications per month
- Despite the increased number of communications, saved over 80 hours of overall review time in the first month without increasing staff

With over 300 regulated employees, this broker-dealer needed to meet increasing regulatory and corporate compliance requirements.

### ENTER THETA LAKE.

Theta Lake's direct integration with a preferred unified collaboration platform allowed the firm to both capture and retain all avenues of communication, including voice, chat, SMS, and fax. Even better, Theta Lake's Machine Learning-based detection system, ComplianceMD, provided an automated pre-filter to flag risky behavior. Theta Lake's Compliance Advisor walked reviewers through those detections in recordings and fully threaded text and chat conversations. *"The extra help in highlighting areas of interest for the compliance team, and the highly efficient review screen saved us a ton of time, and made supervision far better than we have been accustomed to,"* said Compliance Supervisor.

Theta Lake is designed for today's compliance and regulatory requirements. By integrating with leaders in unified communication (Zoom, RingCentral, Cisco, and more), supervision of collaborative platforms has never been easier.

For more information, visit [thetalake.com](https://thetalake.com)



Founded 2015

Employees: 11-50

Value Chain: [Reporting](#)

Subsectors: Reporting

Regions of operations: Australia, England, Europe, Singapore

TRAction is a provider of regulatory trade reporting solutions to financial services businesses dealing in OTC derivatives and other financial products which require transaction reporting for regimes such as EMIR, MiFIR and ASIC. TRAction acts as a third-party reporting service between regulators and financial firms by extracting information, processing data to meet the input requirements and remitting the data to regulators on a daily basis. TRAction offers a delegated reporting solution where clients are able to have one point of contact to assist them with all aspects of their trade reporting requirements while at the same time making it easier and more cost efficient - existing clients find that they save at least 40-man hours per month doing this. TRAction is also offering new services such as Best Execution Monitor which has been developed to assist clients with the best execution requirements under MiFID II. Clients include Pepperstone, IC Markets, Advanced Markets, MEX Exchange and Fair Markets.



Founded 2015

Employees: 1-10

Value Chain: [Monitoring](#), [Detection](#), [Reporting](#), [Process Tools & Control](#)

Subsectors: Transaction Monitoring, Reporting

Regions of operations: EU

Tradefora is an innovation-driven independent software provider with a core mission of making the OTC markets more transparent for all market participants. It provides transaction cost analytics (TCA) and best execution verification tools for traders, RTS 27/28 Best Execution reporting and other BestEx products for brokers and regulators. Tradefora was the first company to offer retail OTC traders free tools for real-time transaction cost analytics and execution quality metrics, which went live in 2018. In 2019 Tradefora launched four powerful products for brokers and financial institutions, which include RTS 27/28 reporting portal ([www.RTS27reporting.com](http://www.RTS27reporting.com)) ; DataGuard for market data storage, analytics and visualization; TradeGuard for historic and live order BestEx verification, and FeedGuard for real-time price feed monitoring and alerts on latency, stale pricing and outliers. Tradefora's Composite Index aggregates prices from 100+ retail brokers and major LPs to obtain ToB prices, commissions and market depth across the most popular instruments.



Founded 2011

Employees: 101-200

Value Chain: [Onboarding](#), [Monitoring](#), [Detection](#)

Subsectors: Onboarding Verification (AML/KYC/CDD), Cybersecurity/Information Security, Risk Management, Identification/Background checks, Compliance Management

Regions of operations: over 100 countries (HQ: Vancouver, British Columbia)

Trulioo is a global identity and business verification company. Providing secure access to reliable, independent, trusted data sources, Trulioo enables businesses all over the world to instantly verify individuals and business entities online. GlobalGateway, Trulioo's marketplace of identity data and services, is unimpeded by location, economic status, age or gender and plays a pivotal role in helping organizations comply with domestic and international regulations. In turn, it also helps to remove barriers and offers a digital identity to those without. With Trulioo's technology and expertise, organizations have been able to reduce the time it takes to onboard a customer from weeks to seconds. The company has clients including American Express, PayPal and Koho.



-  Founded 2013  Employees: 11-50
-  Value Chain: [Onboarding, Monitoring, Detection, Reporting](#)
-  Subsectors: Reporting, Compliance Management, Data Permissions & Privacy Management
-  Regions of operations: Trunomi is headquartered in the United Kingdom, with operations around the world.

Trunomi's patented Consent & Permissions Engine is unlike anything that exists today. Trunomi solves issues around Data Privacy, builds intelligence, trust and generates revenue - without ever seeing or storing the raw personal data. Trunomi's combination of patented TruCert™ and TruID technology generates unprecedented visibility and understanding of Customer Data, Consent & Permissions, producing actionable insights while reducing risk. The Dynamic Dashboard provides a 360-degree view of all Consent and Permissions, and produces visual insights into Permission trends and analysis. The Customer 'My Data' Portal provides greater visibility and control to customers over how their data is used. Combined, Trunomi's immutable ledger technology allows companies to prove compliance with existing and future Privacy Regulations to build trust with customers and Regulators alike - without Trunomi ever seeing or storing the raw Personal Data. Trunomi uses proprietary ledger technology to ensure at-scale performance, processing upwards of 100,000 TruCert™ records per second.



-  Founded 2018  Employees: 11-50
-  Value Chain: [Onboarding, Detection, Process Tools & Control](#)
-  Subsectors: Onboarding Verification (AML/KYC/CDD), Risk Management, Identification/Background checks, Know-your-Business
-  Regions of operations: Belgium, France, Netherlands, Europe

Vadis Technologies is a RegTech startup specialized in Data Analytics and Counterparties risk monitoring solutions. The company's risk monitoring solution is called Flair. They transform public and private data into a structured database to help clients gain insights about risks. With their unique Data-Analytics-as-a-Service approach, they harvest and enrich complex business data to offer risk scoring, "know-your-vendor" solutions and 360° third party monitoring. Vadis proven solutions have helped the European Commission since 2014 to track risk and fraud cases on their funded projects through the Arachne project. They work with data from more than 300 million companies and 200 million people worldwide.



-  Founded 2011  Employees: 11-50
-  Value Chain: [Onboarding, Monitoring, Detection, Reporting, Process Tools & Control](#)
-  Subsectors: Onboarding Verification (AML/KYC/CDD), Risk Management, Identification/Background checks, Compliance Management
-  Regions of operations: United Kingdom, United States & Europe

W2 provides a wide range of screening tools and services to help organisations to check who they are interacting with. The company enables organisations to achieve regulatory compliance by conducting KYC, AML and Fraud prevention due diligence. Including, but not limited to, Age & ID verification, PEP and Sanctions screening, Enhanced Due Diligence, device location and a wide range of professional services. W2 have access to the world's most robust data providers to ensure that its clients get intuitive, real-time access to reliable, up-to-date information. W2 provides a software enablement platform in which it aggregates data and ancillary services from a wide spectrum of domestic and international suppliers. This means that its customers can easily access a myriad of data sources and service providers including, but not limited to, PEP and adverse content, document verification services, eKYC providers, corporate information providers and enhanced investigative services, all through a single, intuitive point of access.


 Founded 2016

 London, UK

 www.waymark.tech

 mark@waymark.tech

 +44(0) 7980 225 817

 Employees 11-50

 Regions of operation: UK but with global client base

**Key Employees**

**Mark Holmes**  
Founder & CEO

**Expected revenue in 2019:**  
\$250k - \$1m

Value Chain: **Processing & Control**

Subsectors:  COMPLIANCE  
MANAGEMENT

Regulation/Legislation: **Waymark helps clients maintain awareness and understanding of ALL regulations.**
 **OFFERING**

Waymark Tech is a London based Reg-Tech and Sup-Tech firm. We develop and provide software services using advance AI and NLP for companies in highly regulated industries and advisory firms with clients facing complex regulatory demands, as well as public sector organisations involved in defining and monitoring regulations.

 **PROBLEM BEING SOLVED**

The solution systematically ingests thousands of pages of global regulatory publications in their entirety, then utilises Visual AI (machine vision) and a variety of scraping and optical character recognition (OCR) technologies to parse any document based on regional mapping and data points.

Waymark's onboarding process is resource and cost efficient; connectivity to our standardised API endpoint can be achieved within 24 hours.

 **TECHNOLOGY**

Waymark utilises Amazon Web Services (AWS) cloud architecture to establish collection, processing, search and review of regulatory data source(s) with industry-leading production speeds, risk mitigation, data security, confidentiality and accessibility standards as a minimum. Waymark deploys unique Natural Language Processing (NLP) and machine learning technology (such as semantic role labelling / textual entailment amongst other models) to tag the content.

 **PRODUCT DESCRIPTION**

Waymark's award-winning Horizon Scanning capability utilises Artificial Intelligence (AI) technology to continually monitor and analyse regulatory changes, alerting firms to new regulations, or changes to regulations, and making recommendations to ensure compliance. The Regulatory Intelligence platform brings a variety of complementary information together and analyses it, using a mixture of algorithmic techniques, with the 'human in the loop', to make required action clear through Regulatory Intelligence, providing meaningful analysis of the regulatory agenda. Output is customisable and can be tailored to the client business. Waymark can drastically reduce the time and money Compliance teams spend on regulatory monitoring, freeing up resources to focus on the value-added task of implementation. Waymark's Teamwork offers an intuitive workflow platform which can connect Regulatory Intelligence and change alerts to the relevant impacted team(s) or departments across the client business. The in-built Tracking capability can monitor, flag and remind individual colleagues to review an alert, capture their actions, monitor progress and mark the alert as completed – thereby providing a full audit trail which can be used to evidence client's regulatory compliance. Where a regulatory change drives a need for a significant Change project within the client business, Waymark can link to the client's existing change management platform via API for complete integration of services.

 **TOTAL FUNDING - \$1.5M**

Investors:    
 **TRACTION/GROWTH**

- **Clients** comprise of tier 1 & 2 UK based global banks and investment firms.
- Waymark has a collaboration agreement with a Big4 consultancy for development of the Waymark platform and sales distribution to the consultancy's client base.
- Waymark's Horizon Scanning, Regulatory Intelligence & Teamwork capabilities are built, tested and in live deployment with several clients.

-  Waymark Tech acquired the business and assets of Enforcd Ltd in 2019

- Estimated revenue in five years: \$5m - \$10m

*This document is being provided for information purposes only. It is not designed to be taken as advice or a recommendation for any specific investment or strategy decisions.*

## THE CLIENT:

Public Sector organisation, offering advice & guidance to citizens on legal and regulatory rights and obligations.

## THE PROBLEM:

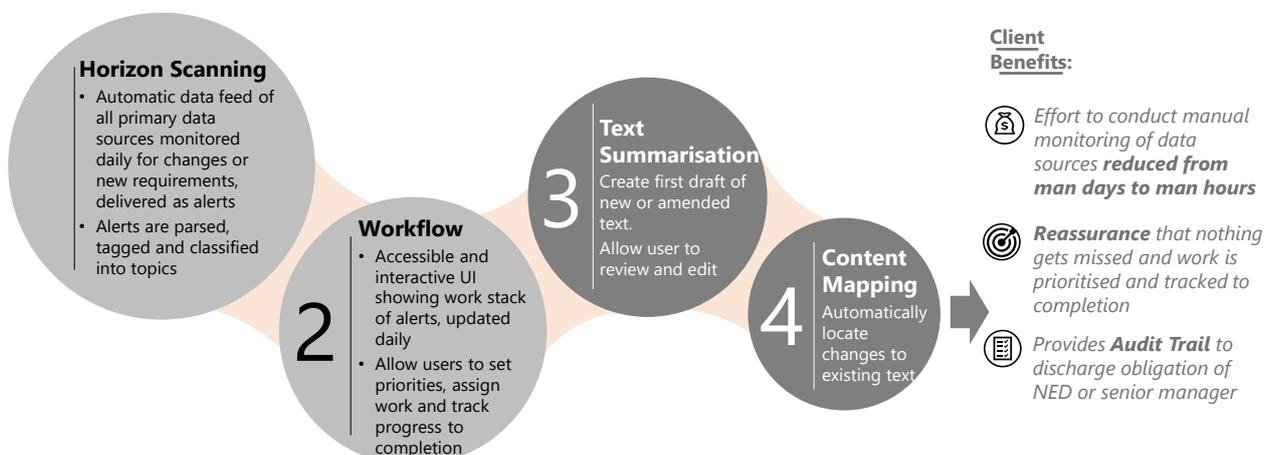
The client provides information and advice to citizens face to face in nearly 200 locations, as well as over the phone, web-chat and via a self-service website. Underpinning all advice are 3,500 pages of specific topic content with extensive cross-referencing and comprehensive search capability. Content is updated daily following a resource intensive, manual process of screening, write, edit, check and publish.

The client sought a technology solution with 2 parts: Firstly to automate horizon scanning of legislative developments and information gathering from trusted sources with a reliable audit trail. Secondly to automatically generate first drafts of new/edited content in plain English which could then be checked and modified by the Content Team before publishing.

## WAYMARK SOLUTION:

Waymark's on-demand document and data source ingestion tool established daily monitoring of the client's data sources, automatically creating alerts when new or edited content would be required. Alerts are accessible to the client via an interactive UI offering an intuitive visual representation of new work and allowing the user to prioritise, assign and track work to completion.

Using advanced natural language generation techniques the system suggests draft new or amended content which users are then able to review and edit before publishing, retaining a full audit trail. New/amended content is mapped to the existing body of advice, pinpointing to the user exactly where changes should be made, negating the time-consuming activity of searching/scanning of the existing text and ensuring no updates are missed.



# How technology can help firms keep up with the growing levels of regulation



## Waymark Tech

As the market continues to see an unprecedented influx of financial regulations, Waymark Tech founder and CEO Mark Holmes believes “the spirit of regulations are sound, just not the execution.”

Ever since the financial crash of 2008, regulators around the world have been trying their hardest to ensure nothing of that scale happens again. This has led to ever more regulations. While a financial institution may begrudge the sheer number of new rules they are being faced with, they come for everyone’s benefit.

The benefits are clear to see. Less incidents of fraud, money laundering, loss of money and so much more. But there are still some negatives to the volume entering the market. Holmes said, “it has led to an increase in internal spend, increased operational burden and confusion especially where regulations conflict with one another. We still see an increase in fines due to poor implementation or simple lack of understanding.”

Regulations are not easy. They are a complex minefield, explained through pages of descriptions, typically

plagued with technical talk. One of the biggest challenges facing firms and their compliance teams/officers is simply understanding what exactly is needed of them. Waymark aims to help compliance teams and senior professionals answer the tough question “Am I satisfied I can demonstrate that my team and I understand and comply with relevant legislative and regulatory requirements?”

The creation of Waymark in 2016 came from Holmes’ personal experiences of trying to keep up with regulatory changes and meeting the various requirements. It was not merely the rising number of regulations which caused for Waymark’s development, it was also the new powers of technology, particularly natural language processing (NLP). He realised that technology was now capable of taking over manual monitoring processes, which were no longer keeping up with developments.

By leveraging NLP, Waymark aggregates global regulatory changes, triages and analyses these to determine whether they are applicable to the client. Any relevant information will then be relayed to the appropriate teams and actions are recorded for auditing purposes.

Holmes added, “Technology like AI, specifically NLP, is helping companies manage the daily influx of regulatory change, allowing compliance officers to focus their time on the less mundane tasks of data gathering and more on the value adding parts of the job.”

With its Horizon Scanning capability, the platform can continuously monitor regulatory updates and can be customised to a client, so time and resources are not wasted. Information is broken down to be easier to understand and recommendations can be given on steps to be taken. Furthermore, its tracking tools can monitor, flag and remind teams to review alerts, capture their actions, monitor progress and acknowledge when the changes have been applied.

A company can be given peace of mind that no new changes have slipped them by. This need is becoming ever more paramount, as the fear of fines is never far away.

Failing to meet compliance is always bound to happen, but with more requirements to meet, the chances of slipping up are rising. According to Encompass Corporation, there were 20 AML penalties issued between May and August 2019, totalling \$352.5m, with banks being the prime offender. Last year, the same period only witnessed four fines issued; however, they were heftier in price, as they cost the wrongdoers a combined \$707m.

Naturally, financial services are up against the most regulations and the number of fines being placed on firms shows they are clearly having difficulty keeping up. Earlier in the month, US bank Wells Fargo was fined \$14m for failing to meet conduct standards, while Swiss multinational bank UBS was hit with a \$51m penalty from Hong Kong's securities regulator and \$11m from the Monetary Authority of Singapore for breaches in securities standards.

Regulations are never going to stop, and every country is going to implement their own versions which will continue to evolve over time. If a company is adamant about monitoring regulations manually, it's going to be a very expensive endeavour. Holmes said, "Regulatory change is not abating. As a firm looks to grow and expands its product set or geographical scope, so they will be exposed to further regulation. Technology can assist with these tasks and give comfort that nothing gets missed. It allows a firm to achieve more as the technology ultimately enhances their existing teams without having to blow budgets on hiring."

The need of technology to help with regulation is clearly being noticed. Between 2014 and 2018 a total of \$9.5bn has been invested globally into RegTech, of which, nearly half was invested in 2018 alone. RegTech appetite is still rising. Within just the first three quarters of 2019, more than \$6bn has been deployed to the sector after 223 companies close funding rounds. There are still a lot of regulatory challenges waiting for RegTech to solve and as more legislation is released it will likely pose new issues ready for solutions.

Holmes added, "I think the RegTech sector has been a bit slower to grow as it takes time for people to trust compliance to technology. I think therefore it has taken slightly longer for people to come through the 'proof of concept' phase and start getting traction with clients. This is now happening and so investors are feeling more comfortable to start backing firms in this sector showing that traction."

Waymark itself has been at the receiving end of the fountain of funding entering the space. Earlier in the year, the RegTech secured grant funding via the Small Business Research Initiative (SBRI) for two projects, one with BEIS and the other with Citizens Advice Scotland (CAS). For CAS, the problem they faced was to improve its advice-giving service, through a solution which extended its existing capabilities to systematically collate information from thousands of sources. Layering this with its NLP solution, CAS can now automatically scan and create the first drafts of advice it publishes.

This new service enables CAS to free up members of its team from manual analysis to focus on more value-add tasks, helping to scale up its advisory capabilities.

When faced with the opportunity of helping both BEIS and also CAS, Waymark was not focusing on the potential grant, but how it could help a real business improve workflows. Holmes added, "in the first instance, it was more to do with the actual problem we were being asked to solve, rather than the funding element. The BEIS opportunity, for example, which allowed us to work with the policy teams to help them write smarter regulation and thereby potentially limiting the downstream issues we face today was too great to miss. If you can cure the disease rather than treat the symptoms, then that is a great reason."

Waymark not only seeks out capital investment but is also keen on forming partnerships and making acquisitions. It recently closed an acquisition of a fellow unnamed RegTech firm, which it is currently working on integrating the services in order to broaden its suite of products. As the new year draws nearer, the London-based RegTech is keen to further its growth. He concluded, "We are keen to continue to expand our partnerships and focus on our Government work."



 Founded 2011

 Employees: 11-50

 Value Chain: [Onboarding](#), [Monitoring](#), [Detection](#), [Reporting](#), [Process Tools & Control](#)

 Subsectors: [Onboarding Verification \(AML/KYC/CDD\)](#), [Risk Management](#), [Reporting](#), [Identification/Background checks](#), [Compliance Management](#)

 Regions of operations: [Worldwide](#), with a special focus on [Europe](#), the [English-speaking world](#) and [CIS countries](#).

Web Shield offers real-time onboarding and risk-based monitoring solutions. As the trusted partner of international players in the field of merchant acquiring and payment processing, it assists clients by enabling exceptionally fast onboarding and compliance in an increasingly complex regulatory landscape. The modular design of Web Shield's high-end SaaS solutions can be adapted to an organisation's individual risk appetite and compliance requirements. Web Shield is an official Mastercard Merchant Monitoring Service Provider, which means that Principal Members can expect assessment mitigation when they use and register the solutions. InvestiGate, is a solution that gathers all risk intelligence in one place, without needing manual input for every single step. Using real-time onboarding will allow companies to stay compliant, while giving the organisation an edge over the competition. Web Shield's Monitor is built on more than eight years of monitoring experience for acquiring banks and payment processors. The solution has been refined to perfectly match credit card scheme requirements. This means automated monitoring that keeps your portfolio safe and your business profitable.



 Founded 2014

 Employees: 201-500

 Value Chain: [Onboarding](#), [Monitoring](#), [Detection](#), [Reporting](#), [Process Tools & Control](#)

 Subsectors: [Onboarding Verification \(AML/KYC/CDD\)](#), [Cybersecurity/Information Security](#), [Identification/Background checks](#), [Biometric Authentication](#)

 Regions of operations: [United Kingdom](#), [United States](#), [Canada](#), [India](#), [Australia](#), [New Zealand](#)

Yoti is an advanced digital identity platform that employs facial biometric technology, supported by anti-spoofing, anti-impersonation algorithms and human oversight, to determine that a person is real and verify their identity. Yoti support regulated financial services firms to comply with AML regulations when onboarding retail customers via digital channels. Yoti offers two solutions to perform electronic ID&V. One of them is a B2C solution. This is a reusable digital ID which utilises the Yoti app. The app can be used for identity verification as well as for authentication of returning customers. Yoti also have a B2B product, which allows our technology to be directly embedded within your flows. Yoti offers robust multi-factor authentication that is in line with PSD2 Strong Customer Authentication requirements. Yoti is Secured by Design, a B Corp, and ISO 27001 and ISAE 3000 (SOC2) certified.

## ABOUT US

This summary was produced by RegTech Analyst.

The RegTech Analyst platform offers business intelligence on the RegTech, risk management tech and cybersecurity sectors. RegTech Analyst is the pre-eminent provider of data, research and analysis on the global RegTech market. We cover every trend, every investment and profile every company that provides a technology solution for compliance, risk management or cybersecurity. We deliver essential intelligence for mission-critical business decisions.

For more information, please visit:

[www.RegTechAnalyst.com](http://www.RegTechAnalyst.com)



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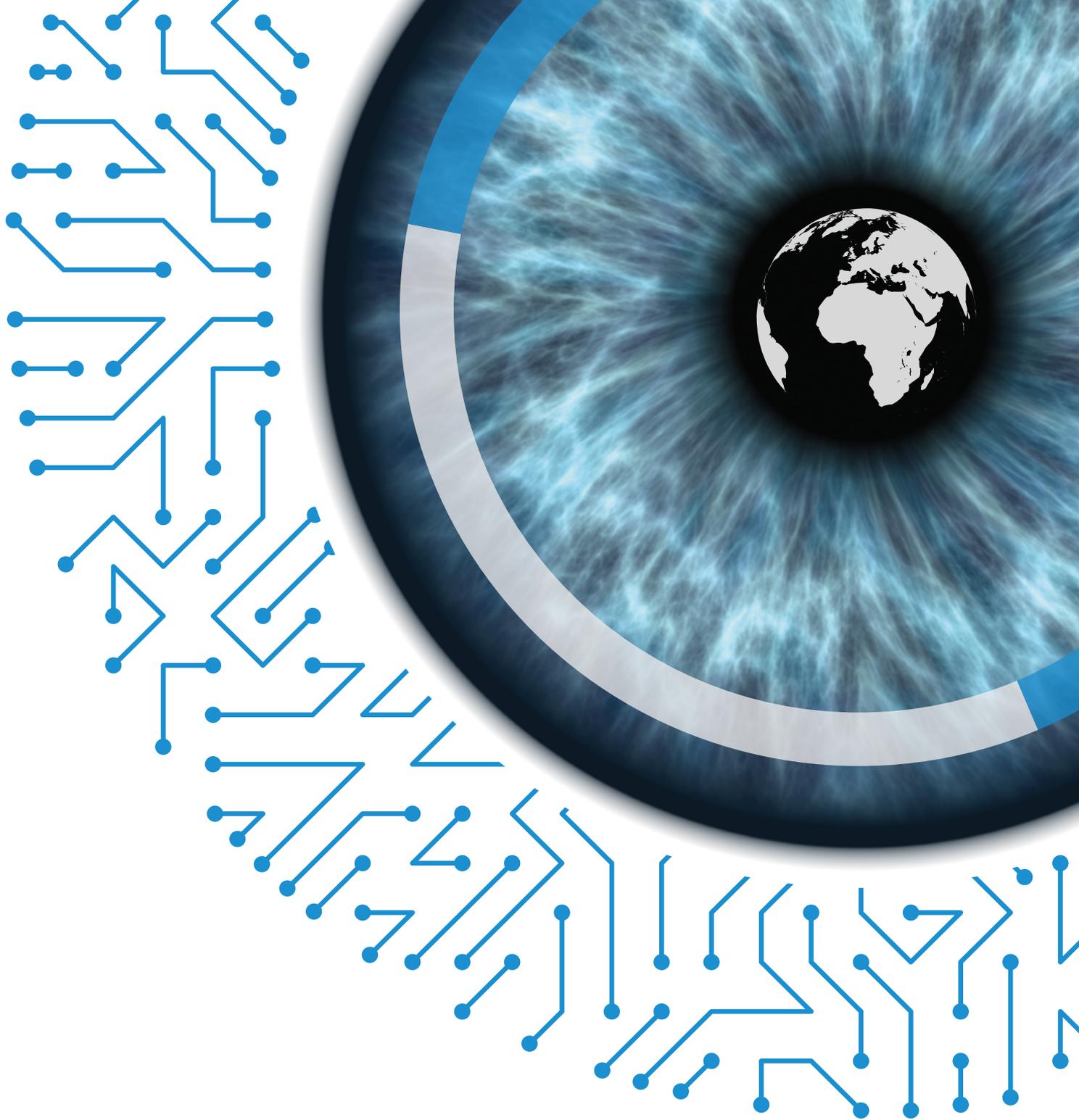
We work with market leaders in the FinTech industry – investors, advisors, innovative companies and financial institutions – and enable them to get the essential intelligence they need to make superior business decisions.

We are also founding members of the International RegTech Association and we are keen to support and promote the sector.

For more information, please visit:

[www.FinTech.Global](http://www.FinTech.Global)





 **REGTECH100**