

FS^{tech} awards 2016

WINNERS BROCHURE

17 MARCH 2016

London Marriott Hotel

Grosvenor Square



Sponsored by



HITACHI
Inspire the Next

nFOCUS
Testing



Tagetik

In association with

Bandwidth
Cards & Payments Recruitment Experts

BCS The Chartered Institute for IT
BCS Financial Services Specialist Group

CHURCH
WHITE & CARTER
ULTRA-NATURAL PARTNERSHIP

ISSA UK
Information Systems Security Association

NOA
NATIONAL OIL & GAS ASSOCIATION

Celebrating FinTech



Michelle Stevens
Editor, FStech

It has certainly been another dynamic 12 months in financial sector technology. It was a period which saw a significant jump in the customer use of digital banking channels and payment apps, the deployment of advanced back-end systems by many financial institutions, a huge wave of FinTech investment and the emergence of digital-only challenger banks.

More established financial companies have also been setting up innovation labs, introducing new digital features for customers, and continuing platform upgrades, with research indicating that nine out of 10 banks are now running at least one application in the cloud.

It was predicted that globally, one billion mobile phone owners used their device for banking purposes in 2015 – a year that also saw the launch of Apple Pay, Samsung Pay and Android Pay.

And of course, there was everyone's new favourite technology, blockchain. Banks and exchanges have recently started to run proof of concepts, and

even joined together in consortiums to collaborate on use cases, research and the engineering of enterprise-scale shared ledger technology.

The FStech Awards continue to reflect the innovation and collaboration which are now very much top of the financial industry's agenda. Congratulations to all of this year's shortlisted companies and thank you to our judges (see page 8), who rose to the challenge of selecting winners from another outstanding field of entries.

In this review you will find a round-up of all the 2016 category winners, plus highlights of the winning entries from Bank of Ireland, Delphix & Fidelity International, SmartStream, Global Payments, Bravura Solutions, Sammedia and Earthport.

Finally, thank you also to everyone who continues to support the event and make the FStech Awards such a success, including this year's sponsors: BT, Hitachi, nFocus Testing, Pegasystems, RFA and Tagetik.

Overall Winner:
Nutmeg



And the winners are...

Nutmeg, Saxo Bank, RBS, Nationwide, Bank of Ireland, Oakam, Zopa and Metro Bank were among the companies taking home a coveted trophy at the 2016 FStech Awards in March

Now in their sixteenth year, the FStech Awards continue to build on their success, and the gongs for 2016 were presented in front of a sell-out crowd at the London Marriott Hotel this March.

The evening began with a buzzing champagne reception, followed by a welcome speech in the ballroom delivered by FStech's Editor, Michelle Stevens.

"It has been another fast-paced 12 months in the financial technology sector," Stevens noted. "As customers continue to embrace mobile banking, digital payments and wearable devices, so the finance sector continues to innovate, roll out digital services and explore new technologies."

The awards were then hosted by comedian Mark Watson, who delighted the crowd with a stand-up set before handing out the trophies to the night's winning companies...

Best Use of Social Media

The first award of the night was collected by Pingit (powered by Barclays), for a payments initiative which has successfully been using social media platforms to provide an engaging customer experience.



Best Use of Social Media

Best Use of IT in Retail Banking & Insurance

Bank of Ireland walked away with this category win, awarded for its 'Rome' project. This has seen the bank create a new paperless system that changes the way in which mortgages are processed, resulting in improved customer experience, reduced processing time and handling costs, and increased application-to-offer speed.

Best Use of IT in Wholesale & Investment Banking

This year's winning entry set out clear time saving benefits while solving a complex, large data sets issue. It saw Delphix implement its Data as

a Service solution at Fidelity International, driving impressive time savings, reducing data bottlenecks and improving the agility of internal processes.



Best Use of IT in Wholesale & Investment Banking

Best Trading System

Saxo Bank scooped this year's accolade for its new trading platform, SaxoTraderGo, launched in 2015. The judges gave the nod to the bank's innovative approach, which is future proofing their technology by moving away from legacy systems to a fast, user friendly and intuitive platform.



Best Use of IT in Retail Banking & Insurance



Best Trading System



Best Use of Technology in Customer Service



Data Management Project of the Year



Best Use of Mobile

Best Use of Technology in Customer Service

The panel was impressed by an entry that showed a positive transformational impact on end users. For being one of the first to leverage Apple's third-party API for TouchID, and for bringing new levels of convenience and security to the latest release of their app, the winners were RBS/NatWest, Vizolution and SapientNitro.

Data Management Project of the Year

This award went to SmartStream for its RDU service launched in collaboration with Goldman Sachs, JPMorgan Chase and Morgan Stanley, to help mutualise common market processes for the whole sector. Effectively reducing costs, the project has also minimised the number of bad data breaks in trades.

Best Use of Mobile

Bank of America took home the trophy in this category for the continued expansion of its mobile banking capabilities for customers, including features such as Bank by Appointment and Click-to-Dial. By developing a seamless transition between banking channels, customers can now authenticate in one channel and then access what they need in another.

Digital Launch of the Year

In August 2015, UK lender Oakam launched its first mobile app specifically designed to serve the needs

of under-banked customers. Giving borrowers more control over their loans, and letting them track their payments and remaining balance, the app was downloaded by 30 per cent of active customers in the first three months.

Anti-fraud/Security Strategy of the Year

RBS and SapientNitro were also victorious in this category for their work on incorporating Apple's third-party API for TouchID into a banking app, and providing a secure login without the need for customers to memorise traditional passwords.

Compliance Project of the Year

For producing a simple solution that articulates savings whilst minimising compliance risks, the winners were Credit Suisse and Cognizant Technology Solutions. Their CASS Industrialization Programme sought to combine innovation and quality standards to ensure a robust delivery to end users, despite the challenges and complexity of the business requirement.

Systems Integration Project of the Year

In a closely fought category, Travel Welfare picked up a high commendation. But the win went to Nationwide for a customer-centric initiative which transformed how customers apply for many of the



Digital Launch of the Year



Anti-fraud/Security Strategy of the Year



Compliance Project of the Year



Systems Integration Project of the Year



Infrastructure Solution of the Year



Outsourcing Partnership of the Year

building society's products. The organisation's Digital Originations Transformation initiative has delivered a greatly enhanced customer experience alongside multiple business benefits, by integrating a modern user interface with multiple heritage point of sale systems to meet customer needs.

Infrastructure Solution of the Year

Two years ago, Saxo Bank surveyed the prime broking landscape and set about creating and implementing a different model looking at risk on a pre-trade basis. The result was the introduction of key pre-trade credit risk control applications which make it possible to reduce the risk of over allocation of credit. This approach won Saxo Bank its second award of the evening.

Outsourcing Partnership of the Year

For becoming the first non-bank to introduce real-time banking services through the UK Post Office, the winner of this category was Advanced Payment Solutions. The company has overcome many industry challenges to successfully roll out Cashplus, which offers an online banking service coupled with a branch-style capability via banking facilities at 11,500 Post Office branches.

Payments Innovation of the Year

The judges gave the nod to a company who had

identified a significant customer problem and provided an innovative solution. Global Payments was victorious for creating a simple process for the traveller that automatically identifies non-domestic cards and gives cardholders the option to pay in their home currency, with a receipt showing the exchange rate.

Financial Sector Innovation of the Year

Online investment platform Nutmeg walked away with this coveted award for its personal pension offering. Feedback from potential customers showed that many were frustrated with their existing pension arrangements, and tired of hidden charges and a lack of transparency. Nutmeg set about creating an easily accessible, online service that customers could check any time, with clear up-front fees.

IT Team of the Year

ClearScore's IT team started developing a new UK credit scoring service in January 2015, delivering a fully functioning consumer-ready site in six weeks, and an FCA approved, responsive web application after a further five-month build. This win recognises the IT team's technological abilities and collaborative efforts across the wider business, which resulted in an online service that has already attracted over 450,000 users since its full consumer launch last July.



Payments Innovation of the Year



Financial Sector Innovation of the Year



IT Team of the Year



Cloud Computing Innovation of the Year



Risk Management Software of the Year



Most Innovative Product of the Year

Cloud Computing Innovation of the Year

In 2015, Leeds Building Society migrated its core banking functionality into the cloud, in what was the first example of core banking functionality in a virtual private cloud in the UK. The project's success was boosted by an excellent relationship between the society and its provider, HP. The judges were won over by this strong entry from Leeds Building Society, in what could mark the start of a dramatic shift in the use of cloud in the FS sector.

Risk Management Software of the Year

Another excellent field of entries saw a high commendation awarded to SafeCharge. But it was CrowdControlHQ who was victorious in Risk Management Software of the Year. The firm helps to defend the reputation of financial service-based brands within the dynamic social media environment. Where a message can spread and become viral in seconds, its online software provides a set of features to help FS organisations not only comply with the new FCA social media guidelines, but drive their engagement with cutting-edge listening, engagement and management tools.

Most Innovative Product of the Year

The winner in the category applies advanced behavioural analytics to user activities in financial services organisations, to proactively surface threats

to software-based IP. Perforce Software received the prize for its Helix Threat Detection system, which uses probabilistic algorithms to assess the risk level for each threat event, bringing sharp contrast to the most critical threats.

Technology Provider of the Year

Bravura Solutions scooped this award for its new wealth management and life assurance administration software, Sonata. Already successfully deployed at Genpact – where it has dramatically reduced processing time – the judges were impressed by the complex yet user friendly solution this technology provider had created.

Online Technology Provider of the Year

Credorax set a goal for 2015, to evolve into an acquiring bank that could enable any merchant to profit from untapped consumer and business e-commerce geographical markets. Through its 'divide and conquer' approach, Credorax said it had solved regulatory, cultural and technological obstacles to become the first truly global merchant acquiring bank – and the judges agreed.

Most Disruptive Financial Sector Technology

Sammedia collected this award for its moneyinfo platform, which allows all of a client's financial documentation to be stored on one, virtual place,



Technology Provider of the Year



Online Technology Provider of the Year



Most Disruptive Financial Sector Technology



FinTech Startup of the Year



FinTech Deal of the Year



Editor's Choice Award

accessible 24/7 through any device. The system also enables financial advisers and wealth managers to use aggregated data from multiple sources, and connect to a wider client audience.

FinTech Startup of the Year

With such a booming FinTech scene in the UK there was another strong showing in the FinTech startup category. But this year the spoils went to Azimo, a digital money transfer business aiming to disrupt the traditional money transfer industry and change the way people send money home from abroad. Its online platform enables customers to transfer money from Europe and the UK to over 190 countries, and it is already boasting half a million users. The judges felt that this nascent company had already made a huge impact in the remittance business.

FinTech Deal of the Year

Another hotly contested category saw LV= awarded a high commendation. But Zopa and Metro Bank won out for their landmark deal, which created a unique tie-up between the UK's first peer-to-peer lender and the High Street challenger bank. It is the first partnership in the UK to see a retail bank lend depositors' funds via a peer-to-peer platform. The judges described the deal as "genius" and an innovative and effective way for both parties to combine their operations in a consumer offering.

Editor's Choice Award

Orbis Access was picked out for the Editor's Choice Award for a platform which aims to democratise investing by making it easy for everyone to invest over the long term. The company provides both novice and experienced investors with access to a focused selection of funds through a simple to use website, while offering a guarantee that users only pay a fee when outperforming the market.

Barry Holland Memorial Award for Outstanding Individual Achievement

Commemorating the late FStech Awards judge Barry Holland, this award recognises the outstanding contribution of an individual to the financial services industry. This year's winner was Hank Uberoi, the CEO of Earthport, for his vision to up-end global cross-border payments. He has created an alternative model aiming to support businesses and financial institutions make faster, cheaper, more predictable and more transparent payments.

Overall Winner

Nutmeg, the recipient of the Financial Sector Innovation of the Year award, was crowned the overall winner at 2016's FStech Awards, for launching an impressive new product, delivering a great PR campaign around it and displaying a customer-centric ethos.



Barry Holland Memorial Award for Outstanding Individual Achievement



Overall Winner

Judges



Tom Blomfield
CEO and Co-founder
Mondo



Chris Briggs
Head of Digital Change
Nationwide



Simon Burrows
Director
PwC



James Goldhill
Head of Financial Services
Transform



Richard Norris
Head of IT & Business Change
Reliance Mutual Insurance



Aksana Pekun
Head of Culture & Capability
Chief Data Office, Deutsche Bank



Nick Rosser
Head of Information Technology
Saunderson House



Scott Thompson
Chair of the Judges
FStech Awards

With thanks to our sponsors

Sponsored by



In association with



The payment industry's best kept secret's been recognised

Introducing APS Financial (previously known as Advanced Payment Solutions), 2016's winner of Outsourcing Partnership of the year.

As well as becoming the UK's first non-bank to offer real-time banking services via the Post Office network, we've been quietly growing our customer base to become one of the UK's leading payment providers. Just ask our customers:

- ✓ Over 50,000 SMEs
- ✓ 40 local councils
- ✓ 850,000 UK consumers

Offering multi-currency cards, payments and transfers and a full suite of lending products, our current accounts provide a great alternative to traditional bank accounts.

No wonder over 90% of our consumers consistently say they'd recommend us to friends and family.

For more information go to: www.apsfinancial.co.uk
and www.mycashplus.co.uk



Best Use of IT in Retail Banking & Insurance

Bank of Ireland

Bank of Ireland  **UK**

Mortgages are a key focus for Bank of Ireland UK (BoI UK). Its goal was to reduce costs at the same time as improving efficiency and delivering a better user experience.

BoI UK researched the customer experience and identified the needs for each and every different user of the system, including back office roles. These findings were the foundation for a new system that would transform the way in which mortgages are processed. A unique, single system was created to support different brands, distribution channels and products with unique tailored journeys. This would avoid repeated tasks and delay.

Using the project name 'Rome' (after "all roads lead to Rome"), BoI UK designed a platform where multiple stakeholders such as underwriters, intermediaries and administrators are able to view the same application on the same system. It also

features a secure real-time, two-way messaging service for interaction with the intermediary/enquiry desk/underwriter.

The project set clear measures for success, and results have been dramatic: all services are integrated for areas such as credit scoring, money laundering checks, online payments and valuation instructions. The efficiencies created by the system have meant that application keying time is now as little as 15 minutes; half what it was with instant decisions given in 75 per cent of cases.

On the customer experience side, communication has been improved with instant messaging significantly reducing call volumes and processing time, resulting in time savings with a 30 per cent increase in application-to-offer speed.

The paperless system has also reduced the amount of post, reducing the cost of managing and handling by 90 per cent, increasing security and reducing the environmental impact of servicing clients.

The platform will enable BoI UK to handle significantly higher business volumes, improve service to the customer and broker and facilitate improved functionality in the future.



Built for Brokers

Bank of Ireland  UK
for Intermediaries



Thank you

Proud winner of the FStech **'Best Use of IT in Retail Banking and Insurance'**

FStech
awards 2016
W I N N E R

Our new mortgage application platform has been recognised for its ease of use and focus on user experience.

And we're not standing still.

Our new system will continue to adapt to the changing ways of doing business to make things faster and easier for brokers.

Brokers can now benefit from:



Instant decisions



Document upload



Case messaging



Linking case administrators

bankofireland4intermediaries.co.uk

Bank of Ireland UK is a trading name of Bank of Ireland (UK) plc which is authorised by the Prudential Regulation Authority and regulated by the Financial Conduct Authority and the Prudential Regulation Authority. Registered in England & Wales (No. 7022885), Bow Bells House, 1 Bread Street, London, EC4M 9BE.

Best Use of IT in Wholesale & Investment Banking: Delphix & Fidelity International



The judges awarded Delphix and Fidelity International the win in this category for the highly successful implementation of a solution that delivered clear time saving benefits for complex large data set issues.

Fidelity International requires data on demand in order to compete in the financial world. However, in order to access the data it must avoid compromises and balance speed, agility and quality of data whilst maintaining protection.

The company, one of the UK's largest investment fund managers, decided that in order to meet this challenging need it would implement Delphix software, with a view to enabling accelerated investment decision-making processes through a simplified, self-service data provisioning.

At the heart of the solution, the Delphix platform virtualises production data and automates its delivery so that it can be provided as a service to

various teams. Aimed at raising productivity and lowering costs, the platform's self service capability improves analytics while also allowing developers to parallel work and refresh, roll back, change and share data without time-consuming IT support.

In the end the project took Fidelity only three months to implement, and the results have been so impressive that Fidelity expects to roll out the platform to support other projects across the organisation, including its retail business and 11 additional investment management applications.

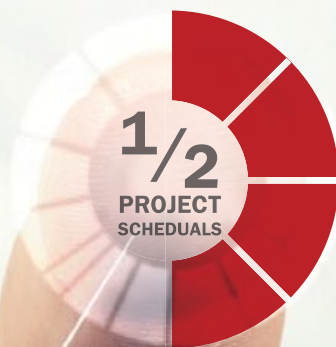
"Using Delphix software, Fidelity International has been able to eliminate days of downtime and provide the agile service business users need to deliver on client objectives. With significant productivity gains and reduced storage costs, we were so impressed by the quality of the offering that we intend to roll the platform out further," explained Chay Thornhill, Databases Manager at Fidelity International.

For creating an effective and fast solution to a difficult legacy situation, the judges decided to give Delphix and Fidelity International the Best Use of IT in Wholesale & Investment Banking



prize this year, for both a product and an implementation that has been so successful.

Iain Chidgey, Vice President of International Sales at Delphix, added: "We are thrilled for Fidelity International to win this great industry accolade, which highlights how Delphix software can bring substantial business benefits to organizations in the financial sector and beyond."



DATA WITHOUT DELAYS

Data on demand for development, testing, reporting & compliance

- Complete & current data in minutes
- Integrated data masking
- Instant refresh, reset & rewind

Complete projects in 1/2 the time - mask all sensitive data - use 90% less storage

delphix.com



Best Use of IT in Wholesale & Investment Banking

©2014 Delphix Corp. All rights reserved. The Delphix logo and design are registered trademarks of Delphix Corp. in the United States and/or other jurisdictions. All other marks and names mentioned herein may be trademarks of their respective companies.

DELPHIX

Data Management Project of the Year: SmartStream



Data drives all modern actions, but it can be a difficult animal to tame. Timing, quality and security are all variable, and in the case of financial organisations, can lead to missed opportunities or failures. Attempting to correct these issues is costly, and often financial organisations end up having to develop in-house processing at high cost.

If there was a solution that could provide solid, reliable and fast data across the whole sector, the potential for both better trading and cost savings would be significant. London-based SmartStream identified this opportunity, and over several years built a raft of supporters and partners to create a solution for the middle and back office functions of the financial services industry. The SmartStream Reference Data Utility (RDU) launched in 2015 in collaboration with Goldman Sachs, JPMorgan Chase and Morgan Stanley, to help mutualise common market processes for the whole sector.

As intended, RDU has helped reduce costs, but the greatest savings have been in reducing the number of bad data breaks in trades – it is estimated that 30-40 per cent of trades previously broke because of a reference data mismatch.

The FStech Awards judges felt that SmartStream had created a system that collated data in a simple way and minimised operational risk. They were impressed with the solution, the work that went into achieving it, and the accolades that the system had won from its users in the financial sector:

“An innovative product that combines emerging technology with a common utility model. We believe this solution presents great value for our organisation and the broader industry.” *Julie Harris, Managing Director and Head of Operations Data Quality Management at Goldman Sachs.*

“This utility will greatly improve the quality, timeliness and consistency of reference data used across our firm to better serve our clients.” *James Trait, Managing Director at JPMorgan Chase.*

“With the growing challenges around regulation, risk management and product diversity, working together to ensure high-quality reference data is in everyone’s best interest.” *Eric Suss, Managing Director and Head of Institutional Reference Data at Morgan Stanley.*

Philippe Chambadal, SmartStream’s CEO, said: “We’re very proud to have received this award, the RDU has been five years in the making and this collaboration represents a unique opportunity for banks to overhaul their business models. By embracing utilities they will prosper in the post-financial crisis world and the more institutions that join the utility, the greater the benefits are for all.”



RDU

The SmartStream Reference Data Utility

smartstreamrdu.com

Simplifying Reference Data. Together.

FS*tech*
awards 2016
W I N N E R

Established as an industry utility based on the principle of market commonality, collaboration and contribution, the SmartStream Reference Data Utility (RDU) delivers a cost efficient approach to realize the truth of the data contained within the industry with guaranteed results.

Managing data holistically across legal entity, instrument and corporate action data, this shared service model promotes fixes to data processing across the instrument lifecycle and the events that originate and change data.

Join the revolution, contact us today: info@smartstreamrdu.com



Payments Innovation of the Year: Global Payments



Payments Innovation of the Year was another closely fought category at the 2016 FStech Awards, and the judges gave the nod to a company who had identified a significant customer problem and provided an innovative solution. In this case the problem was how to help retailers benefit from thriving UK tourism, and the winning company was Global Payments, for the development of its HomeCurrencyPay product.

Tourism and business travel is rapidly growing with almost 35 million visitors journeying to the UK in 2014, according to Visit Britain. The ability to be able to offer travellers payment in their own home currency is a major benefit, but it brings with it significant challenges to the payment industry – from conversion to identification.

Global Payments now operates in nearly 40 countries, but it has managed to maintain a core

belief in innovation, putting it at the heart of its products. The judges were therefore impressed with its creation of a simple process for the traveller that automatically identifies non-domestic cards and gives cardholders the option to pay in their home currency – with a receipt showing the exchange rate. (This latter feature also being a benefit to filling out expense forms!) Retailers are paid in their own currency too, and receive a commission.

The Global Payments Dynamic Currency Conversion (DCC) product, HomeCurrencyPay, accepts 32 different currencies, with conversion rates updated regularly and based on the Reuters wholesale rate, which is globally recognised in the financial market.

Of course, whilst most obviously of benefit to travellers, HomeCurrencyPay also has huge potential for e-commerce, where online shopping can be given a truly global reach. As a complete and innovative system, as one of the first platforms of its kind, and for its potential uses, the judges felt that this entry was a deserved winner of this year's Payments Innovation award.

Pete Bettles, Director of UK Product and European Card Schemes at Global Payments, commented:

“We are delighted to win Payments Innovation of the Year at this year's FStech Awards. We have developed a simple but effective technology solution with HomeCurrencyPay, which gives merchants a competitive edge when serving international tourists, in-store and online. Customers value being able to pay in their home currency, which ultimately leads to increased revenue for participating businesses.”





GLOBAL PAYMENTS; ONE OF THE LARGEST CARD PAYMENT PROCESSORS IN THE WORLD

With more than 40 years experience, Global Payments work with businesses ranging from owner-managed to multinationals.



HELPING YOU



Accept Cards Through:

Online, mail order, telephone or face to face



Be Flexible In Taking Payments With:

Portable, static and mobile terminals



Attract Overseas Customers By:

Offering payment in home currencies with the opportunity to reclaim VAT



Visit Our Website At:

www.globalpaymentsinc.co.uk

To Find Out More Please Call Us
Today On **0800 731 8921***

SERVICE. DRIVEN. COMMERCE

*Lines are open Monday to Friday, 9am - 5pm, excluding public holidays. Calls may be recorded. We also provide a Textphone service on 0345 602 4818.

Global Payments is HSBC's preferred supplier for card processing in the UK.

Global Payments is a trading name of GPUK LLP. GPUK LLP is authorised by the Financial Conduct Authority under the Payment Services Regulations 2009 (504290) for the provision of payment services.

GPUK LLP is a limited liability partnership registered in England number OC337146. Registered Office: 51 De Montfort Street, Leicester, LE1 7BB. The members are Global Payments U.K. Limited and Global Payments U.K. 2 Limited. Service of any documents relating to the business will be effective if served at the Registered Office.

Issued by Global Payments, 51 De Montfort Street, Leicester, LE1 7BB.

GP397

Technology Provider of the Year: Bravura Solutions



The winner in this strongly contested category was a company the judges felt had created a single, complex, yet user-friendly solution to continually improve the wider services they provide. That company was Bravura Solutions – a firm that offers professional services and wealth management applications software in 15 offices across nine countries.

With over a decade of experience, Bravura could see that existing solutions would not be fit for purpose in the future, and that a major innovation was required to meet the challenges of the next decade. As a result, the company developed new administration software called Sonata to handle wealth management and life assurance administration. Fit for the twenty-first century, it is web-enabled, highly configurable, and allows users to deliver an end-to-end service on a single platform.

The complex nature of the system requirements,

including client on-boarding, trading, regulatory reporting and client communications, means that a ground-up approach to building efficiency was essential. With efficiency as its driver, Sonata can retain a sophisticated structure, yet be configured quickly without the need for software changes, and can deliver a consistent and friendly user experience.


In a real world example, Genpact, a company that implemented Sonata within the last year, needed the ability to scale quickly while maintaining robust operational performance. Together with a dramatic reduction in processing time for large jobs (up to 60 times faster) and a significant reduction in administrative overheads, Genpact's processing capability has grown in line with client numbers – which are up by over 40 per cent – and the expectation is that it will treble transactions over the next five years.

In a competitive and changing market, Bravura Solutions has created a new approach to wealth management tools that is fast, user-friendly, provides accurate metrics and transaction tracking, has robust risk management tools and is supported by continuous regulatory compliance. The fact that it has also been field-tested by Genpact provided the final evidence that made this entry a winner.

"We're delighted the judges have recognised

Bravura's commitment to help our clients grow their businesses and thrive in a competitive market, through Sonata's next generation technology and operational efficiencies," said Tony Klim, Group CEO of Bravura Solutions. "We're especially proud that our clients recognise not just the value of Bravura's technology solutions, but also the value a partnership with Bravura brings to their business at a strategic level."





In a complex, ever changing world, are you keeping pace with client expectations and the need to cost effectively and **rapidly innovate?**

Bravura Solutions enables financial services businesses to deliver operational and cost efficiencies, launch new products to market quickly and better service the end customer. This is accomplished through modern digital technology, rich functionality and expert professional services.

Bravura Solutions provides software and services across:

- Wealth Management
- Life Insurance & Pensions
- Fund Administration

Bravura Solutions - FStech 2016 Award Winner 'Technology provider of the year'



Most Disruptive Financial Sector Technology of the Year: Sammedia



Personal finances are an area where individuals often feel out of control and distant from their own financial affairs. However, technology is beginning to shift power back to the consumer in many sections of life and personal finance is the latest to be offered such a revolution.

Sammedia began developing client portal technology to allow the aggregation of investments, insurance and pensions alongside a client's personal finances in 2009. Its experience led the company to believe that technology could lower the cost of financial advice and make it accessible for the majority of the UK population.

The solution that Sammedia devised sees all banking, mortgage, credit card, property, savings, investments, pensions, insurances and transactions data, together with all the associated documentation, organised and available 24/7 on any device, through the moneyinfo platform. This enables advisers to

service more clients by facilitating the storage of disparate client information all in one, virtual place reducing the time spent aggregating data, the main cost in providing advice.

The solution allows financial advisers, wealth managers and workplace advisers to use aggregated data from back office systems, platforms, providers, bank accounts, credit cards, stockbroking accounts and employee benefit systems to create an informed picture of all of client's finances. moneyinfo even tracks property valuations via the Halifax and Nationwide price indices and has the ability to record client's other financial assets – all under an adviser's own brand.

Communication costs are significantly reduced by secure messaging and embedded content management, allowing organisations to deliver marketing and educational content to individuals based on their own circumstances. Furthermore, documents (whether an adviser's or a client's) can be added, such as wills, property deeds and insurance policies. The saving in postage alone can pay for the system. Although a young platform, moneyinfo already has three large clients in the form of Aon in the workplace and Towry and Saunderson House in wealth management.

The judges decided that this entry was an innovative way to tackle an industry-wide problem and a truly

disruptive technology well worthy of the category win.

Mik Cons, CEO of Sammedia, said: "We are delighted to win this award and be recognised for our achievements to date. It is evident that companies are increasingly seeking a differentiated digital client experience to support their advice proposition and compete effectively against the emerging digital threats. We are proud to meet this need whilst driving cost out of delivering advice."





Beautiful Client Portals

for Wealth Management and Workplace

FS*tech*
awards 2016
WINNER

Most Disruptive
Financial Sector Technology



Reduce your costs and enhance your service

Contact us today to find out how...

www.sammedia.com | sales@sammedia.com | 03303 600 300

 **sammedia**
taking advice online

Barry Holland Memorial Award for Outstanding Individual Achievement: Hank Uberoi, CEO, Earthport



The award commemorates the late Barry Holland, who was an advisor to FStech and a former Director of Operations at Barclays Capital. It recognises the contribution of an individual to the financial services industry, looking at their role in the successful implementation of projects and strategies since 2000.

Hank Uberoi, the CEO of Earthport, has taken a small company global, turning it onto a business that has altered the landscape of cross-border payments. A veteran of the investment industry, Uberoi identified the pain points in the process for low value cross-border payments, and saw the opportunity to improve on a system that had existed without change for forty years.

Built for a time when cross-border payments were the exception, the traditional methods were not efficient; and as the money moved, each link in the chain took a fee along the way. In addition, the route taken was unpredictable, so fees and exchange rates weren't predictable either. Uberoi envisaged a system with a cross-border interbank payments hub as an alternative to the 'daisy chain' of banks. This model is ideally suited to the new money movements – e-commerce, global trading, worldwide payroll and person-to-person.

Finding Earthport in 2008, Hank saw its potential, invested in it, and took an active role in running it. It not only services the growing demand for fast, reliable payments throughout developed countries, but also offers a service to developing economies and the 'unbanked'. As such, it is playing a vital role in helping raise sections of the world out of poverty.



Uberoi has stated that the journey is far from over, and that he will continue to pioneer the cause of simpler, faster, more transparent cross-border payments. He aspires to be a positive disruptor in the industry, as he builds the rails to support the complex needs of digitised, global cross-border payments. For this commitment and vision, the judges chose Hank Uberoi as the recipient of the Barry Holland prize in 2016.

Uberoi said of his award: "I am truly honoured to receive this recognition from FStech, for pioneering innovation within financial services. In my entire career I have never been witness to an opportunity as significant as the one Earthport is addressing in cross-border payments, and our success to date is testament to this need and to the tireless work and dedication of our talented team."



earthport[™]
payment network

Powering borderless payments

Global payments for banks
and businesses at the vanguard
of the digital economy.

Harness the benefits of new payments
innovation and better serve your customers'
needs globally, while leaving the infrastructure
in the background to us.

Earthport Payment Network

T +44 (0) 20 7220 9700 E sales@earthport.com

www.earthport.com | [Twitter](#) | [LinkedIn](#) | [Google+](#)

London | New York | Miami | Dubai | Singapore

SAVE THE DATE

FStech
awards 2017

23 MARCH 2017
London Marriott Hotel
Grosvenor Square

#FStechAwards

@FStechAwards

www.fstech.co.uk/awards