



# REGTECH100

Profiles of the **REGTECH100**, the world's most innovative RegTech companies that every leader in the regulatory industry needs to know about in 2025



20 MAY | LONDON

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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 and analysts. These are the companies every financial institution needs to know about as they consider and develop their mission critical RegTech and digital transformation strategies.

There's plenty of interest and hype about RegTech in the marketplace, but much of it is superficial, incoherent or self-serving and fails the needs of decision-makers in incumbent financial institutions who require independent, facts, figures and analysis.

The **REGTECH100** list will help senior management and compliance professionals evaluate which digital 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 by the Advisory Board and RegTech Analyst team 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 offered;
- 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 the company?

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## PROCESS



### RESEARCH REGTECH UNIVERSE

Analyse universe of RegTech solution providers on RegTech Analyst database and external sources



### NOMINATE COMPANIES

Shortlist candidates that meet criteria along with companies nominated via the website



### CONDUCT INTERVIEWS & SURVEY

Undertake in-depth interviews or surveys with founders and CEOs of shortlisted companies



### IDENTIFY REGTECH 100

Determine which companies excel in terms of the criteria and can be classified as RegTech innovation leaders



### PUBLISH

Announce results to media and finalists

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Assess user risk using hundreds of digital signals on phone numbers, emails, IP addresses, browsers and devices globally.



Email Address

5 active online profiles



Browser

Regular typing speed



IP Address

Suspicious location



Phone Number

Active since 2015



Device

Device spoofing



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# 4CRISK.ai

-  Founded: 2019
-  Employees: 11-50
-  Regulation/Legislation: **All Global and Regional Regulations and Standards**
-  Subsectors: Regulatory Change Management, Regulatory Research, Risk Management, Compliance Management, Communications monitoring, Co-Pilot
-  Regions of Operations: Global

4CRisk offers AI-powered products for regulatory, compliance, legal, IT, security and risk teams, that expend significant effort to pro-actively improve their compliance posture and manage operational risk. 4CRisk products use AI methods to digitize and analyse external documents like regulations, and internal documents, such as policies and procedures, in minutes, leveraging private Small Language Models carefully trained on a curated collection of regulatory, risk, and compliance information from authoritative public domain sources. This approach minimizes data bias, maintains a low carbon footprint, delivers unmatched efficiency and superior accuracy, and provides results up to 50 times faster than manual methods through exceptional precision and meticulous language interpretation. 4CRisk adheres to Responsible AI, Trustworthy AI, Model Governance and Zero-Trust Security principles. Operating within a SaaS platform, business data is never used to train models nor exposed to the public domain. Role-based access controls and audit trails are employed to protect business information.

# ACA

-  Founded: 2002
-  Employees: 1,001-5,000
-  Regulation/Legislation: **MiFID, MiFID II, KYC, AML, AIFMD, SFTR, EMIR, MiFIR, MAR, SEC Rule 206(4)-7, SEC 17a-3, 204-2 and 38a -1**
-  Subsectors: Onboarding Verification (AML/KYC/CDD), Communications Monitoring, Transaction Monitoring, Cybersecurity/ Information Security, Risk Management, Reporting, Compliance Management
-  Regions of Operations: Europe, United States, UAE

ACA Group stands as the foremost advisor in governance, risk, and compliance (GRC) within the financial services sector. The company distinguishes itself through an innovative approach that combines advisory services, managed services, distribution solutions, and analytics. Central to its technology offerings is the ComplianceAlpha® regulatory technology platform, which is enhanced by the specialised expertise of former regulators and practitioners, alongside a profound understanding of the global regulatory landscape. ComplianceAlpha, ACA's award-winning platform, is revolutionising surveillance, risk, and compliance management for over 1,200 leading financial services firms worldwide. By integrating compliance activities, surveillance, testing, and analytics, layered with archive and capture abilities into a single platform, ComplianceAlpha offers Chief Compliance Officers (CCOs) a comprehensive view of risks and behaviours across their organisations. This unified approach enables firms to manage their compliance obligations more effectively and efficiently.

# AfterData

BANKING & INSURANCE SOLUTIONS

-  Founded: 2017
-  Employees: 11-50
-  Regulation/Legislation: **KYC, AML, MAD MAR**
-  Subsectors: Onboarding Verification (AML/KYC/CDD), Transaction Monitoring, Reporting, Compliance Management
-  Regions of Operations: France, Italy, Luxembourg, United Kingdom

AfterData offers a solution for addressing financial crime, such as money laundering, terrorist financing, and market abuse. The French company provides a compliance solution for European financial and insurance entities, integrating machine learning and micro-segmentation. Utilizing AfterData Compliance technology, banks, insurance companies and asset management firms can reduce their risk of sanctions while optimizing costs.



## COMPANY RESEARCH PROFILE

# actico

-  Founded 2015
-  Friedrichshafen, Germany
-  [www.actico.com](http://www.actico.com)
-  [info@actico.com](mailto:info@actico.com)
-  Employees: 101-250
-  Regions of operation: Global

### KEY EMPLOYEES:



**Hans Jürgen Rieder**  
CEO



**Thomas Knöpfler**  
Co-Founder, GM & Chief  
Portfolio & Project Officer



**Thomas Meyer**  
GM & Chief Revenue Officer

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

Subsectors: **Onboarding Verification (AML/KYC/CDD), Transaction Monitoring, Risk Management, Reporting, Identification/Background checks, Compliance Management, Customer Screening (Sanctions Lists-, PEP- and adverse media screening), Instant Payment Screening, Trade Surveillance**

Regulation/Legislation: **MiFID II, Basel III, KYC, AML, Basel III, DORA, Sixth Directive on AML/CFT ("AMLD6"), Instant Payment Regulation (IPR), Market Abuse Directive MAD, Market Abuse Regulation MAR II**

### OFFERING

ACTICO empowers companies worldwide to significantly increase their efficiency – always in line with regulatory requirements. With ACTICO Advanced Decision Automation Technology, powering scalable, AI-supported software and SaaS solutions for Regulatory Compliance and Credit Risk Management, the company creates significant added value for its customers – primarily financial service providers.

Prominent clients include Santander, ING, Maybank, and Bajaj Finserv.

### PROBLEM BEING SOLVED

ACTICO addresses the challenges of outdated compliance systems in banks and financial services by offering modern, cloud-enabled compliance software. Its next-generation solution integrates AML, sanctions screening, and transaction monitoring into a unified system, with APIs for seamless connection to core banking systems. Available as a SaaS in the ACTICO Cloud or within clients' infrastructure, ACTICO's solutions enhance automation, reporting, and AI readiness, supporting financial institutions in achieving digital transformation and operational efficiency.

### TECHNOLOGY

ACTICO's software solutions for compliance, credit risk, and decision management are built on its advanced ACTICO Decision Management Platform, which integrates rule-based and predictive models within decision logic to support real-time decisioning. ACTICO Modeler allows business experts to visually create and test decision models, while ACTICO Machine Learning enhances decision accuracy. The platform enables agile deployment with minimal IT dependency, and its upcoming AI-powered chatbot will assist users with platform features and insights for optimal use.

### PRODUCT DESCRIPTION

ACTICO leverages advanced technologies such as Artificial Intelligence (AI), Machine Learning (ML), Generative AI (GenAI), and cloud-based solutions to provide Next Generation Compliance Solutions. Tailored for banks and insurers, ACTICO's modular suite includes Anti-Money Laundering (AML), sanctions, PEP, adverse media, and payment screening for SEPA and instant payments, as well as capital market compliance tools for detecting insider trading and market abuse. ACTICO also offers retail and commercial credit decision-making tools. Its Credit Decision Platform supports automated credit origination and decision processes, optimising services like risk scoring and pricing strategies. The Credit Risk Platform enhances credit risk assessment by automating lending processes and monitoring risks, including financial statement analysis and internal rating models. With a cloud-first approach, ACTICO's compliance tools integrate seamlessly via OpenAPI and support FIU reporting, reducing false positives and aiding compliance teams in streamlining tasks with GenAI assistance.

### TRACTION/GROWTH

- **Clients** - Banca Aidea, Hamburg Commercial Bank, VW Financial Services, Santander, Swiss Life, BayernLB, apoBank, ING, KfW, LGT, VP Bank Group, Maybank, UBS Hongkong
- **Partners** - Deloitte, Bearing Point, Adweko(X1F Group), Sonda, Xebia, AWS Partner Network, Amazon Web Services, Avaloq, RMA, Coinfirm, Scope Ratings

# How ACTICO is driving a global efficiency revolution for the financial and insurance industry

*Founded in 2015, ACTICO supports BFSI companies globally to significantly increase their efficiency in line with regulations. The firm helps to streamline decision-making by Advanced Decision Automation Technology and empowers its customers to achieve operational excellence.*



Thomas Knöpfler, Managing Director and Chief Portfolio and Project Officer at ACTICO

## actico

To drive forward greater efficiency in the RegTech sector, ACTICO has made substantial investments in developing next generation compliance solutions. In a sector rapidly evolving, having stand-out technology is becoming ever-more key, and this is a path taken by ACTICO.

According to Thomas Knöpfler, managing director and chief portfolio and project officer at ACTICO, these solutions are tailored for anti-money laundering, payment screening and customer screening and are all integrated into one single platform.

“Adopting a cloud-first approach, the solutions can be deployed as SaaS in the ACTICO Cloud or within a company’s own infrastructure,” he explained.

One of the key aspects of ACTICO’s technology is machine learning (ML).

This, Knöpfler explains, enables early detection of suspicious patterns whilst minimizing false positives. Through the powerful combination of machine learning and rule-based logic, ACTICO is able to optimize detection processes, enabling compliance officers to focus on only the most critical cases.

ACTICO’s solutions feature OpenAPI interfaces, ensuring seamless integration with existing IT systems, including core banking platforms. A recent addition to its product portfolio – the FIU Reporting Solution – enables AML officers to generate and directly upload XML files to FIU reporting portals, boosting efficiency and security. Responsive UI also delivers a modern user experience across all devices, including desktops, tablets and smartphones.

“Looking ahead, GenAI will automate time-consuming compliance tasks, such as filtering relevant data, assessing results, and generating draft reports. This streamlines the entire compliance process, empowering teams to work more efficiently,” said Knöpfler.

### Pain points

For ACTICO, the chief pain points it solves for its clients center around the challenge of outdated compliance systems.

Knöpfler said, “Outdated compliance systems in banks and financial institutions often lack cloud capabilities, missing ML functionality, operate in silos, feature outdated user interfaces, and provide inadequate reporting functionalities. These limitations lead many firms to replace their existing systems with modern solutions.”

With this in mind, Knöpfler stated that ACTICO addresses such challenges by helping financial institutions and insurers migrate to state-of-the-art technologies, transforming their compliance landscapes.

### The ACTICO USP

The way ACTICO sets itself apart from competitors is focused around how the company is able to offer the most optimal expertise to its client base.

Knöpfler outlined, “Banks and insurers in numerous countries have relied on ACTICO Compliance Software for years. This collaboration has provided ACTICO with a deep understanding of compliance and IT team requirements. During the development of Next Generation Compliance Solutions, we worked closely with compliance experts and stakeholders in financial and insurance companies.

“This ensures our software meets their needs perfectly. Cost savings are a key benefit financial firms seek when implementing ACTICO software. By offering our Compliance solutions in the cloud, we help organizations achieve greater efficiency, scalability, seamless updates, reduced IT operation costs.”



Knöpfler also stressed that the company's combination of rules and ML reduces false positives, ensuring that more flagged cases are relevant whilst irrelevant ones removed. As a final step, cases can be closed automatically without the need for manual checks.

## Reshaping compliance

Why are so many companies deciding to reshape their compliance landscape completely and start from scratch? This is pushed forward by the fact that as fraudsters become more inventive and transactions become more complex, legacy systems struggle to keep pace.

"Technology has advanced significantly, and outdated solutions cannot meet the evolving demands of compliance," he said. Banks and insurers are facing pressures to cut costs, streamline operations, boost security and integrate ML and GenAI. Due to this, Knöpfler believes many firms opt to overhaul their compliance infrastructure entirely.

With this considered, ACTICO helps firms make this jump through a number of ways.

Firstly, cost efficiency. "Automating compliance processes reduces manual effort. Features like ad-hoc reporting, a modern user interface, and enhanced workflows improve overall efficiency," he explained.



***"While AI has already proven invaluable for detecting patterns and drawing insights, GenAI elevates compliance processes further."***

ACTICO also helps with future-proofing technology, using Kubernetes and Docker containers ensures scalability, he claims, as well as easy upgrades and modern security standards. Other areas include AI-ready capabilities, with its combined rule-based and ML approach delivering unmatched accuracy.

Lastly, Knöpfler stressed that ACTICO offers deployment flexibility – on-prem, private cloud or as SaaS in the ACTICO Cloud.

## Roadblocks for tech adoption

As companies look to stay up-to-date with the new technologies in finance, being able to do so can be the deciding factor between getting a leg up on the market and falling behind. For those making the leap, what are some of the roadblocks?

Knöpfler remarked, "The transfer to new technologies is the major task for financial services providers. It requires careful planning, investment, training and a reliable software provider. Up to now, compliance systems were hosted on-premises, but cloud-based solutions now offer cost, security, and flexibility advantages."



***"GenAI also accelerates the modeling of decision rules, enhancing agility and competitiveness in a dynamic market."***

In his view, some of the major roadblocks include securing the necessary IT infrastructure, allocating budgets and training staff. "It is often assumed that regulatory requirements prohibit the use of cloud or AI technologies. However, this is not true. The key question is how to implement these technologies in compliance with financial authorities. Unlike in other industries, efficiency gains in the cloud space are particularly valued in the financial sector, as qualified personnel are increasingly scarce," said Knöpfler.

## Dominant industry trends

Looking ahead to 2025, the trends that look likely to stand out amongst the RegTech crowd will most likely not be hugely different from this year. In the view of Knöpfler, compliance departments face mounting challenges from increasing regulatory demands and rising transaction complexity. Due to this, traditional methods are insufficient in this hugely rapidly evolving landscape.

Some of the key trends that the ACTICO managing director identifies as key for the new year include the adoption of artificial intelligence, machine learning and automation to reduce manual processes, bolster efficiency, managing growing data volumes and also quickly adapt to regulatory changes. In the mindset of Knöpfler, organizations that leverage such technologies will secure a competitive edge.

## Future plans

As the RegTech sector continues to evolve with new technologies and enterprises changing the market from within, how does ACTICO view the future for itself?

According to Knöpfler, ACTICO remains committed to introducing innovative technologies like GenAI. "While AI has already proven invaluable for detecting patterns and drawing insights, GenAI elevates compliance processes further."

Through automating data aggregation, analysis and reporting, Knöpfler explained that GenAI helps companies to reduce the growing burden on their specialized departments. He gave an example of creating Suspicious Activity Reports (SARs) for FIUs can become much faster and much more efficient with Gen AI powered tools.

Going further, Knöpfler highlighted how verbal commands for search and operations are able to streamline processes, enabling compliance teams to execute complex tasks effortlessly.

"GenAI also accelerates the modeling of decision rules, enhancing agility and competitiveness in a dynamic market," concluded Knöpfler. ●

# The future won't wait. Rethink Compliance, drive infinite performance.

Why banks and insurance companies should take advantage of the technological leap **now**.

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Germany

AMERICAS  
ACTICO Corp.  
Chicago, USA


ASIA & PACIFIC  
ACTICO Pte. Ltd.  
Singapore

[info@actico.com](mailto:info@actico.com) | [www.actico.com](http://www.actico.com)


**actico**




 Founded: 2022

 Employees: 11-50

 Regulation/Legislation: **KYB, KYC, AML**

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

 Regions of Operations: Global - North America, Europe, Latin America, Asia, Africa

AiPrise is a global leader in Know Your Business (KYB) and Know Your Customer (KYC) compliance, helping companies around the world achieve faster, more cost-effective due diligence. Their next-generation compliance platform integrates with over 700 global data sources, enabling customers to access highly accurate information on any business or individual. With a fully customizable SDK for seamless user and business onboarding, AiPrise allows companies to tailor onboarding processes to specific needs. Their advanced case management tool offers reliable storage, auditing, and review of historical cases, supporting robust compliance tracking. The platform includes essential compliance capabilities like risk scoring, fraud detection, and continuous monitoring, meeting rigorous regulatory requirements. AiPrise's AI Compliance Copilot further streamlines processes by automating business research and screening, cutting down on manual workloads. On average, customers onboard businesses in under five minutes, a remarkable improvement over current vendors. AiPrise is trusted by industry leaders to make compliance swift, accurate, and effortlessly scalable.




 Founded: 2021

 Employees: 11-50

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

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

 Regions of Operations: South Africa, Zambia, Kenya, Rwanda, Nigeria, Ghana


Akiba Digital is focused on lowering the cost of risk decision-making in Africa through its extensive identity and risk decisioning platform for businesses that need to make reliable risk decisions in digital finance, lending, e-commerce, and other high-risk, high-volume industries. Their AkibaOne platform is an advanced risk decisioning engine that empowers businesses across Africa to make smarter, faster, and more secure risk decisions. By integrating alternative data sources and AI-driven insights, AkibaOne platform addresses these gaps by providing robust risk intelligence that facilitates financial inclusion, empowers compliance, and strengthens trust in digital financial transactions.



 Founded: 2006

 Employees: 51-100

 Regulation/Legislation: **KYC, AML**

 Subsectors: Onboarding Verification (AML/KYC/CDD), Transaction Monitoring, Risk Management, Reporting, Compliance Management, Sanctions and Watchlist Screening, Investigation Workflow

 Regions of Operations: Global

Alessa is designed to assist organisations in combating financial crime and staying ahead of malicious actors. It has simplified and streamlined compliance and fraud prevention processes, allowing professionals to concentrate on the crucial aspects of their roles. Trusted by banks, casinos, money service businesses, FinTech companies, insurance firms, mortgage lenders, manufacturing, and retail companies in over 20 countries, Alessa plays a vital role in preventing money laundering and breaches in internal controls. Alessa envisions a world free of financial crime and is committed to delivering transformative solutions to achieve this goal. By helping clients reduce risk, save money, and grow their businesses, Alessa aims to make the world a better place. Its strategy focuses on growth by offering robust SaaS KYC, AML, and fraud prevention solutions for financial institutions and corporates, accessible anywhere and anytime.

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**BANKING**

EASY





WITH EXCELLENT

**INNOVATION**








**fynhaus**



-  Founded: 2010
-  Employees: 51-100
-  Regulation/Legislation: **AML/CFT and sanctions**
-  Subsectors: Transaction monitoring system validation, risk management and analysis, sanction screening system testing
-  Regions of Operations: Global

AML Analytics is a global leader in the testing and validation of sanction screening and transaction monitoring systems, supporting both traditional and non-traditional financial institutions in managing financial crime risks. Introducing ORBS (Online Risk Based Systems), AML Analytics' breakthrough in risk analytics that offers smarter, more intuitive reporting and supervision. ORBS was awarded the Best Risk Management Initiative at the Central Banking Awards 2024. AML Analytics' unparalleled RegTech and SupTech solutions are trusted by businesses, regulatory authorities, and governments worldwide.



-  Founded: 2019
-  Employees: 11-50
-  Regulation/Legislation: **KYC, AML**
-  Subsectors: Onboarding Verification (AML/KYC/CDD), Transaction Monitoring, Risk Management, Reporting, Identification/Background checks, Compliance Management
-  Regions of Operations: France, French Polynesia, Cameroon, Guinea

AML Factory provides a robust "Compliance as a Service" solution for managing and overseeing anti-money laundering and counter-terrorism financing obligations. Its service integrates advanced algorithms with regulatory expertise and innovative technology to combat financial crime effectively. AML Factory's mission is to protect clients' integrity and reputation by ensuring strict compliance with rigorous standards, minimizing sanction risks. Supported by an exceptional team and a strong investor network, AML Factory aims to set the AML compliance standard in France and expand globally within three years. Its diverse team and partnerships provide stability and resources for these ambitious goals. AML Factory maintains the highest compliance levels and pushes technological boundaries in financial services. Its solutions lead in innovation and effectiveness, redefining financial security and transparency, making it accessible for all involved stakeholders.



-  Founded: 2019
-  Employees: 1-10
-  Regulation/Legislation: **KYC, AML**
-  Subsectors: Onboarding Verification (AML/KYC/CDD), Transaction Monitoring, Reporting, Compliance Management
-  Regions of Operations: Europe, Africa

AP Solutions IO is a cutting-edge RegTech company that provides Web and SaaS/API applications designed to tackle money laundering, the financing of terrorism (AML-CFT), anti-corruption, and export control. Navigating current or future regulatory requirements is essential, yet it remains a highly complex, costly, and often time-consuming endeavour. A truly effective compliance tool must offer crucial functionalities to facilitate the comprehensive validation of the entire AML compliance system. This includes, in particular, the Know Your Customer (KYC) and transaction monitoring measures that are mandated for companies. AP Solutions IO aims to streamline these processes, ensuring that businesses can meet regulatory demands efficiently and effectively.

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“Vectice delivers AI faster. With trust. Not fear.”

CEO



## AQMETRICS



Founded: 2012



Employees: 11-50



Regulation/Legislation: **MiFID II, AIFMD, Solvency II, SFTR, EMIR, UCITS, PRIIPs, XBRL/iXBRL, CPO-PQR, 18f-4, CTA/PR, Form PF, Form 13F, 13G, 13D, 13H (Shareholder Disclosures), Rule 13f-2 and Form SHO (Short Selling Disclosures), Form ADV, Form N-PX, MAS OTC**



Subsectors: Transaction Monitoring, Risk Management, Reporting, Compliance Management



Regions of Operations: Ireland, United Kingdom, United States, EU, APAC.

AQMetrics offers advanced regulatory technology solutions to clients in the EU, UK, North America, and APAC. Its comprehensive, cloud-based platform integrates compliance, risk, and data management, serving global asset managers, tier-one banks, fund administrators, and hedge funds. By unifying multiple data sources into a 'golden data' standard, AQMetrics simplifies regulatory compliance, enabling efficient and accurate reporting while reducing risk. The company's sophisticated cloud technology ensures data accuracy, consistency, and integrity, automating processes to eliminate manual tasks, minimise errors, and conserve resources. With a robust global presence and commitment to innovation, AQMetrics stands as a leader in the financial technology sector. Its dedication to simplifying regulatory complexities and evolving technology in line with emerging regulations makes it a trusted partner for financial institutions worldwide. Headquartered in Ireland, AQMetrics also operates in major financial capitals—including London, New York, and Singapore—and employs 50 people as of August 2024.



Founded: 2015



Employees: 11-50



Regulation/Legislation: **AML, Bribery and Corruption, Fraud, Modern Slavery and Wildlife Trafficking**



Subsectors: Financial Crime Risk Governance



Regions of Operations: Global

Arctic Intelligence ([www.arctic-intelligence.com](http://www.arctic-intelligence.com)) is a multi-award winning, RegTech firm that specialises in audit, risk and compliance software related to financial crime compliance and risk management.

Arctic Intelligence has helped hundreds of large and small clients across over 20 industry sectors and 20 countries and has also developed strong industry partnerships around the world.

Arctic has developed two leading cloud-based software [solutions](#) that leverage technology to re-engineer the way in which major financial institutions and other regulated businesses manage their enterprise-wide financial crime and non-financial crime risks.

[Risk Assessment Platform – Value Proposition](#)

[AML Accelerate Platform – Value Proposition](#)

For more information about Arctic Intelligence click [here](#).



Founded: 2015



Employees: 11-50



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



Subsectors: Compliance Management, Risk Management, Reporting



Regions of Operations: Global

The regulatory landscape continues to expand and evolve at an inhuman pace. The Ascent Regulatory Lifecycle Management™ (RLM) Platform, offered as AscentHorizon and AscentFocus, puts customers in control of their regulatory lifecycle. We intelligently automate the collection and collation of regulatory information, and revolutionize change management automation by quickly assessing changes, identifying obligation impacts, and proliferating changes within your GRC. Our patented AI automation combined with global regulatory coverage and deep expertise empower financial services firms to know everything they need to know, respond quickly and confidently, and scale regulatory management across the enterprise. By embracing digital transformation powered by Ascent, our customers are proactively mitigating enterprise risk, increasing team productivity, eliminating expensive and inefficient manual processes, and delivering enterprise traceability and compliance confidence. It's time to take control, with Ascent.



## COMPANY RESEARCH PROFILE



-  Founded 1997
-  Hertfordshire, United Kingdom
-  [www.thearmadillogroup.com](http://www.thearmadillogroup.com)
-  [enquiries@armadillo.co.uk](mailto:enquiries@armadillo.co.uk)
-  Employees 11-50
-  Regions of operation: Global

### KEY EMPLOYEES:



**Emmanuel Cohen**  
Founder & CEO



**Amanda Coyle**  
MD Corporate Compliance



**Jonathan Ellis**  
Head of Global Sales

Value Chain: **Onboarding Verification, Risk & Compliance Management, Identification/ Background Checks, Monitoring, Reporting**

Subsectors: **Onboarding Verification (AML/KYC/CDD), Risk Management, Reporting, Identification/Background checks, Compliance Management, Anti-money laundering, fraud protection, counter-terrorist financing, PEPS & Sanctions screening, specialist global investigations & EDD on a local level**

Regulation/Legislation: **KYC, AML, 6AML**

### OFFERING

Armadillo is a RegTech and compliance platform that offers global onboarding and verification services, business intelligence, and due diligence information.

#### Primary Products:

The Armadillo Universe consists of 500 million companies, 5 billion individuals & 1 billion businesses, enables the provision of corporate verification information including officers, UBOs etc, Original Registry Documents, Sanctions and PEPs checks, Adverse Media & Connections; as well as Biometric ID verification for AML (Anti-Money Laundering), Know Your Customer (KYC), Due Diligence and Enhanced Due Diligence (EDD).

All of these are global and available for consistent monitoring and audit trail reporting.

### PROBLEM BEING SOLVED

Assisting regulated businesses in preventing fraud, money laundering and terrorist financing. We provide the checks or documentation needed to pass inspections, prevent prosecution, fines and jail with the added bonus of helping MLRO's sleep at night! It is essential for a business to carry out ongoing 'Know Your Customer' (KYC) checks in the fight to prevent money laundering, terrorist financing and financial crime. Armadillo provides MLROs and compliance teams with key capabilities including corporate and individual data and original documents, as well as on-going monitoring, ensuring customer onboarding and continued compliance requirements are met – and fully evidenced – to the highest standards.

### TECHNOLOGY

The Armadillo Hub is a cloud-based revolution in technology and data supply, linking different databases and systems, working in any computer or national language. The tech offers fully responsive web applications and systems for customers and their users, interlinking different types of data sets with reports & document delivery. Depending on the requirements, original worldwide source and registry documents, together with global data can be accessed or sent directly via web interface, API, email, mobile device or by setting up a regular secure FTP transfer to a preferred server. Individually or all at the same time.

### PRODUCT DESCRIPTION

Armadillo has several products which are both standalone or integrated through the Armadillo HUB. Following its well-defined, cloud-based product road map, Armadillo has launched its ground-breaking monitoring service to enable Perpetual KYC (pKYC).

**Armadillo Registry Docs** supplies original source documents to satisfy 6AML requirements. It is the only system that can supply **original documents from every corporate registry in the world**, some 1,000+ registries in 220 countries including offshore jurisdictions. We also provide document certification, legalisation, apostille & translations. It also supplies audit trails, monitoring and holds documents requested for 7 years, acting as a protective back up system.

**Armadillo Dig Deeper** (ADD System) is the ground-breaking global service, which allows any business to check information on 5 billion individuals, 1 billion businesses and 500 million companies for Sanctions, PEPs (Politically Exposed Persons) and adverse media risk exposure, with fully automated monitoring and connection trees. ADD is uniquely integrated with its own specialist reporting system for compliance departments to produce for regulatory inspections. It also gives audit trails and holds AML information with relevant regulatory data for up to the required 7 years, acting as an additional support to client systems.



## PRODUCT DESCRIPTION (CONT.)

**Perpetual KYC** – Global Screening: A revolution for compliance together with - **Global Corporate Compliance Reports**.

The perfect compliance solution for regulated businesses. Using RPA and AI, our revolutionary new monitoring system for Perpetual KYC/DD will allow you automated checking of corporates & individuals with full reports annually or more regularly – you choose.

Full corporate information as well as accounting data, details of filings and events. Automated constant monitoring of 500 million companies, 1 billion businesses and 5 billion individuals worldwide for changes throughout the year. Simply input your client's company or individual and click monitor - you can even upload your whole portfolio to dynamically report on changes in officers, owners, UBO, sanctions and more.

**The Armadillo HUB** - All information is available through the Armadillo HUB together with related data such as relationship mapping, article summaries and relevant links. The HUB reduces costs by eliminating manual processes; helping prepare for inspections with easy reporting; and enhancing users' experience by making the application process seamless.

**Compliance Intelligence Unit (CIU)** – Armadillo is the only tech company that takes the AML, EDD etc further and can, through its global network, obtain enhanced due diligence on any company or organisation.

From anywhere, to anywhere, anytime.

## TRACTION/GROWTH

- Armadillo has launched its ground-breaking Global Screening & Company Database with Perpetual KYC (pKYC) monitoring service which enables clients to search from any company or person, by name, jurisdiction, turnover, industry code and many more. The solution also provides updates to changes in global corporate information on 500 million companies, and is linked with the Armadillo Sanctions, PEPs, Adverse Media and Connections platform, capable of assessing 1 billion businesses & 5 billion adult individuals worldwide.
- This solution includes Perpetual KYC, a revolution for Financial Crime, Terrorist Financing and Money Laundering compliance, which, together with Armadillo's Global Corporate Compliance Reports, provides the complete compliance solution for regulated businesses. Using RPA and AI, this revolutionary new monitoring system for Perpetual KYC/DD will allow automated checking of corporates & individuals with full reports annually or more regularly – you choose.
- Corporate information as well as accounting data, details of filings and events. Automated constant monitoring of 500 million companies, 1 billion businesses and 5 billion individuals worldwide for changes throughout the year. Simply input your client's company or individual and click monitor – a whole portfolio can even be uploaded and dynamically report on changes in officers, owners, UBO, sanctions and more.

## MANAGEMENT BIO

Emmanuel Cohen, better known as Manny, is the CEO & Founder of The Armadillo Group of companies. He has worked in tech solutions, FinCrime, forensic research & compliance industry for over 40 years. He is an expert in tech solutions, corporate information, forensic research, on-boarding and regulatory compliance assistance, KYC, due diligence, money laundering regulations (AML) & credit data; corporate law, company secretarial; corporate administration, IP & brand protection. He regularly speaks on these topics at worldwide conferences, including the Global RegTech Summit on “The need for automated KYC & DD” and “RegTech: The Golden Source”. He regularly writes as a thought leader for online publications such as Retail Banker International, Private Banker International. Manny is the innovator and owner of the 'Armadillo' RegTech and Anti-Money Laundering company database- which was the first database of company information on the web when it was launched in 1997. His latest innovation is the Armadillo Perpetual KYC, Global Screening & Company Database system launched in August 2024 – this provides updates to changes in global corporate information on 500 million companies, and is linked with the Armadillo Sanctions, PEPs, Adverse Media and Connections platform of 1 billion business & 5 billion adult individuals worldwide. This combination is the best tool in the prevention of money laundering and regulatory compliance for CDD and EDD on the market. In his non-business life, he represents the UK on the international Bobsleigh and Skeleton Federation (IBSF) and is chairman of the ethics committee. He was the UK's top amateur Bobsleigh driver 2008-2011. A former director of ACRA (Associate of Company Registration Agents), he is a Freeman of the City of London and Master of The Worshipful Company of Woolmen, taking over from the former Lord Mayor, Vincent Keaveney in April 2024 and he is also a former Royal Air Force reserve officer.

# Armadillo's push to become the golden source of RegTech

*In an era dominated by digital transformation, and an immense pressure to streamline operations and adhere to ever-evolving regulatory frameworks, Armadillo has carved out a reputation for providing solutions that transcend traditional approaches, offering businesses a more effective and efficient way to manage risk and compliance globally. Now it has set its sights on becoming the "golden source of RegTech."*




The company's journey began in 1997, when its founder, Emmanuel Cohen, set out to build a platform that would change the way businesses interacted with data.

Originally founded as a family-owned research business, Cohen seized the opportunity to transform the company into something much larger.

"I always wanted my own online system," he recalls. And so, Armadillo was born as the "first company information system on the web."

At the time, Shoreditch, London, was an emerging tech hub, though it wasn't yet the bustling Silicon Roundabout we know today.

Armadillo was a pioneer in the area, often credited with sparking the tech revolution that would later transform Shoreditch into a global centre of innovation.

Since then, the company has evolved into a formidable force in the world of RegTech, with a focus on compliance and risk management solutions.

Speaking to FinTech Global as part of the prestigious RegTech100, Cohen shared insights into the company's past, present, and future, highlighting its commitment to providing innovative solutions for regulated industries across the globe.

## The early years

While Armadillo's early years were focused on offering data services, Cohen's experience with corporate structuring and company secretarial services led him to realise the importance of compliance in business operations.

This realisation prompted the company to pivot, leveraging its expertise in data and compliance to provide solutions that would help businesses navigate regulatory challenges.

He explained, "A couple [of these businesses] were in corporate structuring and company secretarial, so we were regulated. I was/am an MLRO. We had inspections and always passed. Many in the industry, and law firms as well, seemed to get fined, warned, or had loads of hassles. We realised we were good at compliance, so we decided to move into that industry - helping others pass inspections."

The firm faced its fair share of challenges in its early years. One of the most significant hurdles was understanding the true needs of the market and translating those needs into practical solutions.

"The main challenge was working out exactly what was needed and, creating it, producing it, financing it and selling it," Cohen admits.

In addition to the technical challenges, Armadillo had to navigate the complexities of working with regulated businesses.

This required a shift in focus, with the company targeting departments within regulated firms rather than a broader range of clients. "We had to change our client base to focus on regulated businesses, or the right departments within those businesses," Cohen says.

## Flagship offerings

While most leading companies have a flagship offering which is intrinsically linked to their success, this is not the case at Armadillo.

Instead, the firm stands out from its competitors by offering two flagship solutions, positioning itself as a leader with a diverse and innovative portfolio of products.

One of those products, RegDocs, has become the company's cornerstone in the global compliance space.

Launched in 2018, RegDocs is a revolutionary platform that allows businesses to access corporate registry documents from every registry in every country around the world.

Stemming from a shift in culture and strategy, Cohen found himself looking intrinsically, before deciding that his passion was in innovating. Upon this discovery, he went back towards his roots and reset, before launching the remarkable offering.

Unlike other systems, which may rely on scraping data from third-party sources, Armadillo guarantees that all the data RegDocs provides is 100% verified and legally admissible in court.

"What sets us apart is that we don't scrape data. Everything we do is 100% guaranteed," Cohen emphasises.

With RegDocs, businesses can access real registry documents from over 1,000 registries in 220 countries, all in a digital format that can withstand legal scrutiny.

"We are the only ones that can obtain real registry docs from every registry in every country globally without exception. Also, all our systems can be in any language and, of course, are ISO27001 for cyber and ISO9001 for processes. c1000 registries in 220 countries," Cohen affirmed.

“

***"Many people can talk about products or systems or tech, but it's making it a reality that differentiates us. I also don't like doing what other people do. I like to be different, to be better. There's no point being the same."***

In addition to RegDocs, Armadillo launched the Armadillo Hub in August, which has quickly become a revelatory addition to the RegTech landscape.

A true must-have product, the Armadillo Hub is a sophisticated system that interlinks multiple databases, matches data, and produces reports to help businesses monitor their clients and suppliers.

This perpetual Know Your Customer (pKYC) and due diligence solution offers a comprehensive view of a company's risk profile, incorporating elements like sanctions checks, PEPs (Politically Exposed Persons), adverse media, and legal events.

The product means that "companies can monitor their whole portfolio and never worry about missing something again. On a global scale of course. That's any entity in the world," according to Cohen.

But this is much more than just talk, clients have also been incredibly impressed with Armadillo's fledgling solution, with feedback being overwhelmingly positive.

"We have received very positive feedback that the Armadillo Hub is very easy and quick to use and provides valuable information and constantly," added Cohen.

This is a key tenet of the Armadillo philosophy and has already impacted its lauded RegDocs solution.

"Of course, our RegDocs system has great traction," said Cohen. "We try and design systems that are intuitive and easy to use without any training. Turning complexities of data provision into easily accessible and readable formats for practical use"

## Becoming the golden source of RegTech

As Armadillo looks ahead, its focus is squarely on one thing: growth. The company has already made its mark in the RegTech industry with innovative solutions, but its ambition doesn't stop there.

With a robust foundation in compliance and data management, Armadillo is determined to expand its influence in the regulatory technology space, positioning itself as a leading force.

The company is particularly focused on refining and scaling its breakthrough systems, ensuring they continue to meet the evolving needs of businesses globally.

At the heart of Armadillo's future plans is its flagship Armadillo Hub, a system that Cohen describes as "a leap in tech."

Unlike traditional solutions, the Hub doesn't store data itself but can seamlessly amalgamate and convert global data for businesses and regulatory teams.

This approach addresses a key pain point for compliance officers, offering them a tool that simplifies data management while adhering to the highest standards of security and integrity.

The innovation is significant, as it removes the need for businesses to maintain their own data repositories, allowing them to focus on analysis and decision-making rather than data storage.

This ability to weave innovation into the sector's great needs should come as no surprise. Cohen is clear. That is what separates Armadillo from the rest of the pack.

"Many people can talk about products or systems or tech, but it's making it a reality that differentiates us. I also don't like doing what other people do. I like to be different, to be better. There's no point being the same," he declared.





For Cohen, the dream has always been to be widely labeled as the "golden source of RegTech." In his eyes, this is nearing completion as a goal.

"My aim of becoming the Golden Source of Regtech is almost complete. Some will remember I used to talk about the concept of the golden source of RegTech at various conferences. Certainly, for onboarding and retention, we're pretty much there, though we still have a few more pieces to add," Cohen continued.

In regard to future innovations, Cohen remained coy, albeit clearly enthusiastic about upcoming developments.



As he put it, "Of course. You know me, we're always thinking of the next one. But I couldn't possibly tell you. Not yet anyway. Watch this space!" ●

# blackdot solutions

-  Founded: 2011
-  Employees: 11-50
-  Regulation/Legislation: **KYC, AML**
-  Subsectors: Onboarding Verification (AML/KYC/CDD), Risk Management, Financial Crime Intelligence/ Financial Crime Risk Management
-  Regions of Operations: Global





Blackdot's mission is to help investigators use OSINT for good by equipping them with the software they need to combat criminal activity effectively. This year, the company launched Videris 5, the latest version of its software platform designed to help investigators uncover intelligence within open source data. Developed in collaboration with real investigators, Videris 5 strives to make OSINT insights truly accessible to every organisation and investigator. Blackdot is more than just a software provider; it is an active member of the OSINT community, renowned for uniting OSINT and investigation professionals across various sectors to exchange knowledge, best practices, and ideas. The company is deeply committed to its field, working closely with customers and partners to deliver optimal solutions to some of society's most challenging issues.

# CleverChain

-  Founded: 2021
-  Employees: 11-50
-  Regulation/Legislation: **PSD2, KYC, AMLD, GDPR, DORA, MICAR**
-  Subsectors: Onboarding Verification (AML/KYC/CDD), Communications Monitoring, Transaction Monitoring, Risk Management, Reporting, Identification/Background checks, Compliance Management, KYTP/TPRM, KYT (crypto intelligence), Managed Services, decisioning/end-to-end automation
-  Regions of Operations: Europe, United Kingdom, UAE, United States, Southeast Asia

CleverChain empowers all lines of defence with real-time intelligence on customers, third-parties and crypto wallets. According to independent analysis by Chartis Research, we rank on top in 2 main areas: KYB and GenAI applications. We excel at due diligence, onboarding, ongoing monitoring and risk assessment of individuals, businesses and digital wallets, globally, as well as at rigorous policy evaluation and regulatory surveillance. Our modular platform aggregates and connects a myriad of data points from the most reputable official, commercial and open sources, and originally interprets them to transform information into actual, explainable, and reliable intelligence that enables large scale automation, ongoing monitoring and that can be trusted by users and regulators alike. Meanwhile, we pioneer AI innovation in anti-financial crime. Our GenAI expert KIRA brings context, background and behavioral patterns to other traditional data sources, which are intrinsically static, and streamlines compliance activities with actionable insights and practical advice.

# COMPLIDATA

-  Founded: 2018
-  Employees: 11-50
-  Regulation/Legislation: **KYC, AML, GDPR**
-  Subsectors: Onboarding Verification (AML/KYC/CDD), Transaction Monitoring, Risk Management, Identification/Background checks, Compliance Management
-  Regions of Operations: Global

Complidata empowers financial institutions by providing AI-driven automation solutions that transform trade finance and compliance processes. The company utilises advanced artificial intelligence, including large language models and generative AI, to streamline workflows, enhance efficiency, and strengthen compliance. Complidata's expert team combines deep domain knowledge in trade finance operations and financial crime compliance with extensive experience in developing cutting-edge FinTech products. Their automated document processing reduces manual effort by automating the extraction, verification, and validation of data from trade documents. Enhanced risk assessment is achieved by leveraging AI to analyse complex data patterns, enabling proactive risk detection and improved decision-making. Smart compliance checks automate regulatory compliance processes, such as KYC, AML, and sanctions screening, minimising human error and increasing effectiveness. Advanced fraud detection employs machine learning algorithms to identify unusual patterns and outliers, aiding in the detection and prevention of fraudulent activities.



 Founded 2019  
 Luxembourg  
 [www.cascade.lu](http://www.cascade.lu)  
 [info@cascade.lu](mailto:info@cascade.lu)  
 Employees: 11-50  
 Regions of operation:  
EU, UK, Africa, United States

**KEY EMPLOYEES:**


**Maciej Waloszyk**  
Founder



**Declan OhAnnrachain**  
Founder



**Jean-Christophe Denis**  
Partner and CTO

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

Subsectors: **Onboarding Verification (AML/KYC/CDD), Reporting, Identification/Background checks, Compliance Management**

Regulation/Legislation: **AIFMD, KYC, AML, GDPR, CSSF Circulars (Luxembourg Specific Regulations)**

**OFFERING**

Cascade originated in Luxembourg, a prominent AML market known for its rigorous standards. The company's mission is to support financial sector firms in moving away from reliance on excel spreadsheets and separate name screening tools in their AML/KYC processes. Cascade achieves this by digitalising client data and ensuring regulatory compliance through a comprehensive AML/KYC and compliance framework, designed to streamline workflows and enhance accuracy while providing robust regulatory protection.

**PROBLEM BEING SOLVED**

Cascade addresses several core challenges in the AML/KYC process. It resolves the lack of a unified digital registry by creating a structured database of clients and their relationships, which enhances visibility and reduces data handling complexities. Cascade also simplifies name screening and standardises AML procedures to minimise execution inconsistencies. By implementing a risk-based approach within a single, streamlined tool, Cascade reduces reporting burdens and provides a real-time, comprehensive view of each client file, optimising compliance workflows and accuracy across financial sector operations.

**TECHNOLOGY**

Cascade leverages Microsoft Azure's cloud infrastructure and AI-powered screening engines to provide a secure, scalable, and adaptable compliance solution. By combining robust cloud capabilities with advanced AI, Cascade addresses the evolving needs of the financial sector, enabling precise due diligence, enhanced client data management, and streamlined AML/KYC processes.

**PRODUCT DESCRIPTION**

Cascade Lab specialises in providing streamlined AML and compliance solutions that cover the complete lifecycle of clients, counterparties, vendors, and assets within a single, integrated environment. Cascade's platform addresses the inefficiencies of fragmented compliance processes, offering a unified approach to onboarding, monitoring, and reporting.

**1. Cascade Platform**

Available in Essential and Enterprise editions, the Cascade Platform is the core solution for structuring client data, ensuring compliance, and executing a risk-based approach within a single workflow. It includes transparent registries, live file statuses, transaction monitoring, and API connectivity for seamless integration with other systems.

**2. Bridge: Digital Communication**

Bridge enables secure digital communication by allowing users to send data and document requests through customisable links. This module integrates directly with Cascade, making client validation efficient and traceable, with added features like Outlook integration and fully customisable forms. That enables a wide range of use cases, including digital onboarding, ongoing due diligence, and the collection of missing or expired documents, among others.

**3. BI Reporting Pack**

The BI Reporting Pack provides access to major BI tools, enabling comprehensive reporting and visualisation. With fully customisable data extraction, clean dashboards, and targeted regulatory reporting, users gain actionable insights into compliance metrics tailored to organisational needs.

**PRODUCT DESCRIPTION**

- **Clients** – MUFG Lux Management Company S.A, Tikehau Capital, BDO, Apex, RSM, Dentons, Commerz Real AG, Massena Partners, Mangrove Capital
- **Partners** – LSEG, Dowjones, Acuris Risk Intelligence, Neterium, Moody's, Domos FS

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# How Cascade Lab is combatting AML

*In the complex world of financial services, Anti-Money Laundering (AML) compliance is more critical than ever. With tightening regulations and the ever-evolving threat of financial crime, businesses are facing increasing pressure to protect themselves from legal and reputational risks. Yet, many small and medium-sized enterprises (SMEs) lack affordable, efficient tools to manage these challenges. This is where Cascade Lab steps in.*



From Left to Right: Maciej Waloszyk and Declan O'hAnnrachain, co-founders of Cascade Lab



Speaking to FinTech Global as part of the prestigious RegTech100 list, Maciej Waloszyk and Declan O'hAnnrachain, co-founders of Cascade Lab, opened up on the firm's foundation, successes, and future plans.

Founded by industry veterans from Luxembourg's financial sector, Cascade Lab offers a user-centric, customisable AML solution designed to empower companies of all sizes.

Its innovative platform, Cascade, simplifies the AML process, enabling businesses to manage risk effectively, automate procedures, and ensure consistent compliance, without the high costs or complexities of traditional systems.

"After spending quite some time researching the marketplace and trying to find a suitable solution from 3rd party vendors when we were looking to buy a solution ourselves as an SME, and not finding anything we felt was

suitable, we decided to build something instead," Declan said, "Essentially, this means that Cascade is a solution designed by users for users."

By addressing the needs of SMEs, while allowing scaling for larger enterprises, Cascade has become a leader in the RegTech space, offering a smarter, more cost-effective approach to AML compliance.

## What sets them apart?

Founded in Luxembourg, Cascade benefits from its origins in one of the most mature and demanding AML markets.

According to Maciej, "Luxembourg is one of the most mature and demanding markets from an AML perspective."

The country combines robust regulations with a practical understanding of compliance obligations, reinforced by AML questionnaires and onsite visits from authorities.

"This meant that when designing the system, we had a few key elements in mind," Declan remarked. "A system that was flexible to allow different types of users to be created, by the client themselves, customisable and user friendly, as often those inputting in the system are not experts in the field. As a result they must be guided where possible to ensure completeness of any file."

## Bespoke features

One of Cascade's key features is that it offers an ability to execute a full risk-based approach: from identifying documents to be requested and stored, embedded name-screened, AML questionnaires, country risk analysis and recording the Beneficial Owners.

As Maciej explained, "The system must provide the ability to execute on a full risk-based approach towards all types of business relationships. This approach is essential because firms often operate across multiple sectors with different risk factors, requiring a solution that can be tailored to each relationship type."

This flexibility allows firms to manage their risk in a way that best suits their operational realities and regulatory obligations.

As Declan pointed out, “Being customisable according to the individual risk appetite of every firm means they can take back control of how and what they do to meet their regulatory requirements and internal risk management strategies. It also means that Cascade can be aligned easily with the firm’s policies and procedures, and not the other way around.”

The solution has also been designed with a great focus on its ability to streamline and automate AML workflows, which is particularly beneficial for firms that struggle with inefficiencies in traditional systems.

Where many solutions in the market are fragmented, or offer only a solution to one element of the full Risk Based Approach, (RBA - very often the name screening element) this creates integration challenges and higher costs.

But this is not the case of Cascade. Maciej noted, “Solutions need to be integrated by IT departments with each other and often to some sort of centralised repositories (data centres). This results in remarkably high costs for the clients, the need to have IT teams (which many SMEs do not), project managers and a readiness for onboarding processes lasting many months. It’s a huge burden on smaller firms.”

Cascade addresses this by structuring data from the very start and allows the users to click through tabs in a step-by-step manner in order to execute their AML process, which reduces reliance on complex IT systems and minimises the time and resources needed for integration.

## Key learnings

Success in developing a market-leading offering requires adaptation, as Cascade Lab has demonstrated by learning from the challenges and opportunities of diverse markets.

Several key takeaways were related to the challenges posed by trying to combat regulatory issues on an international scale, especially in the face of borders and differing practices.

As Declan explained, “After 5 years of operations and servicing more than 100 clients in 25 countries, we have learned that operational and AML inefficiencies have no borders, nor are they linked to the size of the company.

“We found that the modus operandi of the financial industry is pretty much limited to the use of name screening tools in combination with Microsoft Excel, where lists of clients are maintained, coupled with the status of their required KYC documents, AML questionnaires, geographical risk assessments etc... This model is inefficient and not sustainable. The need to digitalise and to streamline this, is one of the main factors for our growth,” he added.

This reliance on fragmented and manual processes makes the implementation of an effective AML compliance strategy a challenge for firms, particularly SMEs who have less resources to through at the problem or those operating internationally.

In response to this, Cascade designed a solution that adapts to a wide range of company sizes and international regulatory frameworks. Maciej highlighted, “We learned that our solution is therefore suitable not only to SMEs as we initially thought, but to companies of all sizes, whether located in a single country or representing a widely spread international group.”

## An eye to the future

Looking ahead, Cascade Lab is poised for continued growth and adaptation, driven by the ever-changing regulatory environment and advancements in technology.

With regulatory challenges constantly evolving, the firm recognizes that standing still is not an option. Instead, their commitment to ongoing improvement remains at the core of its operations.

“Regulations always being updated and means we cannot stand still and ‘sell’ what we made. Instead, we are constantly upgrading Cascade to stay relevant in today’s world,” Declan shared.

A recent innovation from Cascade is the addition of digital communication features, which now include the capability to onboard clients digitally. The key difference between this and other such solutions is that the data ends up in the final AML/KYC database and not in a separate tool where the on-going monitoring obligations, such as tracking expiring passports... are hard to conduct.

This new functionality is complemented by enhanced reporting features that enable clients to pull data from Cascade and create customized reports tailored to their needs. “This means we are constantly building innovative solutions to help our clients digitalise and find efficiencies,” Maciej remarked.

Cascade Lab anticipates substantial growth as more regulatory frameworks globally focus on the Risk-Based Approach for AML compliance.

With regulators worldwide, including those in Australia with the implementation of Tranche 2, requiring stricter AML and KYC standards, Cascade’s flexible platform is well-positioned for broader adoption.

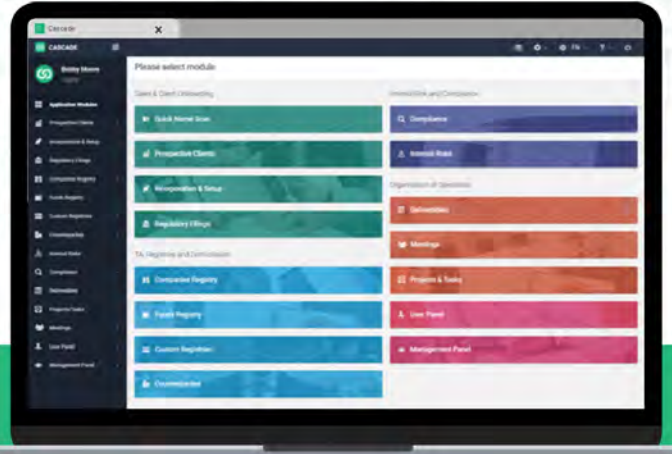
“We are seeing increased growth because of this, particularly as Cascade is easily customisable by the clients and we can cover a multitude of market players,” Declan noted.

This adaptability positions Cascade as a versatile solution for businesses across various industries and regions, expanding its international presence.

Finally, as Maciej emphasised, “Technology is the core of any RegTech company. We are constantly monitoring developments in this area to ensure that our products are of the highest quality and can meet both our clients and their regulator’s standards.” ●



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MORE THAN AML



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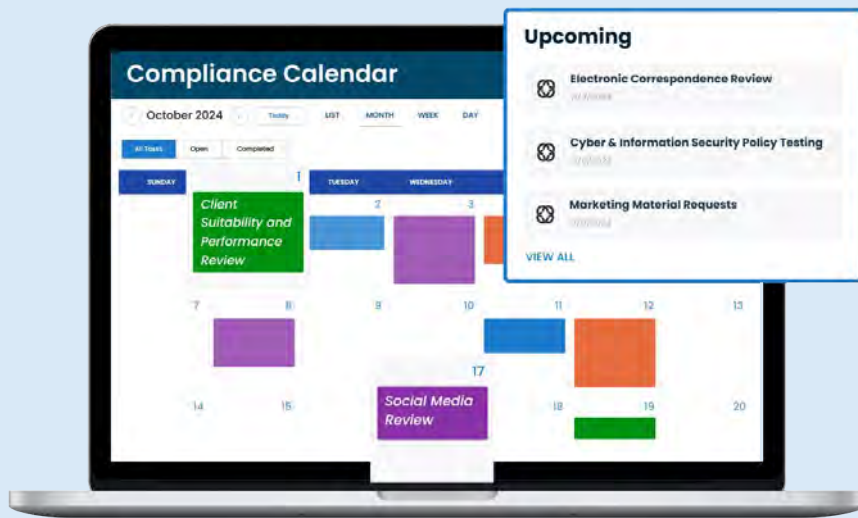
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**TALK TO AN EXPERT**

**COMPLY**

# Why unified compliance solutions are vital for financial services firms in 2025

*Compliance is complex. And that complexity only continues to increase and expand as firms are tasked with meeting new requirements, navigating new rules, and mitigating new risks.*



## COMPLY™

A point which Jamila Mayfield, COMPLY Chief Regulatory Services Officer, underscored, "There have been a number of rules that have been approved, as well as proposed rules, that have caused a lot of the CCOs and their compliance teams to rethink how they should be prioritizing implementation while also managing day-to-day compliance tasks."

As a result, it's only natural that investment in compliance continues to increase as well.

In fact, COMPLY's proprietary data shows that nearly half of firms plan to increase their compliance budgets, another 43% expect no changes, 10% are unsure, and less than 1% foresee a decrease. The driving force behind this? The increasing complexity of the regulatory landscape.

However, not all technology investments are made equal. As firms try to adapt their workflows to comply with the latest regulatory developments, those who have taken the route of investing in niche, problem-specific solutions are finding themselves faced with a bloated tech stack.

And the result?

While selecting a narrow, hyper-focused solution might seem like the best way to triage new requirements, it can often impede the efficiency of compliance teams and result in significant functionality issues.

Yet, reliance on multiple point solutions is one of the biggest challenges plaguing financial services firms, according to COMPLY Chief Product Officer David Bliss, who noted that, "This often leads to a poor user experience, both for the compliance team and for the end users. You've got a million different systems, and you're trying to remember where I should go to do this or that."

Bliss added, "You lack the ability to connect dots for compliance purposes and risk mitigation."

Not only do niche solutions lead to data silos and the significant ramifications which can come from this issue, but it increases the number of touchpoints to manage, reduces visibility across compliance workflows, and the discrepancies between systems can lead to significant errors.

In other words, a lose-lose situation. And a situation which can be avoided.

## The 360-degree view

As compliance demands – and the budget required to meet those demands – continue to increase, it is vital for CCOs to be able to easily and clearly present the value of their team. Bliss noted it's easy for board members to see compliance as a cost centre, but with the support of a unified solution that provides a full 360-degree view of the compliance workflows, teams can easily translate and report the value and output of the compliance team, underscoring the assertion that compliance goes beyond the outdated cost-centre mentality.

Bliss added, "Leveraging a single solution partner, or at least a consolidated set of solutions and partners, provides a birds-eye view of your compliance program on a macro level, which, in turn, allows you to quickly and easily tell a story around how effective you are being. I cannot overstate how critical it is for the compliance leader to be able to create executive-level reports and insights to show not only how efficient the team is with the resources that compliance is given but also how they are stretching those resources to become a value creator for the firm."

To further emphasize the importance of the 360-degree view of risk and compliance, Bliss highlighted the issues many firms have faced in recent years with off-channel communications. Regulators have made it clear that this area of compliance is and will remain a focus point, however for firms who lack a holistic perspective which enables them to know if an employee is speaking to clients about certain securities and is then trading on those same securities, it is difficult to connect the dots and mitigate that risk.

Mayfield noted that a holistic solution empowers data analysis in key areas such as department responsiveness to certifications, training and compliance tasks, and how that correlates with their risk profiles. This analysis can help a firm proactively identify key concerns like which departments need greater support or potential risks and red flags pervasive throughout various departments. "The 360-degree view is critical not only for improving compliance across the business, but it also provides a critical and succinct view and reporting to regulators if and when they come in."

## Finding the right partner

Financial services firms have no shortage of choices when it comes to RegTech. However, with countless options all touting unmatched capabilities, dredging through the data to determine the right solutions partner can be an almost insurmountable task.

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***"COMPLY is end-to-end from beginning-to-end with a firm's journey."***

Bliss said, "One concern firms might have is if they're choosing a partner that goes a mile wide but only an inch deep. At COMPLY, we always focus on best-in-class capabilities. We are trying to solve customers' problems, and we are transparent about where we can't go as deep as they might need. That transparency and honesty is critical in selecting a partner."

Having a partner that is transparent is a massive boon. Mayfield noted that firms should be looking for a thought partner, or a solutions provider that will go beyond guiding a client through their current needs to support their continued growth. Thought partners anticipate the growth of a firm and proactively assess how compliance needs will change, so teams "aren't left with the wrong size tool for their environment."

In order to assess whether a vendor might be the thought partner for your firm, Bliss and Mayfield agree, teams must analyse a vendor's track record for innovation. If a vendor is

making promises about future innovation, simply looking at what they have delivered over the past two years will be a good indicator of how likely they are to achieve those goals. This isn't a guarantee of future performance, but it can be a great guide.

## How COMPLY can transform compliance

COMPLY is an all-in-one compliance platform for financial services companies. Through COMPLY, clients have access to a 360-degree view of their risk points with solutions covering policy and procedure management, communication archiving and review, code of ethics and personal trading, regulatory filing, compliance program management, mock audits, CCO education, risk assessments, and much more.

Ultimately, COMPLY provides clients with the ability to monitor the entirety of their compliance program and the systems therein, enabling teams to stay on top of key priorities and quickly dig down into any risks that are flagged.

Bliss said, "We want to quickly give you that high level view and help you decide where to spend more of your time and energy, and then be able to dive into the specifics, whether that's through our modules, or pointing you somewhere else. It's critical that we are connecting those dots and giving you a great place to start when you come in with your cup of coffee in the morning."

This capability is not only helpful for firms trying to deal with their compliance, but also helps keep regulators happy. Mayfield added, "As a former compliance examiner, imagining a time where I could go to a firm and they could show me a risk profile, a risk avatar for all the individuals in their firms across various groups and the important risk areas the regulators are focused on, such as cybersecurity, off-channel communications, trade monitoring, and code of ethics and personal trading, it would be great."

In a sea of competitors, what makes COMPLY different? It's a team of seasoned technology and regulatory experts with decades of experience. It's the benchmarking tools that help clients see how their compliance efficiency compares to others. And it's a focus on providing software, consultancy, and education for all aspects of regulatory compliance. "We're not the only firm in the market that does consulting and software, but I think we are the only firm that does consulting plus software across both firm and employee compliance," Bliss added.

Yet, what truly distinguishes COMPLY is its continual support for firms from day one onward. Mayfield said, "COMPLY is end-to-end from beginning-to-end with a firm's journey. COMPLY will stick with you throughout as you scale or maybe as you divest and shrink down. We know how to adjust and configure the products, services, and education so that you continue to be a top performer within your peer group in the industry. That's a criticality, and also something that makes COMPLY stand out." ●

# COMPLY – Your Resource for All Things Compliance

As a trusted compliance partner, COMPLY makes it a priority to provide insights, best practices, and tactical strategies curated from our work with thousands of global clients.

## The 2024–2025 CCO Playbook

This annual publication is designed to be your guide to today's critical compliance challenges, and more importantly, how to solve them.

[U.S. 2024–2025 CCO PLAYBOOK](#)

[UK 2024–2025 CCO PLAYBOOK](#)

## Best Practices to Keep Your Compliance Program at the Forefront of the Industry

Rigorous regulatory examinations, significant sanctions, and hefty fines have become the new norm for firms of all sizes. However, armed with a few best practices, tactical insights, and proactive strategies, you can ensure your firm stays on the right side of the regulators.

[GRAB YOUR FIRM COMPLIANCE GUIDE](#)

## The 2025 Compliance Buyer's Guide

Have you outgrown your current compliance management solution and are now looking to upgrade?

The first step to procuring the right solution for your firm's specific needs and requirements is to come up with a plan of action, and COMPLY's Buyer's Guide will help you do just that.

[DOWNLOAD THE 2025 BUYER'S GUIDE](#)

Looking for more insights? [Check out the full COMPLY Resource Center.](#)

Ready to see how COMPLY can help you achieve compliance with confidence?

[Talk to an expert.](#)



**95%**  
customer  
satisfaction






COMPLY



-  **Founded:** 2006
-  **Employees:** 11-50
-  **Regulation/Legislation:** **KYC, AML**
-  **Subsectors:** Onboarding Verification (AML/KYC/CDD), Transaction Monitoring, Risk Management, Identification/Background Checks, Compliance Management
-  **Regions of Operations:** Global

Complytek, a relatively new company at just two years old, benefits from the extensive experience of its sister company, iSPIRAL. This strong foundation has allowed Complytek to excel in various industries, offering insights into unique niches and developing a comprehensive Client Lifecycle Management (CLM) system. This system combines full functionality with the flexibility to meet the specific needs of different sectors. In its first year, Complytek achieved significant milestones, including being named among Deloitte's 50 fastest-growing companies in the Middle East and Cyprus region. It also gained global recognition from Chartis Research in the RiskTech AI50 report, ranking among the top 50 companies worldwide. Despite being a lean team of around 30 professionals, Complytek is recognised for its powerful compliance solutions for industries such as financial institutions, payment, insurance, gaming, and forex. The company is committed to tackling issues like fraud, human trafficking, and the global money laundering crisis.



-  **Founded:** 2020
-  **Employees:** 1-10
-  **Regulation/Legislation:** **AML**
-  **Subsectors:** Transaction Monitoring, Customer Due Diligence & Enhanced Due Diligence
-  **Regions of Operations:** United States, United Kingdom, Colombia, United Arab Emirates

Two industry leaders founded Consilient to transform financial crime prevention. The company introduces Federated Machine Learning (Federated Learning) to significantly enhance the efficiency and effectiveness of the financial industry in combatting crimes such as money laundering, human trafficking, and fraud. Consilient aims to foster global collaboration between organizations and regulators by sharing behavioral insights by federating machine learning models, significantly enhancing the detection of suspicious activity patterns. By enabling training across various institutions, federated learning enhances the robustness of models, as they learn from a broader range of outcomes and contexts, leading to better identification of suspicious activities. This innovative approach overcomes previous barriers to sharing insights, allowing organizations to recognize known and new suspicious activity patterns worldwide, thereby safeguarding the financial system from abuse.



-  **Founded:** 2013
-  **Employees:** 101-250
-  **Regulation/Legislation:** **MiFID II, PSD2, Basel III, AIFMD, Solvency II, KYC, AML, GDPR, SFTR, Basel III, EMIR, Any financial regulation**
-  **Subsectors:** Risk Management, Compliance Management
-  **Regions of Operations:** United Kingdom, EU, North America, APAC

Corlytics is a prominent regulatory technology (RegTech) firm committed to transforming how financial institutions handle regulatory compliance and risk. Its mission is to enable organisations to effectively navigate the intricate realm of financial regulations. Corlytics provides cutting-edge solutions that assist banks, investment firms, and other financial entities in staying ahead of regulatory changes and making well-informed decisions. The company offers a comprehensive suite of tools, including regulatory intelligence, risk assessment, compliance management, data analytics, and regulatory policy management. These tools are designed to streamline regulatory compliance processes, minimise regulatory risk exposure, and enhance overall compliance strategies. Corlytics' advanced platform utilises machine learning and data analytics to provide actionable insights, allowing clients to adapt to the ever-changing regulatory landscape.



## COMPANY RESEARCH PROFILE

# comply exchange

-  Founded 2009
-  Surrey, United Kingdom
-  [www.complyexchange.com](http://www.complyexchange.com)
-  [contact@complyexchange.com](mailto:contact@complyexchange.com)
-  Employees: 11-50
-  Regions of operation: United States, Europe

### KEY EMPLOYEES:



**David Marley**  
CEO



**Jessica Metts**  
Director of Client Services



**Lauren Pierce**  
Head Of Tax Operations

Subsectors: **Onboarding Verification (AML/KYC/CDD), Reporting, Compliance Management, Tax Form Collection and Validation**

Regulation/Legislation: **Chapter 3, Chapter 4 (FATCA), Chapter 61, CRS, DAC7, AEOI, DAC 8 and CARF**

### OFFERING

Comply Exchange provides automated solutions for global tax information reporting and withholding, leveraging over a decade of expertise to serve multinational corporations, financial institutions, and advisory firms. Our platform uses AI, machine learning, and real-time data validation to streamline compliance, reduce risk, and ensure adherence to diverse tax regimes. Our latest innovation, the WHS Extractor, applies GenAI to automate withholding statement and intermediary documentation support, setting a new benchmark in efficiency and accuracy.

As an independent provider, we deliver future-proof solutions that adapt to regulatory changes, empowering clients to navigate global tax compliance confidently.

### PROBLEM BEING SOLVED

Navigating global tax regulations creates significant operational and financial risks for organizations. Manual processes and siloed systems often lead to compliance gaps, inaccuracies, and delays, resulting in penalties and reputational harm. Comply Exchange automates tax information reporting to ensure accuracy, reduce manual errors, and streamline workflows for a seamless user experience, while supporting compliance with U.S. regulations and the OECD's Common Reporting Standard.

### TECHNOLOGY

Comply Exchange's platform uses advanced technologies to automate global tax compliance. Built on a secure, cloud-based, API-driven architecture with ISO 27001 certification, our platform supports AI, machine learning, OCR, real-time data validation, and predictive insights to ensure data integrity. By incorporating Azure AI and exploring the use of Solid Pods, we continuously advance our platform, ensuring it stays at the forefront of efficiency, security, and regulatory compliance needs. Our API-driven design ensures seamless integration with existing systems, providing clients with a scalable solution.

### PRODUCT DESCRIPTION

Comply Exchange offers a suite of tax compliance solutions that automate global tax information reporting and withholding processes. Our flagship products:

- **Comply Administration:** A centralized platform providing visibility and control over tax documentation workflows. Automates validation and reporting for IRS Forms W-8, W-9, and self-certifications, reducing manual effort and minimizing errors. Configurable for multijurisdictional regimes like FATCA and CRS.
- **Comply eForms:** Simplifies tax form collection across desktop and mobile, ensuring accuracy through real-time validation and integration. Ideal for managing complex tax obligations efficiently.
- **Withholding Statement Extractor:** Utilizes AI and GenAI to automate data extraction and validation from complex withholding statements—reducing processing time from weeks to minutes, setting a new standard for speed and precision.

Together, these solutions empower organizations to automate compliance, reduce risk, and stay ahead of evolving regulations, delivering an end-to-end approach to tax compliance management.

### TRACTION/GROWTH

- **Key Partners:** Sovos, Tungsten Automation, Certa, Lake Avenue Capital, SAP – enhancing solution capabilities and reach.
- **500k+ eForm Submissions, 1 Million+ Documented Records** managed within a single client environment. With a growth rate of over 25%, we demonstrate scalability and reliability, expanding to serve larger client populations and new markets

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# How Comply Exchange's Technology Simplifies Tax Reporting Challenges

*Manually extracting data from tax forms is a long, arduous task that is prone to error. Comply Exchange CEO and founder, David Marley, explained how its technology has helped transform the process, saving companies precious time and resources.*



## complyexchange

The genesis of Comply Exchange was rooted in David Marley's belief in the potential of a solution to simplify the collection and validation of Forms W-8 and W-9. These US tax forms, covering both US and non-US individuals and businesses, presented significant challenges for companies of all sizes in meeting IRS due diligence and reporting requirements. While working as an IT Director at a UK-based Qualified Intermediary, Marley led the design of an early version of such a solution. However, after seeing it adopted by one of the Big 4 and recognizing the limitations in its implementation and marketing, Marley saw the untapped potential for a dedicated product in this space.

With this vision, Marley made the bold decision to strike out on his own. Drawing on past learnings, he went back to the drawing board, building Comply Exchange from the ground up with quality technology, leveraging Microsoft's robust framework rather than relying on older, less scalable platforms. When Comply Exchange launched in 2010, it embodied a mission to transform tax reporting by eliminating inefficiencies, focusing on reliability, and addressing a growing market need with a superior offering.

"I was told at the time; this would be a really difficult thing for an individual to do. It's dealing with tax, regulation, big companies and PII data. These are the kind of things you can't do as an individual. Knowing it was meant to discourage me, but instead, it sounded exactly like the kind of challenge I wanted to take on."

Today, with a solid foundation of clients, Comply Exchange offers a variety of tools to automate an organisation's tax information reporting and withholding processes. At the core is Comply's eForms tool, a secure, online tax form submission process that streamlines form collection, validation, and reporting. These configurable forms are updated to support the latest tax form revisions and boast real-time validations.

These forms are then fed into Comply Admin, which acts as the centralised hub for compliance management. Marley emphasises that Comply Admin is the true powerhouse of the system and centralises the collection, digitization, verification, validation and management of both paper and electronically submitted tax documentation. From Day 1, Comply Admin provided comprehensive, yet manual support for multi-tier structure setups, as well as the automation around withholding rate calculations, report generation, and real-time analytics to help reporting teams streamline reporting and get a clear picture of their compliance status.

## Standing out from the crowd

One of the biggest differentiators for Comply Exchange is its experience. It was one of the first movers in the space and mainly due to regulatory change and complexity there has been little competition over the years. It has only been in the past few years where competitors have seen the success of platforms like Comply Exchange and are looking to release their own solutions, Marley explained. Not only does the team boast this foundation, longevity and experience, but the team is always looking at innovating and how it can improve the offering to meet new needs. "I'm always trying to be innovative in what we're doing, always looking at what our clients are struggling with, what they need and where the holes in the market are," Marley said.

With this mantra, it was essential for Comply Exchange to be nimble. The regulatory landscape continues to evolve and grow in complexity. When a new form comes in, or regulations change, the team quickly builds an update, empowering firms to easily adapt to the new measures. "That's proven time and time again to be a really strong USP on what we've been able to do, certainly compared to the more established companies. They're probably more like that oil tanker that takes a long time to turn around, and we are, by size and more so by product, much nimbler."

## The Withholding Statement Extractor

As part of its ongoing commitment to innovation, Comply Exchange recently launched its Withholding Statement Extractor solution. This is an AI-powered tool that efficiently extracts data from unstructured documents that are the withholding statements, saving clients time and money, while also boosting accuracy and compliance.

Withholding statements are essential and these unstructured documents are used for various US tax and information reporting obligations, most notably complementing Forms W8/W9, and supporting regulation requirements such as Chapter 3 and Chapter 4 (FATCA) of the US tax code. These withholding statements, normally associated with a withholding certificate, form an essential part of tax reporting as they are the documents used by withholding agents to ascertain details about how payments, income, or withholding amounts are distributed among multiple recipients or beneficiaries.

Despite their importance, there is no standardised format. Marley explained that no two statements will be the same, leaving firms with potentially thousands of unique statements to extract data from. This poses a significant challenge to tax reporting teams, as standard tools cannot cope with the variety, leaving them to manually review each document, map out structures and calculate withholding taxes. Not only does this cost them significant time and resources but leaves them prone to human error.

Rather than wait for an industry standard to be created, Comply Exchange set about solving the challenge through the latest developments in technology. Marley said, "Few have ever really bought into the idea for an industry standard and several have tried over the years. My thought was always that it is never going to happen. I would love it to happen, but it's not. So, let's not worry about that, let's see what the latest technology can really do to resolve the issue."



***"The time involved in looking at those forms and extracting the data manually onto spreadsheets is just phenomenal. And this is one of the great things about AI, you are taking this really monotonous, manual but incredibly important task and pushing it into a machine and getting out really good, high accuracy results."***

## Why now is the perfect time

Marley explained that now was the best time to release the Withholding Statement Extractor solution, simply because technology has only just become advanced enough to make it a reality. "The timing is all about technology catching up with the requirement, and then, of course, the requirement being right for technology to actually deliver it. So that's kind of been a perfect storm of how we've gotten through this," he said.

Many attempts have been made to try and agree standards, to try and automate the data extraction from withholding statements through OCR, or simply find easier ways to generate different templates. All of which Comply Admin has considered and incorporated over the years, but it has only now truly become possible thanks to the advancement of large language models (LLMs). Marley said, "The so-called light bulb moment came after thinking, if we can put an LLM around all the regulations, integrate this with the latest advancements in OCR and use technology like Copilots to guide and automate, then you can start feeding in these documents. You might get 1000 withholding statements that are roughly the same information but laid out completely differently and in different orders or containing multiple attachments, but maybe we can start building that knowledge base to be able to extract this detail into a normalised format and using data transformation techniques push that data into systems like Comply Exchange. That's powerful!"

Comply Exchange's Withholding Statement Extractor is the culmination of this idea. The platform leverages AI and Optical Character Recognition (OCR) techniques to automatically extract the relevant data from the document and feed it directly into the admin application for further use. Copilots guide the user through management and any exception handling. It takes the whole process from hours down to minutes and supports hundreds of statement formats. "You upload and hit a button, it will extract the data, go through an approval process, import and automatically build a structure in the system – we really are talking minutes."

Comply Exchange's AI has been trained on the relevant regulations, as well as a variety of withholding statements, so it can tackle most formats it is presented with. In practice, the AI will interpret the regulation based on its comprehensive ruleset, compare this with the withholding statement and then extract the relevant information, automatically compiling it into a structured format. "The AI is really interpreting that document as a human would." The AI assesses the documents, identifies the direct investors, determines whether there are underlying beneficiaries, how they are connected, the allocation etc, and combined with Comply Admin, determines the type of withholding needed, calculating rates to the lowest beneficiary. "The LLM is now starting to learn all of that across each one of these kinds of withholding statements, and extracting that data into a clean, consistent format."

## Market reaction

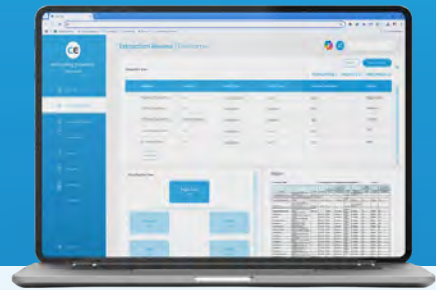
With the ability to simplify a resource intensive process, it is no surprise the tool has been met by praise from the clients and industry experts demonstrated to. "They love the solution from a point of view of accuracy, time saving, general compliance and really just mitigating their risk. The feedback couldn't be better."

Ultimately, Marley outlined several reasons why the Withholding Statement Extractor is an essential tool for tax teams. Near the top of that list is time savings. Marley noted that many in the industry are dealing with thousands, some 10's of thousands of withholding statements, annually, with each following their own formats. He said, "The time involved in looking at those forms and extracting the data manually onto spreadsheets is just phenomenal. And this is one of the great things about AI, you are taking this really monotonous, manual but incredibly important task and pushing it into a machine and getting out really good, high accuracy results."

On top of this, the number of documents firms must assess is only growing, but tax deadlines are not changing, making it harder and certainly more stressful for teams to get their information together and reports completed on time. The Withholding Extractor solution not only helps ensure firms meet the deadlines but can be confident their reports are accurate and error-free. ●



# Case Study: Streamlining Withholding Statement Management for a Large Private Equity Company



## Summary

A leading private equity and investment advisory firm faced growing challenges in managing high volume, non-standardized withholding statements.

By implementing Comply Exchange's Alpha release of the *Withholding Statement Extractor*, they were able to automate data extraction, structure setup, generate standardized output, and as a result, reduced processing errors by approximately 65%.

## The Problem

Our client, a private equity fund managing investments across multiple jurisdictions, faced significant challenges in managing tax compliance related to its portfolios and investors. The scale and diversity of withholding statements led to significant challenges, including:

- **Volume of Documents:** Hundreds of withholding statements to be processed annually.
- **Inconsistent Formats:** Documents arrived in various, non-standardized formats, making manual data entry complex and time-consuming.
- **Compliance Risk:** Accurate output is imperative for accurate reporting, where these manual tasks are resource-intensive and prone to error.
- **Operational Inefficiencies:** Manual workflows delayed tasks and strained resources, particularly during peak periods like year-end.

To scale its operations effectively without compromising compliance, the client needed an automated solution to manage withholding statements efficiently.

## The Solution

In early 2024, the client implemented Comply Exchange's Alpha version of the Withholding Statement Extractor to assist in streamlining its withholding statement management processes. The solution offered:

- **AI-Driven Automation:** Extracted key data fields, including investor details, and ran withholding rate calculation checks, creating structures in editable file formats.
- **Validation Checks:** Minimized errors by automatically flagging inconsistencies and incomplete data.
- **Seamless System Integration:** Integration with the client's existing workflows ensured a quick and disruption-free transition.
- **Scalability:** Handled high volumes of statements efficiently during peak periods, in readiness for tasks such as year-end tax reporting.

## Implementation

The implementation was carried out in three strategic phases:

- **Phase 1: Analysis and Configuration** – Comply Exchange analyzed various withholding statements, and the extractor was configured to "learn" from the client's specific document formats and output requirements, ensuring the AI was optimized for accurate data extraction and processing.
- **Phase 2: Integration and Testing** – Already integrated with Comply Exchange's back-office Administration application, the client was able to easily transition the tool into existing workflows.
- **Phase 3: Rollout and Training** – Teams received comprehensive training, supported by ongoing technical assistance to ensure effective adoption.

## The Results

The implementation delivered measurable benefits for our client, most notably:

- **65% Reduction in Processing Errors:** Automated validation significantly improved the accuracy of data entry.
- **80% Time Savings:** Automated workflows more than halved the time previously spent on manual data extraction and processing.
- **Improved Output:** Enhanced accuracy reduced the risk of errors related to incorrect or invalid data output.

## Insights

Building on the success of the Alpha release, we committed to further enhancing the Withholding Statement Extractor with the following improvements, culminating in the Beta version launch on **January 24th, 2025**:

- **Enhanced Accuracy:** Leverage advanced AI tools to refine data extraction processes, improve precision, and handle non-standardized formats more reliably.
- **Advanced Verification Processes:** Introduce multi-layer validation and cross-referencing with predefined rules, while starting to integrate external data sources to reduce errors and enhance confidence in outputs.
- **Expanded Capabilities:** Enhance workflows and the user interface with extended functionality, including streamlined approval processes for greater efficiency.
- **Strengthened Security:** Implement an advanced security wrapper to ensure robust data protection and compliance with evolving regulatory standards.

The 2025 launch of the next generation of the WHS Extractor will mark a pivotal step in delivering these advancements, reinforcing the Extractor's position as a leading solution for withholding statement management.



# COMPANY RESEARCH PROFILE



**PRODUCT NAME:**  
RegPlatform

-  Founded 2011
-  London, United Kingdom
-  [www.cube.global](http://www.cube.global)
-  [contact@cube.global](mailto:contact@cube.global)
-  Employees: 251-500
-  Regions of operation: Global

## KEY EMPLOYEES:



**Ben Richmond**  
Founder and CEO



**Pedro Pereiro**  
Chief Customer Officer



**Rob Fulcher**  
Chief Commercial Officer

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

Subsectors: **Risk Management, Reporting, Compliance Management**

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

## OFFERING

CUBE delivers comprehensive, AI-driven regulatory data to support its Automated Regulatory Intelligence (ARI) and Regulatory Change Management (RCM) solutions. Its purpose-built technology, including the RegBrain AI engine and RegPlatform software, tracks, analyses, and monitors laws, rules, and regulations globally across all countries and published languages. This ensures customers benefit from an always up-to-date regulatory footprint, enhancing compliance visibility and capabilities worldwide.

With operations spanning Europe, North America, Canada, Asia, the Middle East and Australia, CUBE serves a global clientele, including some of the world's largest financial institutions, helping them streamline complex regulatory intelligence and change management processes. In 2024, following a strategic partnership with Hg, CUBE acquired US-based Reg-Room and Thomson Reuters' Regulatory Intelligence and Oden businesses.

## PROBLEM BEING SOLVED

CUBE RegPlatform addresses the complexities of regulatory compliance faced by organisations. It offers a centralised repository for managing extensive regulatory information from diverse sources, streamlining the storage and organisation of critical documents. The platform's AI-powered capabilities enable real-time monitoring and tracking of regulatory updates, ensuring organisations remain compliant amidst frequent changes. Leveraging natural language processing, CUBE helps users interpret complex regulatory language and extract key insights from documents. Its recommendation engine suggests applicable regulations tailored to an organisation's specific circumstances, simplifying the application of requirements to business processes. With multi-language and multi-jurisdictional support, CUBE RegPlatform ensures global compliance, helping organisations reduce risk, enhance efficiency, and maintain a strong regulatory posture across diverse markets.

## TECHNOLOGY

CUBE's **RegBrain** cognitive module underpins its RegPlatform, enabling automation and advanced predictive analytics to manage the vast complexity of regulatory change. AI is central to CUBE's technology, driving efficiency across key regulatory processes.

### AI in Regulatory Change

**Management:** Tasks such as content collection and normalization are powered by computer vision (OCR), while translation, classification, and entity extraction rely on natural language processing (NLP). Recommendations and predictions combine NLP with deep learning.

**Continuous Improvement:** CUBE's AI evolves through human-in-the-loop feedback, ensuring ongoing refinement.

**NLP's Role:** NLP addresses the challenges of processing complex, unstructured regulatory data and accelerates regulatory change management by improving content understanding and mapping.

## PRODUCT DESCRIPTION

CUBE RegPlatform provides a comprehensive solution for regulatory compliance, distinguished by the following key features:

### 1. Tailored Regulatory Inventory

- **Customisable:** Enables users to create a personalised inventory of relevant laws, rules, regulations, and updates.
- **Comprehensive Coverage:** Includes a wide range of topics, such as ESG, cybersecurity, legal, and more.

### 2. AI-Powered Efficiency

- **Automation:** Utilises AI to streamline tasks, reducing manual effort and improving accuracy.
- **Advanced Analytics:** Leverages AI to provide valuable insights and predictions, supporting informed decision-making.

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## **i** PRODUCT DESCRIPTION (CONT.)

### 3. Global Reach

- **Multilingual Support:** Translates regulatory content from over 70 languages into English.
- **Extensive Coverage:** Covers 220 countries, 750+ jurisdictions, and over 8,000 issuing bodies.

### 4. Secure and Scalable Infrastructure

- **SaaS Solution:** Offers easy access and scalability.
- **Private Cloud Hosting:** Ensures data security and reliability.

### 5. Human-Centred Approach

- **Expert Collaboration:** AI capabilities are enhanced by human input from regulatory experts and users.

In essence, CUBE RegPlatform delivers a powerful, customisable, and globally comprehensive solution for managing regulatory compliance. It leverages AI to streamline processes, deliver actionable insights, and maintain an unparalleled scope in the industry, with the ability to translate from over 70 languages into English and cover regulations across 220 countries, 750+ jurisdictions, and 8,000 issuing bodies globally. Topics include ESG, cybersecurity, legal matters, and more.

## **▲** TRACTION/GROWTH

### • Clients:



### • Consulting partners:



### • Technology Partners:



- Cube acquired US-based Reg-Room as well as Thomson Reuters Regulatory Intelligence and Oden products and businesses. The acquisition of these global businesses represents a major step forward in CUBE's growth plans. It will deliver significant scale across many of the world's leading and systemically important financial institutions.

## **👤** MANAGEMENT BIO

Driven by a vision to transform compliance and an intention to set the global standard for AI-driven regulatory compliance, Ben Richmond founded CUBE in 2011. Once described as the 'world-beating Rockstar of RegTech', Ben is our results-driven CEO with a focus on progression, growth, and transforming compliance.

Ben started his career in technology at MISys where he realised the untapped potential hidden within unstructured data. With this in mind, Ben built a business centred around harnessing unstructured data for the greater good within financial services.

In the midst of the 2008 financial crisis, Ben was quick to see that the future of financial services was going to change. The industry had been brought to its knees due to a lack of efficient controls. Ben saw that the future of finance was rooted in more rules and regulations – unstructured data that needs to be harnessed and classified by financial institutions.

# How CUBE helps FIs ride the stormy waves of the regulatory landscape

*Founded in 2011, CUBE emerged out of one of the most turbulent events in recent history – the financial crisis. With the regulatory landscape undergoing substantial transformation, Ben Richmond identified a gap in the market to address the sectors growing challenges.*



Richmond – who is founder and CEO of CUBE – envisioned a future where AI and ML could ‘illuminate the complex web of regulations’ and that compliance could be transformed from a burden into an advantage.

He added, “The rapid digitisation of finance has led to a complex and ever-evolving regulatory landscape. To help organisations navigate this complexity, I founded CUBE. Our mission is to empower financial institutions with the tools to proactively address regulatory challenges, including financial crime prevention, ESG monitoring, and regulatory change management. By harnessing the power of AI and machine learning, CUBE offers innovative RegTech solutions that streamline compliance and risk management processes.

## Setting CUBE apart

Setting yourself apart in an industry as hyper-competitive as RegTech is key. How does CUBE achieve this?

Richmond explained, “CUBE differentiates itself by offering a comprehensive and global solution to regulatory challenges. Our platform covers an extensive range of jurisdictions, including 750+ Jurisdictions, 220 Countries & Territories, and 8000+ Issuing Bodies.

This unparalleled breadth of coverage ensures that our clients are always up-to-date with the latest regulatory developments, regardless of their geographic footprint.

“Furthermore, our platform supports over 70 languages. This multilingual capability enables us to deliver localised insights and support to our clients worldwide, ensuring seamless communication and understanding of complex regulatory requirements. By combining global reach with deep local knowledge, CUBE empowers organizations to navigate the complex regulatory landscape with confidence.”

CUBE also offers a data-driven approach that enables it to provide top insights into regulatory trends and risks. This approach, claims Richmond, helps clients stay ahead of the regulatory curve.

Richmond continued, “CUBE is committed to delivering exceptional customer service. The company works closely with its clients to understand their specific needs and tailor solutions accordingly. With years of experience in the RegTech industry, CUBE has a strong track record of success. The company has helped numerous financial institutions navigate complex regulatory challenges and achieve compliance excellence.”

## Pain points to solve

When it comes to being a stand-out member of any sector, being able to solve pain points better than your competitor is critical. What challenges does CUBE solve?

“While access to regulations is crucial, it’s just the beginning. CUBE goes beyond simple access by providing human-in-the-loop automated regulatory intelligence (ARI). This powerful combination of human expertise and AI enables our clients to make sense of the vast and ever-changing regulatory landscape,” said Richmond.

Another area is regulatory complexity. “Navigating complex and often conflicting regulations can be daunting. CUBE’s AI engine (RegBrain) and software platform (RegPlatform) are designed to track, analyse, and monitor regulations tailored to your specific risk and compliance profile. This allows you to create an always up-to-date regulatory footprint that transforms visibility and compliance capability,” Richmond added.

Furthermore, CUBE’s automated solutions help to streamline operations, reducing the burden on teams and freeing up valuable resources.

“Staying compliant with ever-evolving regulations is essential to mitigate risk. CUBE’s horizon scanning capabilities help you identify emerging risks and proactively address them. By addressing these pain points, CUBE empowers financial institutions to achieve greater efficiency, reduce risk, and drive innovation,” finished Richmond.

## RegTech trends

Whilst relatively young compared to other technology sectors, RegTech is evolving at a fast pace. Across the globe, the trends in the RegTech market are evolving rapidly in tandem.

In APAC, Richmond detailed a key trend is AI-driven compliance, with the region witnessing rapid adoption of AI and machine learning to automate compliance processes, detect anomalies and predict regulatory changes.

Also growing popularity in APAC is cloud-based solutions, something the CUBE CEO emphasises are offering scalability, flexibility and cost effectiveness. The last noticeable trend in the region surrounds cyber. “As cyber threats escalate, cybersecurity RegTech solutions are becoming increasingly important, especially with the rise of digital banking and fintech,” explained Richmond.

“

***“Machine learning helps us predict future regulatory changes and their impact on our clients’ businesses, giving them a significant advantage.”***

Other areas where cybersecurity is gaining ground is in the EMEA and the Americas market, with Richmond claiming the ‘stringent’ data privacy regulations like GDPR and CCPA and others drive demand for robust data protection and cybersecurity solutions.

Sustainable finance is also receiving considerable attention, and its growth is leading to the development of RegTech solutions to monitor and report on ESG performance. Cross-border collaboration is equally growing in popularity, with Richmond claiming that with the increasing complexity of cross-border regulations, RegTech solutions are gaining traction.

Meanwhile, the Middle East is undergoing rapid digital transformation, driving the adoption of RegTech solutions to boost efficiency and streamline operations.

AML and CTF are also key trends. “Due to increased regulatory scrutiny, AML and CTF compliance remains a top priority, leading to the development of advanced RegTech solutions,” said Richmond. With Islamic Finance, the unique regulatory framework for the system is requiring RegTech solutions to ensure compliance with Sharia principles.

In the Americas, AI and ML and regulatory change management are top of mind for Richmond.

“The region is at the forefront of AI and machine learning adoption in RegTech, with solutions for fraud detection, risk assessment, and regulatory reporting. Meanwhile, with frequent regulatory changes, RegTech solutions that can quickly adapt and provide real-time updates are in high demand,” he detailed for both.

## The role of AI

One of the most unmistakable and unavoidable developments to hit the professional world has been the rapid growth of AI, machine learning and natural language processing.

With such technologies likely to bring large scale disruption, CUBE sees these technologies at the core of its innovation.

Richmond said, “We use AI to automate tasks like document review and data extraction, freeing up our clients’ staff to focus on higher-value activities. We also use NLP to analyse vast amounts of regulatory text, allowing us to identify key trends and potential risks much faster than traditional methods.

“Machine learning helps us predict future regulatory changes and their impact on our clients’ businesses, giving them a significant advantage,” he added.

CUBE also highlighted that it uses machine learning to constantly scan regulatory updates and identify patterns and anomalies. “This allows us to proactively alert our clients to potential changes that could impact their business. We also use AI to analyse their data and identify potential compliance risks before they become issues,” outlined the CUBE CEO.

## Future plans

CUBE has recently made acquisitions in the RegTech sector, snapping up Thomson Reuters Regulatory Intelligence and Reg-Room. According to Richmond, these acquisitions are ‘truly transformative’ for the company.

He explained, “By integrating the best-in-class entity management and regulatory change tracking from Reg-Room with Thomson Reuters’ unparalleled regulatory content and expertise, we’re creating a powerful, unified platform.”

Richmond added the acquisitions will enable CUBE to offer its clients a comprehensive solution for all their regulatory intelligence and compliance needs. “Imagine a single platform where they can access real-time regulatory updates, conduct entity due diligence, and analyse complex regulatory documents. This streamlined approach will significantly reduce their operational costs and free up valuable time for strategic initiatives.”

The company has also opened new offices in India and Australia as well as its upcoming UK headquarters.






“These strategic locations will enable us to better serve our growing client base and deepen our relationships with local regulators and industry experts. With these acquisitions and expansions, CUBE is well-positioned to become the leading global provider of regulatory intelligence and compliance solutions,” concluded Richmond. ●



-  Founded: 1995
-  Employees: 101-250
-  Regulation/Legislation: **KYC, Consumer Duty, SM&CR, TCSourcebook, DISP**
-  Subsectors: Compliance Management
-  Regions of Operations: Global






Davies Technology Solutions (DTS) has established its enviable reputation through assisting the UK's leading financial service businesses in navigating the challenges of regulatory compliance. Through our range of Worksmart branded RegTech solutions, DTS aids companies across all sectors and regions, helping maximise operational efficiency through strengthening our client's approach to managing Governance, Risk & Compliance. From Training & Competence to Quality Assurance, and from SM&CR (and other accountability regimes) to Complaints Management, Worksmart facilitates more intelligent business responses.



-  Founded: 2008
-  Employees: 51-100
-  Regulation/Legislation: **MiFID II, KYC, AML, EMIR, Dodd Frank, AnaCredit, FATCA, MLD, SMCR**
-  Subsectors: Onboarding Verification (AML/KYC/CDD), Risk Management, Identification/Background checks, Compliance Management
-  Regions of Operations: Global

Diligencia assists global clients in accessing crucial information on organisations registered in the Middle East & Africa (MEA) utilising primary sources that are typically difficult to locate. By providing curated data, Diligencia enables clients to manage financial crime risk, compliance obligations, market strategies, and counterparty risks in the MEA region effectively. Their services encompass entity registration identifiers, corporate structures, ultimate beneficial ownership (UBO) details, individuals' corporate affiliations and compliance screening, including sanctions, PEPs and adverse media. For scenarios requiring in-depth analysis, Diligencia offers specialist corporate intelligence services such as litigation support, asset tracing, and official record retrieval. Recent accolades include being named One to Watch for Corporate Data Innovation in the Chartis RiskTech100 2025, a Category Leader on the Chartis RiskTech Quadrant for KYC Data Solutions 2024, a Middle East Regional Winner in Chartis Research's Financial Crime and Compliance50 2024 and featuring in the RegTech100 list for two years running.



-  Founded: 2018
-  Employees: 51-100
-  Regulation/Legislation: **KYC, AML**
-  Subsectors: Onboarding Verification (AML/KYC/CDD), Transaction Monitoring, Risk Management, Reporting, Identification/Background checks, Compliance Management, Digital Identity
-  Regions of Operations: United Kingdom, India, China

DLT Apps is a forward-looking RegTech company specialising in Distributed Ledger Technology solutions for the financial sector, focusing on Wealth and Asset Management. The company addresses the industry's need for agility and innovation by creating secure, transparent, and efficient digital tools. DLT Apps created the Qkvin solution that delivers KYC, digital identity and ongoing monitoring and decisioning with AI-powered customer experience and client lifecycle management. Qkvin accelerates the onboarding of individuals and companies, empowers ongoing monitoring across the client lifecycle to deliver better customer experience, optimising cost, and strengthens overall regulatory compliance with changing requirements. Qkvin is built on modern technologies and improves operational efficiencies and helps mitigate risks by leveraging automation and AI/ML. It provides automated risk profiling and decisioning based on customised rules for your organisation(s) as well as jurisdiction-based rules and regulations.

# Revolutionize AML compliance & risk management with Flagright

The modern standard for financial crime compliance to monitor, screen, detect, and investigate.



## AI-native Automation

Eliminate manual workflows with advanced automation.



## No-Code Platform

Simplify deployment with a user-friendly interface.



## Unified Solution

Consolidate all compliance needs into one central hub.



## Always Real-Time

Instantly detects suspicious activities for fraud prevention.

## Flagright's AI-Native Solutions



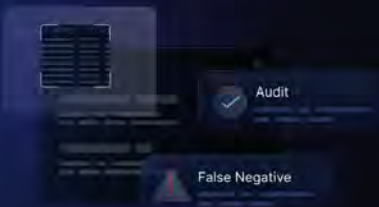
### Real-time & post-transaction monitoring

Detect and prevent fraud and AML activities with real-time monitoring.



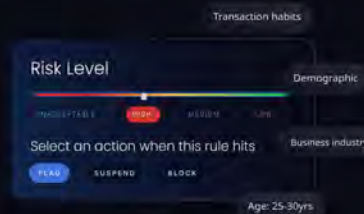
### Case management

Centralizes investigations with streamlined workflows, enhancing team efficiency and decision-making.



### AI Forensics for screening

Eliminates up to 98% of false positives, optimizing watchlist and sanctions screening processes.



### Customer Risk Assessment

Dynamically evaluates customer risk, enabling smarter, real-time compliance decisions.



### AML Screening

Screen against sanctions, politically exposed persons (PEP) lists and adverse media checks on a centralized platform.

**Proactive. Scalable. Reliable.**



Founded: 1984



Employees: 251-500



Regulation/Legislation: **PSD2, KYC, AML, GDPR, EMIR, FATF, Wolfsberg AML principles, OFAC, goAML by UNODC, FATCA, CRS by OECDUNSC, Dodd Frank, EU Sanctions, UK Sanctions, FINTRAC Sanctions, AUSTRAC Sanctions, 16-REGULATION (EU) 2015/847 On information accompanying transfers of funds, 18-USA Patriot Act Sections 311, 312, 313 and 319 (a) (b)**



Subsectors: Transaction Monitoring, Reporting, Identification/Background checks, Compliance Management, Watchlist Screening, Payment Fraud Detection, Payment Gateway



Regions of Operations: Global

Eastnets delivers compliance and payment solutions to the financial services industry, specialising in modular, scalable tools for tackling financial crime and optimising operations. With 40+ years of expertise, Eastnets supports over 800 clients, including global financial institutions, and 270+ corporate entities. Its solutions cover compliance, payment workflows, and secure SWIFT hosting, enabling rapid deployment and seamless integration. Backed by anti-money laundering and SWIFT-certified experts, Eastnets provides consulting, implementation, disaster recovery hosting, training, and infrastructure maintenance. With regional offices and strategic partners, Eastnets combines advanced technology with deep expertise to help clients achieve compliance and operational excellence in the face of evolving financial crime threats.



Founded: 2019



Employees: 11-50

Regulation/Legislation: **KYC, AML**

Subsectors: Transaction Monitoring, Risk Management, Compliance Management



Regions of Operations: EMEA

Elucidate is a prominent RegTech company that enables financial institutions to manage risk, compliance, and financial crime proactively through its AI-driven Modular Ecosystem. Founded on the principle that compliance should be a strategic asset, Elucidate offers scalable, real-time solutions that revolutionise how financial institutions tackle regulatory challenges, fraud detection, and AML/KYC processes. The platform utilises advanced analytics, machine learning, and real-time data processing to provide a comprehensive suite of adaptable tools for the evolving landscape of financial crime and regulatory requirements. Elucidate's Real-time Payment Validation feature is a key strength, identifying suspicious activities and compliance risks before transactions occur, thus reducing false positives and enhancing fraud detection. Serving a wide range of financial institutions, from global banks to FinTech startups, Elucidate delivers commercial benefits by reducing compliance costs, improving risk management, and streamlining operations. The solutions integrate seamlessly with existing infrastructure, offering a future-proof approach to compliance that adapts to market demands.



Founded: 2012



Employees: 101-250

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

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



Regions of Operations: United States, Canada, United Kingdom, Ireland, EMEA, APAC

Encompass Corporate Digital Identity (CDI) offers a comprehensive platform that amalgamates and analyses both public and private data to provide a holistic view of customers. It constructs complete customer profiles that can be shared across an organisation as required. Serving as the cornerstone of a digital ecosystem, Encompass CDI features automated searches of global public data and facilitates customer outreach for private information. It employs normalisation, primacy rules, and entity resolution to address data conflicts, while also mapping corporate hierarchies and identifying ultimate beneficial owners (UBOs). Furthermore, it consolidates and integrates CDI profiles with other systems, ensuring the maintenance of these profiles.



We help companies action regulatory change








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REQUIREMENTONE






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



-  **Founded:** 1989
-  **Employees:** 251-500
-  **Regulation/Legislation:** **KYC, AML, GDPR**
-  **Subsectors:** Onboarding Verification (AML/KYC/CDD), Communications Monitoring, Risk Management, Reporting, Compliance Management, Know Your Supplier, ESG
-  **Regions of Operations:** EMEA and North America






Expert.ai (EXAI:IM) is a company listed on Euronext Growth Milan, specialising in enterprise artificial intelligence solutions to enhance business value for organisations across Europe and North America. Utilising a proven innovation framework, Expert.ai aids businesses and public administrations in their digital transformation by leveraging AI's potential across various processes and use cases. The company adopts a responsible, transparent, and sustainable approach, focusing on people, problem-solving, and goal achievement. With over 25 years of experience in natural language solutions, Expert.ai has successfully executed hundreds of projects by integrating leading AI technologies with its proprietary technologies, including knowledge graphs, machine/deep learning techniques, large language models, and generative AI. Its solutions are favoured by banks, financial institutions, insurance companies, publishers, and organisations in healthcare, defence, intelligence, and public administration sectors. These solutions automate knowledge on a large scale, manage vast information volumes, enhance decision-making processes, and enable new efficiency levels by utilising the right data promptly.



-  **Founded:** 2017
-  **Employees:** 11-50s
-  **Regulation/Legislation:** **OFAC, FinCen, AML, NYDFS 504.3, KYC, GDPR, 314a, and others.**
-  **Subsectors:** Sanctions Screening, Verification of Payee, Perpetual KYC (pKYC), Transactions Screening
-  **Regions of Operations:** Global

Fincom revolutionized AML Sanction Screening, offering innovative solutions to enhance the efficiency and effectiveness of AML compliance. The company provides a comprehensive AML Suite that supports all sanction screening rails, including payments such as wire transfers, RTP, Fed-Now, ACH, SEPA, TIPS, Trade Finance and pKYC (Ongoing). Fincom's solutions significantly improve the compliance regimes of financial institutions, significantly reducing the operational costs and false positives. The company's advanced 'Deep-Tech' for entity resolution and data management is adaptable to any data format, technology, or language. At the heart of Fincom's technology is its Phonetic-Linguistic Engine, which utilizes patented Phonetic Fingerprint Technology combined with multi-lingual phonetics, computational linguistics, and advanced mathematical algorithms. Fincom's solutions are trusted by US banks, financial institutions in the EU/UK, international regulators, and leading tech companies.



-  **Founded:** 2019
-  **Employees:** 1-10
-  **Regulation/Legislation:** **PSR APP Scams**
-  **Subsectors:** Transaction Monitoring, Capital Planning/Stress Testing, Reporting
-  **Regions of Operations:** United Kingdom

Founded in Cambridge in 2019, FinCrime Dynamics provides independent APP fraud testing services helping firms improve their controls against financial crime and minimise losses by translating financial crime intelligence into data resources. We believe synthetic data is a crucial tool for enabling rapid, scalable responses to new and evolving fraud techniques. To that end, we've built the world's most comprehensive repository of financial crime behavioural simulations and a specifically designed synthetic data generation engine designed to simulate and address real-world fraud scenarios. We're tackling emerging scam threats by addressing the "unknown unknowns" and creating forward looking simulations for control testing via Scam Hunter® and our FinCrime Simulation Library.

# Revolutionizing AML screening: A New Standard for Accuracy and Speed

*To navigate the complexities of modern compliance, financial institutions seek more efficient, agile, and accurate sanction screening solutions.*

*Gideon Drori, Co-Founder and CEO of Fincom, addresses current key market trends and the adoption of Fincom's innovative technology.*



## There are many sanction screening solutions on the market, what is special about Fincom?

Fincom has been around for several years now, and has delivered significant results with its sanction screening solutions. Our solution technology performance highlights its effectiveness by dramatically reducing false positives and alert rates by over 90%, thereby improving operational efficiency. Additionally, we have consistently demonstrated effectiveness by ensuring no critical alerts are missed.

We achieved this through our core technology known as Phonetic Fingerprint. Unlike legacy solutions' technology that rely on tokenization and fuzzy logic, Phonetic Fingerprint identifies the sounds of a written word and assigns a mathematical code to it, regardless of spelling, across 44 languages. This is not Soundex, Metaphone, or Double Metaphone, which are designed for Latin alphabets, with a single focus on English; it is a more sophisticated and highly efficient technology, based on multi-lingual phonetics

combined with computational linguistics, taking into account dialects, and different transliterations.

In addition, we utilize 48 algorithms that operate within an ontology tree to deliver the most accurate results. Our technology is agile, allowing us to screen every field in a message using a fitting methodology.

For instance, when screening a wire with 56 fields, we currently employ six different methodologies, each suitable for a specific data type.

This multifaceted approach is one of the reasons we do not miss any critical alerts, ensuring greater compliance while saving significant costs.

## What's the secret behind Fincom's impressive market adoption?

Over the past two years, we have signed 26 new clients (Banks) in the US market, and we anticipate doubling that number in the coming year. Our success stems from the exceptional performance we provide to Financial Institutions (FIs), especially regulated Tier 1 and Tier 2 US banks. There is no other solution on the market that can match our results. Our platform empowers FIs to optimize and enhance their screening processes, leading to significant reductions in compliance operational costs, saving 85% to 90% compared to their existing solutions. We assist our clients in navigating dynamic compliance requirements and audit checks.

## Can you share a recent customer example and the benefits they gained from adopting your product?

A well-known US-based Tier 1 regional bank faced a 38% alert rate, meaning that over 1 out of 3 of its transactions were halted for manual intervention. This inefficiency forced the bank to allocate substantial staff to the wire transaction process to avoid 2-3 days delays.

Recognizing the need for improvement, they sought a new AML screening system. At the time, they were using a common solution from a known vendor, but it relied on outdated fuzzy logic technology with 185 configured rules.

After a successful trial, they implemented our AML screening solution, which reduced their alert rate from 38% to just 4.5% within a month. Furthermore, with their old system, each false-positive alert required investigation of 8 to 12 potential hits; with the Fincom solution, this was reduced to 2. The bank was amazed by the accuracy and efficiency of our system.

Five weeks after implementation, our system identified the phrase “friends of Hezbollah” hidden in free text, which required the bank to file a Suspicious Activity Report (SAR). The bank reviewed the account’s historical transactions and uncovered four additional suspicious transactions that their previous system had missed because the legacy system from their former vendor was unable to screen free text effectively. The bank promptly informed FinCEN and OFAC and underwent an audit. Thanks to their proactive approach and the implementation of Fincom’s system, they passed the audit with flying colours.

By adopting Fincom’s system, the bank reduced its screening processing costs by 90% while achieving much better compliance. They now highly value our system and service, with their EVP of Payments being Fincom’s enthusiastic advocate. This story explains why an increasing number of banks are choosing our solutions. Any bank that engages with our customers or trials our system is convinced of its superior performance.

### What are the key trends that you see in the market?

One of the major challenges facing FIs is the adoption of the ISO 20022 message format. It includes significantly more detailed payment information, intending to enhance AML compliance. However, this transition is causing disruptions, as legacy solutions are struggling to adapt their technology and rules engine to support the new format. This presents a considerable challenge and risk for many banks that rely on outdated systems.

Another evolving trend is the shift from “Best of Suite” to “Best of Breed” solutions. Traditionally, many institutions have relied on complex platform-based solutions that comprise of various fraud and AML tools. These solutions often prove inefficient, demanding to maintain, and can expose institutions to compliance risks.

Organizations are increasingly recognizing that they are spending too much without receiving adequate value in return, often relying on technology that fails to meet current regulatory demands. Many such systems were built 20 to 30 years ago, in a different regulatory environment. As a result, there is an urgent need for change.

Today FIs show a growing interest in implementing specialized, best-of-breed standalone solutions for fraud detection, sanctions screening, KYC, and monitoring, rather than relying on expensive, inefficient all-in-one platforms.

Additionally, we are witnessing a trend where more sanctions are issued in original languages. For instance, the US has recently added Russian, with plans to include Arabic and Korean. In the EU, there are eight languages on the UN list, while the UK and Switzerland recognize around six. This shift aims to enhance compliance by eliminating the weak

link of transliteration, which can lead to multiple spellings of names.

For example, my nickname, Gidi, can be spelled in five different ways, resulting in varied outcomes in screening systems. This issue is even more pronounced with common names like Muhammad, which has about 56 different spellings. The introduction of original language screening addresses these challenges, yet many legacy systems do not support languages beyond English and struggle with spelling variations.

It’s crucial to recognize that original language names are not weak aliases; by law, they must be screened. Most legacy technologies do not accommodate this requirement. At Fincom, we support 44 languages and can read and understand them in their original scripts. This capability is increasingly important, and when we present it to FIs, they are duly impressed.

Moreover, we see a rise in payment applications that facilitate direct person-to-person transactions, which will likely lead to more payment messages in additional languages. While this trend may not fully materialize in the next year, it is certainly on the horizon.

### What new solution has been introduced by Fincom recently?

We recently introduced a standalone Verification Of Payee (VOP) server solution, specialized in “Name Matching”, which helps FIs mitigate the risks and financial losses associated with misdirected payments. With 5-8% of payments being misdirected, VOP is becoming essential for minimizing losses and administrative burdens, particularly for instant, irrevocable payments.

This solution also enables banks to comply with the EPC VOP scheme rulebook and the EU instant payment regulations. Fincom’s VOP Server is easily integrated with the bank’s existing systems and enables rapid implementation in just a few weeks.

### What advice would you give to FIs looking to improve their sanctions screening processes?

My number one piece of advice - have an open mind and be willing to try and implement advanced technologies.

In addition, do your research and ask tough questions, as you might be surprised by the answers.

For instance, a significant difference between implementing Fincom and legacy solutions is that Fincom typically takes only 6 to 8 weeks to implement. Many FIs fear that the process will take 12 to 18 months as with incumbent vendors. You may discover that newer technologies can meet your demands far more effectively. While what you have may have been suitable when it was first implemented, there are now far superior technologies available. So, my biggest advice is to embrace change and explore the options that can transform your processes and ability to respond to changes ●

# Addressing the risks and costs of misdirected payments



## What are the challenges?

Misdirected payments, where funds are sent to the wrong recipient or account, occur at an average rate of 5% to 8% of the total payments processed by banks. One-third of all payment failures are caused by errors in account numbers, while another third results from mistakes in beneficiary details. Investigating and resolving misdirected payments is time-consuming and often requires collaboration between various departments, including customer service, fraud prevention, compliance, and operations. Remediation efforts typically cost between \$30 to \$100 per incident, covering administrative costs and potential legal expenses. Additionally, chargebacks resulting from these errors can cost between \$20 and \$100 each. Fraudsters exploit misdirected payments by leveraging vulnerabilities in payment systems, manipulating individuals or organizations into providing incorrect payment information or authorizing payments to fraudulent accounts.

Therefore, Misdirected payments have significant financial, operational, reputational, and regulatory impact on banks:



### Financial Losses

Banks may incur losses if funds cannot be recovered from unintended recipients and may also need to compensate customers for delays, errors, or losses.



### Operational Challenges

Resolving misdirected payments requires staff time and resources, disrupting operations and increasing expenses.



### Regulatory & Compliance Risks

Misdirected payments enable fraud if exploited by malicious actors and may expose systemic weaknesses, raising compliance concerns.



### Reputational Damage

Such errors may erode customer confidence in the bank's transactions handling, attract media attention, and damage the reputation.

## Stop Misdirected Payments with Verification of Payee

Implementing an automated Verification of Payee (VoP) solution at the receiving bank allows for accurate verification of payee's details before transactions are processed. By ensuring that payee's name matches the account details, VoP significantly reduces the risk of funds being sent to the wrong account, whether due to fraud or simple errors. This approach helps avoid expensive remediation efforts and chargebacks, thereby decreasing financial losses and alleviating administrative burden. VoP is becoming vital for instant payments, where transactions are irrevocable. Ultimately, this proactive strategy not only protects the institution's bottom line but also fosters greater trust and satisfaction among its customers.

**Fincom's VOP Solution** based on advanced Phonetic Fingerprint name-matching technology, significantly reduces misdirected payments and fraud attempts, saving banks millions of dollars annually.

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Contact us to schedule a demo and learn more  
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Compliance Enabled

# VERIFICATION OF PAYEE

## advanced solution

### Stop misdirected payments' losses and comply with the EU Verification of Payee (VoP) Instant Payments Regulations!

- Banks lose millions each year due to misdirected payments, which account for 5-8% of all transactions.
- PSPs in the Eurozone must comply with VoP regulations by Oct. 9, 2025.
- Implementing VoP is crucial for mitigating fraud, compliance risks, and financial losses related to misdirected payments.

With Fincom's VoP Phonetic Fingerprint name-matching technology, banks and PSPs can:



#### Stop losing money

Avoid expensive remediation efforts and chargebacks



#### Reduce Fraud

Prevent money transfer to fraudulent accounts



#### Boost Customer Satisfaction

Enhance customer confidence, ensuring funds are safely sent to the intended beneficiary



#### Enhance Efficiency

Reduce the administrative workloads



#### Improve Operations

Streamline processing workflows with automated account checks



#### Integrate Seamlessly






Easily integrate with any payment and core banking system

## FINGERPRINT

-  Founded: 2016
-  Employees: 11-50
-  Regulation/Legislation: **MiFID II, AML, GDPR, SYSC, FCA, ESMA, FINRA, SEC**
-  Subsectors: Communications Monitoring, Reporting, Compliance Management
-  Regions of Operations: United Kingdom , United States, EU






Simplifying Communications Compliance for Financial Firms. Since our inception in 2016, we have focused on three core objectives: simplifying complexity, adding value with solutions, and creating technology that empowers people. Our RegTech platform, Fingerprint Supervision, is designed by compliance experts for compliance and risk professionals, addressing the financial industry's unique needs globally. By deploying our platform, compliance people save time, reduce data and process complexity and improve risk oversight and capacity. Potential misconduct and regulatory risk are automatically surfaced by intuitive automation, driven by machine learning and NLP. Pinpointed risk is effectively reviewed, investigated and reported in-platform, assisted by a fit-for-purpose suite of workflows and tools and an easy-to-use interface. Fingerprint's scalability ensures that it can handle the needs of firms just starting up to the complex operations of large institutions. Fingerprint Supervision is a unified compliance platform that helps financial firms monitor communications well.

## First AML

-  Founded: 2017
-  Employees: 51-100
-  Regulation/Legislation: **KYC, AML**
-  Subsectors: Onboarding Verification (AML/KYC/CDD), Identification/Background checks, Compliance Management
-  Regions of Operations: United Kingdom, Australia, New Zealand

Founded in 2017, First AML was established to address the often cumbersome anti-money laundering (AML) onboarding process. Despite the expansion of AML legislation to encompass legal, accounting, and property sectors, many view compliance as a mere "box-ticking" exercise, neglecting the true purpose of the mandate. First AML's mission is to curb financial exploitation across various industries, including law, property, financial services, and accounting, by streamlining the onboarding process through a user-friendly platform. This approach not only safeguards the reputation of organisations but also assists clients in navigating complex money laundering regulations. The company's inception was inspired by an incident involving an international client with over 100 vacant properties used solely as an investment shield, highlighting a prevalent issue where real estate is viewed merely as a profit channel. Money laundering facilitates crimes like human trafficking and drug trade, undermines tax revenues, erodes public trust, and hampers GDP growth.

## FOCUSYNC

-  Founded: 2014
-  Employees: 11-50
-  Regulation/Legislation: **Bank of England, PRA (Basel 3.1) and FCA Reporting for UK Banks and Building Societies**
-  Subsectors: Regulatory Reporting, ALM/Stress Testing, Risk Management
-  Regions of Operations: United Kingdom

Focusync is a provider of regulatory reporting solutions for the UK financial sector, offering comprehensive, automated reporting capabilities across Bank of England, Prudential Regulation Authority, and Financial Conduct Authority. Established in 2014, the company has consistently grown, maintaining a perfect record for delivering projects on time and within a fixed cost. Focusync prioritises data assurance as the foundation for its automated processes, enabling a seamless 'No Touch' workflow until reports are reviewed and approved by end users. By integrating new technologies, such as AI-driven predictive liquidity and exception detection, Focusync delivers reliable, forward-looking regulatory reporting solutions. The company also offers added value modules, including BI, ALM, stress testing, and a mobile app, which are designed to be plug-and-play, utilising existing regulatory data. Focusync's mission is to provide the financial services industry with solutions that combine data quality, automation, and innovation, ensuring precise reporting and compliance while anticipating future needs.

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## COMPANY RESEARCH PROFILE



-  Founded 1968 (Innovative Systems)
-  Pennsylvania, United States
-  [www.finscan.com](http://www.finscan.com)
-  [finscan@innovativesystems.com](mailto:finscan@innovativesystems.com)
-  Employees: 101-250
-  Regions of operation:  
North America, Latin America,  
United Kingdom, Ireland, Europe,  
Middle East, Asia, Africa, Australia

### KEY EMPLOYEES:



**Robert Colonna**  
Founder, Chairman, President,  
CEO



**Brian Markham**  
Senior Vice President of  
Engineering



**Michael Stearman**  
Vice President of Global  
Operations

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

Subsectors: **Onboarding Verification (AML/KYC/CDD), Continuous KYC, Customer Risk Assessment, Risk Management, Reporting, Identification/Background checks, Compliance Management, Screening for payments, securities, sanctions, watchlists, politically exposed persons (PEPs), ultimate beneficial owners (UBOs), adverse media, and ID document validation**

Regulation/Legislation: **KYC, AML, and Sanctions**

### OFFERING

Innovative Systems delivers enterprise data, compliance, integration, and audit solutions through its leading brands FinScan®, Enlighten®, and PostLocate®. These solutions provide actionable insights, enabling organisations to uncover hidden opportunities and risks within their data. With pioneering expertise in data quality, data management, and risk and compliance, Innovative Systems has deployed thousands of applications across more than 65 countries. Their cloud-based (SaaS), on-premises, and hybrid solutions improve accuracy, cost-efficiency, and production speed, outperforming alternative offerings.

### PROBLEM BEING SOLVED

The problem FinScan addresses is the reliance on static compliance models and periodic data updates that fail to capture dynamic customer risk factors accurately. This outdated approach leads to misinformed risk assessments, increased compliance costs, and diluted AML effectiveness. FinScan improves customer risk accuracy through a real-time, data-first approach that dynamically evaluates risk across multiple factors—like product use, geography, ownership changes, and unreported customer data—thereby reducing false positives and enhancing compliance efficiency.

### TECHNOLOGY

FinScan employs AI-powered cognitive matching, machine learning, and Natural Language Processing (NLP) techniques, along with information libraries developed from extensive data management experience. FinScan enhances risk reduction and consolidates case review efficiency by accurately:

1. Identifying name/address elements and alternative name orders
2. Finding common name aliases
3. Eliminating noise words
4. Identifying joint accounts
5. Identifying embedded names
6. Removing duplicate alerts

### PRODUCT DESCRIPTION

Trusted by hundreds of organizations worldwide, Innovative Systems, Inc.'s FinScan® offers advanced Anti-Money Laundering (AML) compliance technology and consulting solutions. Built on decades of experience in data management and proprietary matching technologies, FinScan provides a data-first, risk-based approach to ensure unparalleled accuracy and efficiency in identifying and reducing risk, accelerating AML compliance workflows, and optimizing team productivity. FinScan's comprehensive, integrated platform includes Know Your Customer (KYC), unparalleled sanctions screening, risk scoring, data quality, and advisory services for implementing a holistic compliance program. FinScan offers flexible deployment including SaaS, on-premise, and hybrid options.

#### Innovation

- Provides a new standard in AML screening accuracy with a proprietary screening algorithm that addresses issues with weighted score matching.
- A proven track record of identifying missed hits while reducing false positives by a factor of five.
- Continuous technological innovation keeps clients ahead of the latest trends and regulations.
- A pioneer in data quality and management.

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## **i** PRODUCT DESCRIPTION (CONT.)

### Experience

- Over 20 years in the industry without issues.
- A team of experts in AML, KYC, and data quality to help clients navigate the complex regulatory landscape of compliance.
- Experience working across diverse industries and a range of complex implementations, from on-premise to cloud-based environments, meeting complex data residency laws for multinational corporations around the world.

### Scale

- Conducts over 300bn screenings on its SaaS platform annually with zero unplanned downtime.
- 16 of the 200 largest companies globally.
- 6 data centres across the globe.
- Clients in over 65 countries.
- 10 times faster average response time per transaction than competitive solutions.
- Meets regional and global requirements.

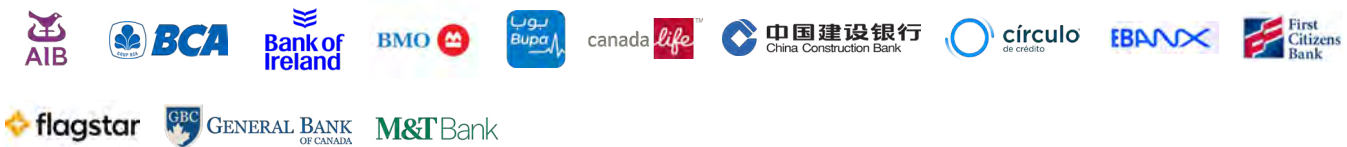
## **▲** TRACTION/GROWTH

- FinScan partners with global leaders to enhance their AML offerings, including:



and Kharon, illion, FIS, Broadridge, NominoData, SIX.

- FinScan has 250+ clients globally including:



and MEDGULF, North American Derivatives Exchange, Prudential Insurance, Qatar Development Bank, Riyadh Bank, Saxo Bank, and United Nations Federal Credit Union.

- FinScan has expanded its KYC solution to amplify risk scoring, customer ID validation and verification, adverse media screening capabilities. It will further expand the solution with the launch of customer identification program (CIP) checks, enabling complete customer due diligence (CDD) by verifying the identity of individual and entity customers for faster and safer onboarding.

## **👤** MANAGEMENT BIO

**Bob Colonna** is the president and founder of Innovative Systems. He was the principal designer of Innovative Systems' data cleansing, matching, and marketing database software. Bob's interest in computational linguistics is an outgrowth of his time in the military, where he attended French and German language schools. This language experience coupled with his degrees in mathematics and management science provided him with the training to develop Innovative's leading-edge technology. Bob holds BA in mathematics and BS in Engineering Mechanics degrees from Lehigh University and an MBA in Statistics/Operations Research from the University of Pennsylvania Wharton School.

# How FinScan became a great RegTech disruptor

*FinScan has quickly emerged as a trailblazer in the RegTech space, offering cutting-edge solutions for compliance, risk management, and financial crime prevention. With its innovative tools and services, the company has disrupted the status quo in financial services and continues to make waves within the industry.*



From Left to Right: Steve Marshall & Mayank Sharma



As part of the prestigious RegTech100 list, FinTech Global sat down with Steve Marshall and Mayank Sharma of FinScan, an Innovative Systems solution, to gain deeper insights into their journey, technology, and vision.

## The first steps

The inception of FinScan was driven by a vision to address significant gaps in the financial services and regulatory compliance sectors.

The founders recognised that the traditional methods of managing compliance and financial crime risks were no longer sufficient to meet the challenges of a rapidly evolving global market.

With this in mind, they sought to build a platform that would leverage advanced technology—particularly artificial intelligence and machine learning—to streamline compliance processes, enhance data analysis, and reduce the likelihood of financial crimes.

Marshall explained, “FinScan is essentially a progeny—and now a core focus—of Innovative Systems, which started back in 1968, specialising in data management and data quality. Data quality has always been a foundational element for us and remains integral to what FinScan does today.

“Our journey into matching technology and processes began in the late 1990s when we collaborated with FIS on compliance and list management. This work involved developing sophisticated matching technology for regulatory purposes.

“In the wake of 9/11 and the introduction of the Patriot Act in the early 2000s, we saw significant changes in KYC requirements and the broader regulatory landscape. This spurred the evolution of FinScan into a more robust solution. Over time, we expanded from strict name screening for sanctions compliance into broader AML activities, including CIP, customer due diligence, and screening for PEPs.”

The ambition was clear: create a scalable solution that would not only assist organisations in meeting stringent regulatory requirements but also empower them to be more agile, responsive, and proactive in managing risk.

The founders wanted to make it easier for companies to navigate complex and changing regulations, while also enabling them to foster trust and transparency with their customers.

## What sets them apart?

At the heart of FinScan’s offerings is a comprehensive suite of solutions designed to tackle a range of AML (Anti-Money Laundering) and sanctions compliance and regulatory challenges.

From comprehensive KYC (Know Your Customer) to sanction screening and risk scoring, FinScan provides businesses with the tools they need to protect themselves from financial crime and regulatory penalties.

This adaptability enables them to get a leg up when dealing with customers, compared to what other industry incumbents may be able to offer.

“One of the key differentiators for FinScan is our configurability,” remarked Marshall. “We offer the flexibility to create tailored configurations within or across datasets, allowing for precise analysis without introducing extraneous results. This adaptability helps address the complexity of data and varying risk levels, ensuring that organisations get the most accurate and relevant outcomes.”

The firm also prides itself on its use of next-generation technologies to elevate its offerings.

By incorporating machine learning, natural language processing (NLP), and data quality techniques, FinScan offers a level of intelligence that allows for more accurate risk assessment and faster, automated decision-making.

The platform’s intuitive interface ensures ease of use, while its scalability makes it suitable for both large enterprises and smaller, fast-growing fintech companies. Another distinguishing factor is the company’s customer-centric approach.

FinScan takes time to understand each customer’s specific needs, ensuring that their solutions are tailored to deliver maximum value.

The allows for continuous updates and customisations, so customers are always ahead of the curve in compliance and risk management.

Sharma explained, “Our uniqueness stems from a combination of technical expertise and customer-centric support. On the technical side, we focus on data quality from the start, analysing and ensuring, for example, that the input data is accurate and complete as it flows into compliance systems. This, combined with scalable, high-performance systems capable of handling millions of records, delivers reliable and accurate results.

“In terms of customer relationships, our support is exceptional. Unlike competitors, we act as a trusted partner rather than just a vendor, offering advisory services that guide customers through every step of compliance. This comprehensive approach transforms the perception of FinScan from a technology provider to a deeply reliable partner.”

## Demonstrating impact

FinScan’s success is not only reflected in the accolades it has received but also in the tangible results its customers have experienced.

The firm has long cultivated a culture of trust and reliability, ensuring customers feel confident in their compliance efforts and the robustness of the solutions provided.

“A big driver for us is that our customers feel secure knowing that with FinScan in place, they’re not out of compliance,” said Sharma. “This confidence is rooted in hard facts—through internal and external audits, poison file testing, and robust risk control frameworks, we’ve consistently demonstrated that our systems are precise, transparent, and ready to adapt to the most stringent requirements.”

In the same vein, at FinScan, staying ahead of regulatory challenges is a top priority, ensuring customers are always equipped to adapt to changes in compliance requirements swiftly and effectively.

“The only constant in the regulatory landscape is change,” explained Marshall. “We expect significant shifts at both the macro-level, such as broad updates to sanctions frameworks, and the micro level, including changes to who is sanctioned. Our customers need to be ready to respond quickly and effectively, and that’s where FinScan excels.

“Our adaptability and speed allow us to address these changes as they arise. For example, when new securities regulations were introduced, we rapidly developed a tailored solution, delivering it faster than anyone else in the market. This ability to move quickly is critical in helping our customers stay compliant in a constantly evolving environment.”

## An eye on 2025

As we look ahead to 2025, FinScan is poised for continued growth and innovation. The regulatory landscape is expected to evolve further, with new compliance requirements and increased scrutiny from regulators worldwide.

“Our focus for the future is to continue innovating and expanding our offerings to address emerging regulatory needs. We’re actively integrating more advanced AI and machine learning capabilities into our platform to enhance accuracy and efficiency,” explained Sharma.

The team at FinScan is confident that their technological approach, coupled with their deep industry expertise, will allow them to stay at the forefront of the RegTech sector.

The firm plans to continue refining its platform, incorporating new AI-driven capabilities, and expanding its offerings to meet emerging needs to address financial crimes.

Sharma remarked, “We’re exploring opportunities to align compliance tools with other critical areas, like fraud detection and transaction monitoring, to create a more unified solution for our customers. The goal is to not just keep pace with the changes but to anticipate them, ensuring our customers are always a step ahead.”

FinScan’s future is incredibly promising. As organisations worldwide increasingly turn to technology to manage compliance and mitigate risk, the firm has superbly placed itself ready to play a pivotal role in shaping the next era of the sector.

The company’s focus on innovation, adaptability, and customer-centric solutions ensures that it is not only prepared for the challenges ahead but also well-equipped to lead the industry forward.

By continuously enhancing its platform with advanced AI capabilities and integrating broader functionalities like fraud detection and transaction monitoring, FinScan is setting new benchmarks for what RegTech can achieve ●



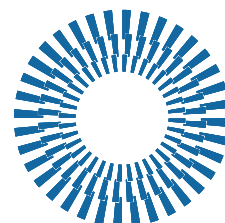
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- ✓ Onboarding & Due Diligence

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**MCO**  
MyComplianceOffice



# COMPANY RESEARCH PROFILE



Founded 2021  
 Singapore  
[www.flagright.com](http://www.flagright.com)  
[hello@flagright.com](mailto:hello@flagright.com)  
 Employees: 11-50  
 Regions of operation: Global

## KEY EMPLOYEES:



**Baran Ozkan**  
Co-founder and CEO



**Madhu Nadig**  
Co-founder and CTO



**Jack Sims**  
Global Head of Sales

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

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

Regulation/Legislation: **AML**

## OFFERING

Flagright is an AI-native AML compliance and risk management platform that helps financial institutions combat financial crime. The no-code platform leverages advanced algorithms and LLMs to optimise transaction monitoring, risk scoring, and AML screening, reducing false positives by 90% and alert investigation time by 80%. Rated #1 globally on G2 in transaction monitoring and time-to-value in 2024, Flagright integrates rapidly, with customers going live in just two weeks, and achieves ROI within 2.4 months on average. Headquartered in Singapore, it supports clients across six continents.

## PROBLEM BEING SOLVED

Flagright addresses inefficiencies in financial crime compliance within the banking and FinTech industries. Traditional methods are costly, slow, and generate excessive false positives, burdening fraud and AML teams. Flagright's AI-native AML compliance and risk management platform reduces false positives by 90% and investigation time by 80%, enabling teams to focus on genuine risks. The no-code platform integrates in just two weeks—significantly faster than the industry average of 2-4 months—delivering rapid time-to-value and streamlined operations.

## TECHNOLOGY

Flagright's platform leverages advanced AI, machine learning algorithms, and large language models (LLMs) on a robust cloud infrastructure. It employs predictive analytics and big data to detect suspicious activities and identify behavioural anomalies in transactions with precision. Scalable cloud technology supports high-volume transaction processing, while APIs enable seamless integration with existing systems. Security is paramount, with ISO 27001-certified data management and SOC 2-compliant architecture, ensuring compliance with regulations like GDPR and CCPA.

## PRODUCT DESCRIPTION

Flagright provides an AI-native, no-code AML compliance and risk management platform tailored to help financial institutions combat financial crime. The platform offers features such as real-time transaction monitoring, automated case management, risk scoring, and AML screening. Leveraging advanced algorithms and large language models (LLMs), it reduces false positives by 90% and investigation times by 80%, enhancing the efficiency of compliance teams.

Highly configurable and requiring minimal engineering input, Flagright's platform allows institutions to adapt swiftly to regulatory changes. Designed for scalability, it accommodates high transaction volumes across sectors like FinTech, payment gateways, and neobanks, with seamless system integration and a rapid two-week implementation timeline. Rated #1 globally for AML compliance, Flagright combines cutting-edge technology with exceptional customer support to ensure robust protection against financial crime.

Flagright's AI-native AML compliance platform significantly enhances efficiency for financial institutions by reducing false positives by up to 90% using advanced machine learning and LLMs. Its no-code, highly configurable design empowers compliance teams to adapt swiftly without engineering support. With a rapid two-week integration, top-rated user experience, and seamless scalability, Flagright offers a modern, cost-effective solution for financial crime compliance.

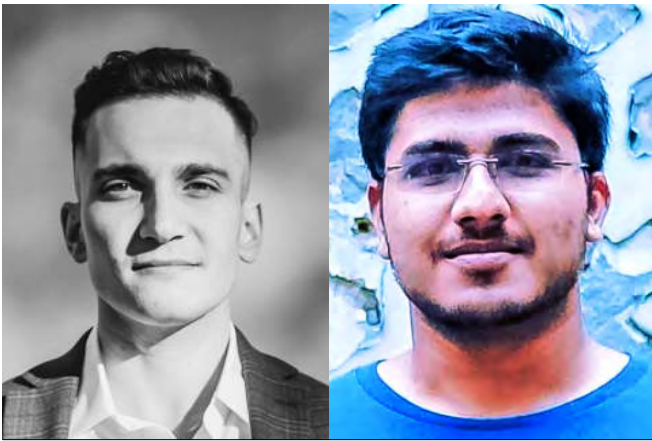
## TRACTION/GROWTH

- **Clients** - Xendit, Permodalan Nasional Berhad (PNB), Baraka, B4B Payments, Banked, HitPay, Kinesis, Nodabank, Damex.io, Capi, Hello Clever, Sciopay, First Digital, Seis, Cryptonow
- **Expected Revenue in five years:** \$2m - \$5m

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# How Flagright become a compliance superpower

*Designed to address a critical gap in financial crime compliance, Flagright offers a modern, efficient, and cost-effective solution for global financial institutions. Facing off against traditional, sluggish systems, the firm has become a market-leader in enabling institutions to stay ahead of evolving threats and streamline their compliance processes.*



Speaking to FinTech Global having been named on the prestigious RegTech100 list, Baran Ozkan, co-founder & CEO; and Madhu Nadig, co-founder & CTO at Flagright, opened up on the company's innovative offering, and delved into how it became a key player in the compliance space.

With traditional compliance solutions often proving costly, inefficient, and poorly suited to the needs of mid-market financial institutions. There was a feeling in the industry that something had to change, and imminently. These systems were slow, difficult to integrate, and lacked the real-time capabilities necessary to stay ahead of emerging threats.

This spurred on the creation of Flagright, which looked to provide financial institutions with a smarter, more agile approach to compliance.

Ozkan explained, "We built Flagright to change this. From day one, we focused on creating a solution that prioritises speed, usability, and reliability, without the complexity or inflated costs of legacy systems. Our platform empowers financial institutions to address compliance challenges with precision and efficiency, enabling them to focus on what matters most, serving their customers and growing their businesses."

But the technology isn't all that sets the company apart, its core values of resilience, excellence, and customer focus means that the firm is best-positioned to suit the needs of its clients globally.

"We've delivered results that others in the industry thought impossible; rapid integration, reduced false positives, and smarter, faster compliance operations," said Nadig. "These principles have driven our growth and earned us trust from customers across six continents."

## Key features

But what are the intricacies that make Flagright's compliance offering so superior to that of other industry incumbents?

"Flagright stands out as the only AI-native, no-code platform offering an end-to-end solution for AML compliance and financial crime risk management," Nadig remarked.

The solution stands out for its unmatched speed and efficiency, with an integration time averaging just two weeks, significantly faster than the industry standard of 2-4 months.

This allows financial institutions to go live quickly and start seeing returns on investment as early as 4.67 months, compared with an industry average of 14 months.

Additionally, its no-code configurability empowers compliance teams to create, test, and implement rules without needing technical expertise.

This flexibility enables them to swiftly respond to evolving threats and regulatory changes, streamlining the compliance process and making it more adaptable and efficient.

Moreover, the offering's AI-native automation reduces false positives dramatically, with Ozkan explaining, "Flagright reduces false positives by 90% and investigation time by 80%, allowing teams to focus on high-priority tasks."

But on top of this, "Customers can use Flagright as an all-in-one solution or integrate specific tools like transaction monitoring, risk scoring, or case management without disrupting existing systems," according to Ozkan.

## The future

As the financial services industry rapidly embraces technological advancements, the future of compliance is being reshaped by automation, AI-driven solutions, and predictive analytics.

These innovations promise to revolutionise efficiency, scalability, and accuracy, allowing financial institutions to stay ahead of evolving threats and regulatory demands.


Flagright is leading this shift with its ambitious vision for the future. By 2025, the company aims to be the "definitive leader in AI-native compliance solutions," setting the standard for "efficiency, scalability, and usability" within the industry.

Ozkan explained, "We are continuously expanding our platform's capabilities, from enhancing AI-driven risk assessment to developing even more sophisticated automation tools for compliance teams." This expansion is focused on reducing manual effort, improving speed, and boosting accuracy, ensuring that financial institutions can stay ahead of emerging risks while optimizing compliance processes.

Flagright's long-term vision extends beyond just improving workflows. "Our goal is to empower financial institutions not just to meet regulatory requirements but to use compliance as a competitive advantage," said Nadig.

By integrating "advanced AI agents and predictive analytics," Flagright aims to automate more of the compliance workflow, reducing manual intervention while improving both speed and precision in detecting and addressing threats. ●



-  Founded: 2006
-  Employees: 251-500
-  Regulation/Legislation: **Basel III, Basel III, OCC, RBI, HKMA, MAS, APRA, BOM, CBUAE, CBK, SAMA, LLOYD'S, IFRS**
-  Subsectors: Reporting, Compliance Management
-  Regions of Operations: Global

G2 Risk Solutions stands as the definitive expert in risk and compliance business intelligence for financial institutions and online platforms. As industry pioneers, they offer market-leading solutions in areas such as merchant risk, digital commerce risk, bankruptcy risk, credit risk, and regulatory reporting. G2 Risk Solutions is at the forefront of innovation, shaping the future of risk management through unparalleled data, technology, and global compliance and risk expertise. They equip the financial services and digital commerce ecosystems with essential tools to navigate the complex and ever-evolving regulatory landscape.



-  Founded: 2022
-  Employees: 11-50
-  Regulation/Legislation: **MiFID II, PSD2, Basel III, AIFMD, Solvency II, GDPR, SFTR, Basel III, EMIR**
-  Subsectors: Communications Monitoring, Cybersecurity/ Information Security, Risk Management, Reporting, Compliance Management
-  Regions of Operations: Europe

Grand Compliance began as a small group of technologists assisting colleagues at Advisense in revolutionising the Governance, Risk, and Compliance (GRC) sector with cutting-edge RegTech software solutions driven by data science and artificial intelligence. Some of these projects proved to be compelling enough to evolve into independent products. Today, Grand Compliance stands as the most innovative RegTech provider in the Nordics, supported by over 400 industry-leading experts in governance, risk, and compliance. The company merges AI-enabled solutions with human expertise to deliver a next-generation GRC platform.



-  Founded: 2021
-  Employees: 51-100
-  Regulation/Legislation: **CSRD, EU Taxonomy**
-  Subsectors: Reporting
-  Regions of Operations: Europe

Greenomy leads in ESG reporting solutions, providing global corporations with a streamlined approach to compliance with essential frameworks such as the CSRD and EU Taxonomy. Utilising its advanced SaaS portal, Greenomy consolidates intricate regulatory requirements into a unified data model, supported by ESG data libraries and the capabilities of generative AI. This integration enables organisations to simplify the production of detailed sustainability reports, allowing ESG teams to concentrate their efforts on fostering significant transformations.



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# COMPANY RESEARCH PROFILE



-  Founded 2006
-  London, United Kingdom
-  [www.fullcircl.com](http://www.fullcircl.com)
-  [letstalk@fullcircl.com](mailto:letstalk@fullcircl.com)
-  Employees: 51-100
-  Regions of operation: Europe, United States

## KEY EMPLOYEES:



**Andrew Yates**  
Co-founder and Chief Executive Officer



**Mike Blackadder**  
Co-founder and Chief Customer Officer

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

Subsectors: **Onboarding Verification (AML/KYC/CDD), Risk Management, Reporting, Identification/Background checks, Compliance Management**

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

### OFFERING

FullCircl offers a unified orchestration platform designed to integrate regulatory compliance with the customer acquisition journey, enabling businesses to streamline onboarding and minimise fraud, while improving customer retention and growth. With solutions supporting customer screening, identity verification, financial crime detection, and ongoing monitoring, FullCircl helps clients manage risk and compliance. FullCircl's platform serves 450+ customers globally, conducting over 400 million onboarding and monitoring transactions per month, with options for API integration or a web portal.

### PROBLEM BEING SOLVED

Regulated businesses walk a tightrope between a strict operating rulebook and a mandate to deliver growth and shareholder value. FullCircl addresses these complex challenges through a single orchestration platform that automates KYB, KYC, AML and identity verification processes. The solution combines multiple sources of official registry data with other premium data sources into one streamlined interface, simplifying the onboarding and monitoring of both corporate and individual clients while ensuring regulatory compliance. FullCircl reduces manual processing, improves operational efficiency, and enhances the customer experience throughout the onboarding journey.

### TECHNOLOGY

FullCircl is a cloud-native SaaS platform and API that uses big data and advanced processing to deliver actionable insights and streamline daily processes for regulated companies. By incorporating natural language processing (NLP) and rules-based decisioning, FullCircl automates data enrichment, entity matching, and relationship linking surfacing valuable insights to support the customer lifecycle. Its proprietary Business Information Graph (BIG) maintains over 270 million linkages and provides robust data on corporate structures, owners, and beneficial owners, ensuring efficient, compliance-ready solutions for regulated industries.

### PRODUCT DESCRIPTION

FullCircl identifies millions of actionable insights daily, offering a near real-time record of companies, their officers, shareholders, and their connections. Delivered via APIs or a platform tailored for specific industry verticals, users are able to verify corporate and individual identities, identify risks or opportunities within target accounts and automate due diligence checks, helping businesses meet regulatory standards and make informed decisions.

Regulated businesses choose FullCircl for:

- Simplified integration: Access 400+ services, reducing vendor complexity for faster results.
- Cost efficiency: Single solution reduces supplier costs and management overhead.
- Improved customer experience: Proactive relationship management and streamlined onboarding.
- Data quality assurance: Reliable data creates a single source of truth, supports informed decisioning, and reduces the risks of errors and omissions.

### TRACTION/GROWTH

- In 2023, FullCircl acquired W2 Global Data Solutions, strengthening its KYC, AML, Fraud Detection and identity verification capabilities.
- Recently, US-based cloud banking provider nCino acquired FullCircl, creating an end-to-end client lifecycle management experience to streamline application processes, improve decisioning pace, and speed up loan completions.
- FullCircl's 450+ customers conduct 400m+ client checks every month
- FullCircl works with 7 of the UK's CMA9 banks and 40 of the top 50 insurance brokers as well as many scaling neobanks and FinTechs.

# Inside FullCircl's rise through the RegTech ranks

*Over the past twelve months, London-based RegTech firm FullCircl has experienced remarkable growth and success. The year began with its acquisition of W2 Global Data and concluded on a high note with its own acquisition by global banking solutions leader nCino. To top it off, the company earned a spot on the prestigious RegTech100 list.*



In an interview with *FinTech Global* for the publication, Andrew Yates, CEO and Co-Founder of FullCircl, shared insights into the company's mission to streamline onboarding for regulated industries. He discussed how the W2 Global Data acquisition has bolstered this mission, key findings from FullCircl's State of Identity Verification report, and the significance of the nCino acquisition.

## The foundation, led by the W2 Global Data acquisition

FullCircl is a B2B SaaS platform that seamlessly combines regulatory compliance with customer acquisition, empowering businesses to establish a strong foundation from the start.

Its global solutions drive revenue growth, simplify compliance and risk management, and streamline the onboarding process for new customers.

By lowering acquisition and service costs, FullCircl's software enhances customer experience while fostering sustainable, long-term growth. Yates explained, "We serve the regulated industry sector and aim to address three major challenges. First, we help you identify and acquire customers quickly and efficiently. Second, we streamline verification

and onboarding, handling this at scale in both commercial and consumer contexts. Third, with our advanced monitoring capabilities, we assist you in retaining and growing those relationships. In summary, we help you find, acquire, onboard, and maintain valuable customer relationships in both B2B and B2B2C sectors."

In late 2023, the firm looked to expand its capabilities. With its eyes firmly set on leading the market in smart customer onboarding solutions for regulated businesses, it acquired W2 Global Data in a bid to bolster its compliance suite. With its extensive datasets and deep expertise in identity verification, W2's global KYC, AML, and anti-fraud services were seen as naturally complementary for FullCircl's medium-term growth strategy.

This partnership enabled further improvements to FullCircl's suite of applications and APIs, creating a unique end-to-end solution for companies aiming to integrate customer insights throughout the acquisition, onboarding, and ongoing monitoring processes.

"We were excited to join forces with the team at W2 to add a level of KYC, AML and identity verification capabilities into our solution stack that we didn't have or that we had limited access to," Yates explained.

He also hailed the acquisition as a "fabulous success," lauding the synergy between the two firms which has enabled them both to grow.

A year in the making, FullCircl is on the brink of releasing its first application which leverages W2's superb capabilities – a redesigned SmartOnboard product.

This is ultimately going to allow the UK-based firm to provide a superior product to its rapidly growing customer base globally.

"I believe the most important thing is that we now have a complete, unified platform solution," said Yates. "So, when the customer is asking us about all of the different elements in the mix, we've got everything fully integrated together under one roof. It's been a lot of work in the last year, but the hard part is now done, and we're ready to start reaping the rewards of that."

## Inside the 2025 State of Identity Verification report (And why you need to act now)

In October 2024, FullCircl released its 2025 State of Identity Verification Report, shedding light on some critical findings about the role of identity verification (IDV) in customer acquisition and retention for regulated industries.

The report is based on data from over 1,000 consumers and 450 businesses, offering valuable insights into the current state of identity verification and its impact on customer acquisition.

When quizzed as to what the greatest takeaway from the report was, Yates labeled the disconnect between customer expectations and business procedure as the most alarming disparity.

"We were able to identify gaps which related to speed," explained Yates. "So how long consumers are willing to spend on onboarding versus how long the process actually takes." The report discovered that onboarding is taking on average 2.8x longer than customers expect and provides actionable steps to mitigate the risk of onboarding abandonment.

The firm also managed to understand how consumers perceive the trustworthiness of different industries, including why traditional banks are trusted 17.5x more than the likes of cryptocurrency.



*"I say FullCircI is uniquely placed at the intersection where revenue meets regulation."*

"We identified actionable steps that regulated businesses can take to improve their compliance processes while staying ahead of regulation. That was the biggest takeaway."

Despite the discussion around speed, Yates dismissed the suggestion that clients consider speed as the number one prerequisite for them when onboarding.

Instead, Yates affirmed that remaining compliant would always trump the race for haste.

"We understand that the majority of our clients operate in highly regulated industries, where maintaining compliance is the top priority. But ultimately, speed should never come at the expense of compliance," he said.

Striking a balance is ultimately the goal for many firms who are looking to partner with RegTech's to bolster their operations.

This is where Yates feels FullCircI is uniquely positioned to assist incumbents.

"Finding the balance can be difficult for many clients, and that's where FullCircI steps in to balance regulation with revenue generation," Yates stated. "I have a favourite phrase for what FullCircI does that I use when I talk to people. I say FullCircI is uniquely placed at the intersection where revenue meets regulation. We think both are super, super important."

## Automation for growth – why nCino x FullCircI matters

Following on from a partnership in 2023 which sparked synergy between the firms, [nCino recently announced a definitive agreement to acquire FullCircI in a for \\$135m.](#)

The move enhances the combined offerings of the respective firms by integrating FullCircI's expertise in onboarding, due diligence, and risk monitoring with nCino's robust banking solutions. This collaboration enables a more comprehensive suite of services for financial institutions and digital banks.

Together, they provide customers with improved tools to streamline compliance processes, accelerate customer onboarding, and maintain effective risk management, delivering greater value and operational efficiency.

Speaking of what the move will mean for FullCircI, Yates said, "So what we now have are plentiful resources to really continue accelerating the ideas. We've got the roadmap, and nothing's going to change in that regard. At the same time, we're going to embed ourselves deeply into the nCino core application offering here in EMEA. We go from a 90-person organisation to an organisation with over 300 colleagues."

## Pro Banker, Smart Onboard and what customers can expect to see

Looking ahead, FullCircI is entering a transformative phase following its integration with nCino, with a focus on three groundbreaking initiatives.

Yates outlined the vision, emphasising the company's commitment to reshaping financial services through innovative solutions and deeper integration.

A major focus is the **ProBanker** initiative, which provides front and middle-office banking customers with powerful restricted data insights to gain a total market view of indebtedness, affordability, credit risk, potential default, and business failure. This enables them to identify and monitor risk and opportunity in near real-time at both the account and portfolio levels.

"For the first time, bank managers will not only see what's happening within their institution but also gain insights into a customer's activities across other financial institutions," Yates explained. This will allow faster lending decisions, better risk identification, and more proactive client support at both the customer and portfolio levels.

Another key priority, **SmartOnboard**, builds on FullCircI's expertise in customer onboarding by integrating W2's KYC, AML, and identity verification tools. Businesses will now have access to an orchestrated platform that can be white-labeled with their branding.

"Customers will be able to provide identity documents through an app featuring their bank or insurance broker's branding," said Yates, highlighting the seamless and professional customer experience this innovation offers.

FullCircI is also developing advanced monitoring capabilities to enhance risk management and customer retention, with further details to be unveiled soon.

These efforts are supported by FullCircI's deeper integration into nCino's core application offerings in EMEA.

Discover more about the nCino partnership and the game-changing insights from early adopters — [click here to explore how you can stay ahead today!](#) ●



# COMPANY RESEARCH PROFILE



**PRODUCT NAME:**  
FORTE™

- Founded 2021
- Amsterdam, Netherlands
- [www.fynhaus.com](http://www.fynhaus.com)
- [info@fynhaus.com](mailto:info@fynhaus.com)
- Employees: 11-50
- Regions of operation: Global, with emphasis on Africa and Middle East

## KEY EMPLOYEES:



**Karim Sinno**  
Co-Founder



**Jalal Haddad**  
Co-Founder

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

Subsectors: **Onboarding Verification (AML/KYC/CDD), Transaction Monitoring, Risk Management, Reporting, Identification/Background checks, Compliance Management, Payment Hub, Financial Transaction Messaging**

Regulation/Legislation: **KYC, AML, SWIFT, SEPA, FATCA, CRS**

## OFFERING

Fynhaus offers full flexibility in its solutions, from setup to configuration at financial institutions, including banks of all types, insurances, and payment companies.

The scale is adaptable to all sizes of enterprises, which includes managing multiple sites or business units in a central repository and management platform through the normalisation of data from different sources.

Fynhaus' architecture is modular, allowing for addition of various types of products into one seamless platform, including the ability to easily integrate additional third-party technologies.

With the compliance user in mind, Fynhaus' user-friendly interface reduces the learning barrier for the compliance department, making the compliance process more efficient. This allows the team to focus more on value-added tasks and activities.

Together with their software implementations, they provide consultancy services, and continuous customer support to their clients. This includes service updates, remote assistance, trainings, backups, and automated health check monitoring.

## PROBLEM BEING SOLVED

Fynhaus ensures that financial institutions are well above and beyond mandated compliance requirements against fraud, money laundering and terrorism financing while leveraging on several advanced technologies.

On one hand, the speed, efficiency, and high detection accuracy, along with the reduction of false positives and full traceability, significantly lower compliance costs at financial institutions. This decrease is achieved by reducing the time required to track cases, investigate, analyse, and escalate issues.

Additionally, the presence of a user-friendly interface plays a crucial role in this improvement. Such enhancements have a considerable impact on the overall operational costs of the institution, particularly since compliance represents a significant expense for banks which should not be underestimated.

On the other hand, the robustness and effectiveness of various modules in detecting suspicious and fraudulent behaviour through AI-powered models, conducting in-depth risk assessments, and managing smart name checks protect financial institutions against potential high costs of non-compliance imposed by regulators, and maintain a strong reputation.

## TECHNOLOGY

The technology used by Fynhaus solutions include:

- AI-powered trend analysis for fraud detection and transaction monitoring
- Cloud-based SaaS solution, also available for on-premise deployment
- Big Data processing and real-time analytics
- Smart phonetic transliteration matching in the name screening technology
- State-of-the-art cloud native Kubernetes architecture for flexible deployment and high scalability
- Advanced and dynamic visual workflow processes to adapt to financial institution's internal procedures
- Real-time engine for online onboarding and transaction analysis
- Advanced user interface and experience (UI/UX) with 360 view on transactions and customer information
- Analytics data warehouse with data loading, transformation, and automation

Fynhaus is committed to continually upgrading its technology to stay at the forefront of innovation in the banking software industry, and deliver best in class performance.

**i PRODUCT DESCRIPTION**

FORTE™ is a comprehensive end-to-end compliance platform which encompasses the entire Anti-Money Laundering (AML) process.

It spans from onboarding and incorporating the KYC platform, to risk-based analysis, screening for sanctions and politically exposed persons (PEP), AI-powered fraud detection and transaction monitoring, case management, and reporting.

FORTE™ also facilitates a seamless integration of third-party technologies, including business due diligence (KYB & UBO verification), and identity verification solutions. It is available cloud-based as a SaaS model, as well as on-premise, with multi-site capabilities.

In order to combat money laundering, banks will go through a series of customer and transaction verifications:

- Real-time transaction analysis and pattern detection over longer durations
- Name checking of the client's name in several sanction lists (e.g. OFAC, UK Treasury Consolidated List, UN, and FATF)
- Risk-based classification: a method which combines both elements from the KYC category (Know Your Customer) and financial category

For the transaction analysis and risk-based classification, the bank has a high degree of discretion in adapting the requirements. Solutions usually have a standard part, and a part that is adapted to specific configuration needs.

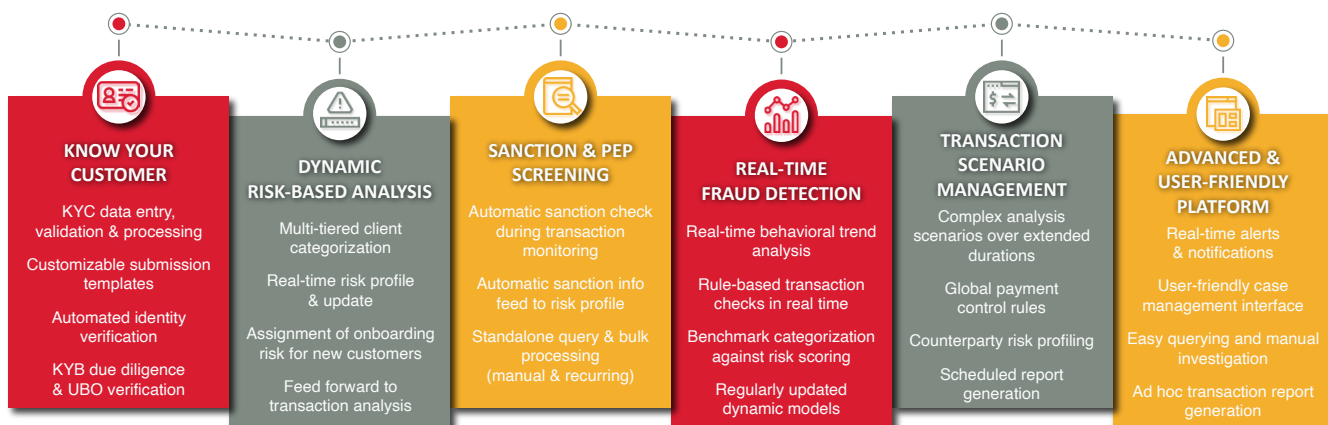
FORTE™ provides a capability that exceeds the competition in terms of modularity, implementation speed, data-mining complexity, and flexibility.

Additionally, the modularity allows for the choice to implement and use standalone modules.

Similarly, FORTE™ can be further augmented with other Fynhaus solutions, on the same platform, such as LEGATO™ automated payment hub and ALTO™ FATCA/CRS solution.

# FORTE™

## END-TO-END ANTI-MONEY LAUNDERING BUSINESS FLOW



**PARTNERSHIPS**

**Technology partners:** iProov: Cryptographic identity verification, Kyckr: KYB enhanced due diligence with main focus on Europe and North America, Diligencia: KYB enhanced due diligence with strong presence in Middle East and Africa, Uniken: Anti-fraud authentication and security

**Outsourced development partner:** Turnkey Systems

**Distribution partners:** Osphera, MDSL, Edge Evolve, Advantech Africa

**TRACTION/GROWTH**

- Fynhaus' clients include: Bank Audi, BankMed, Ashur International Bank, Investment Bank of Iraq, Jordan Commercial Bank, and Iraqi Islamic Bank

**MANAGEMENT BIO**

**Jalal Haddad: Co-Founder, Managing Partner and CMO at Fynhaus.** Held multiple global sales & marketing roles in several industries including technology and digital solutions.

**Karim Sinno: Co-Founder, Managing Partner and CTO at Fynhaus.** Led the design and development of various advanced banking solution softwares including compliance and payments.

## CASE STUDY

# IIB Boosts Compliance Capabilities with Adoption of FORTE™ Solution

### BACKGROUND

The Iraqi financial market faces increasing pressure from the central government to enhance regulatory compliance programs, aimed at combating money laundering and terrorism financing.

Banks must meet strict deadlines while ensuring enhanced auditability.

## Challenge

**Iraqi Islamic Bank (IIB)**, one of Iraq's most prominent and leading financial institutions, sought to leverage regulatory demands by adopting a fully automated, state-of-the-art compliance system.

Key challenges included deploying the system across multiple sites, automating a high volume of onboarding and transaction monitoring checks, and accurately transliterating between Arabic and Latin scripts during customer due diligence (CDD).

## Solution

In line with our philosophy of close collaboration with our clients, Fynhaus was able to swiftly deliver and help IIB meet its objectives.

We deployed an **end-to-end Anti-Money Laundering (AML) solution** — the best in the market — covering onboarding, risk assessment, transaction monitoring, and fraud detection.






This comprehensive and advanced technology was seamlessly integrated into IIB's existing processes, automating analysis, alerts, and reporting, all powered by a user-friendly platform.

## Result

The solution significantly improved detection accuracy and AML management. Automation and enhanced performance streamlined operations, **reducing workload and compliance cost.**

As a result, Iraqi Islamic Bank maintained its position as one of the most resilient, trusted, and advanced institutions in AML compliance in Iraq.



-  **Founded:** 2017
-  **Employees:** 51-100
-  **Regulation/Legislation:** **KYC, AML, GDPR**
-  **Subsectors:** Onboarding Verification (AML/KYC/CDD), Risk Management, Identification/Background checks, Compliance Management
-  **Regions of Operations:** Global

iDenfy, a Lithuanian antifraud and compliance company, has been recognised by G2 as a leader in identity verification, AML, and KYB solutions for the third consecutive year, boasting an impressive average score of 4.9 out of 5. The platform supports identity verification with over 3,000 identity documents from 200 countries and territories. It offers direct integration for PEPs, sanctions, and adverse media checks with ongoing screening. Uniquely, iDenfy charges clients only for approved customers, bypassing fees for denied verifications due to fraud, expiry, or poor image quality. With a clientele exceeding 500 worldwide, including the Bank of Lithuania, iDenfy provides business verification with access to official credit bureaus in 160 countries and government-issued registry reports. All services are integrated into a single platform, with the capability to generate auditor-required reports.



-  **Founded:** 1987
-  **Employees:** 251-500
-  **Regulation/Legislation:** **MiFID II, PSD2**
-  **Subsectors:** Onboarding, Customer Screening, Adverse Media, Transaction Monitoring, PEP & Sanctions Screening, Real-Time AML, Crypto-AML, Trade Finance AML, Fraud Prevention, Tax Compliance, Document Management
-  **Regions of Operations:** Global

The IMTF Group is a global leader in integrated compliance software solutions that empower financial institutions to combat financial crime effectively, streamline their compliance operations, and reduce costs and risks for impactful results. With its cutting-edge Siron@One platform, IMTF delivers an innovative, comprehensive and modular solution across the entire customer lifecycle - from digital onboarding and KYC to AML transaction monitoring, fraud detection, and more. Siron@One is designed to meet the evolving challenges of today's financial landscape, offering data-driven, real-time, AI-powered decisions. Its highly integrative modules ensure synergy and effectiveness, providing a complete, unified client view. Headquartered in Switzerland, with subsidiaries across Europe, the Middle East, and Asia-Pacific, IMTF serves over 1,500 customers globally, bringing Swiss excellence and innovation to financial crime compliance worldwide.



-  **Founded:** 2009
-  **Employees:** 101-250
-  **Regulation/Legislation:** **Various Customizable Rule Libraries Covering Multiple Industries and Regions Worldwide**
-  **Subsectors:** Communications Monitoring, Risk Management, Reporting, Compliance Management
-  **Regions of Operations:** North America, Asia Pacific, Europe, Middle East, South Africa

Founded in 2009, IntelligenceBank quickly became a leader in the Digital Asset Management (DAM) sector, catering to diverse industries such as finance, healthcare, education, and retail. By 2024, it had transformed into a distinctive service offering not only DAM and brand management workflows and approvals but also a powerful AI-driven compliance review tool. The acquisition of the prominent AI compliance software platform Red Marker in July 2024 distinguished IntelligenceBank from other DAM platforms by significantly reducing the workload and speeding up content reviews. Users can expedite print and web approvals up to 30 times faster with this proprietary tool. Committed to innovation, IntelligenceBank continually enhances its offerings, integrating with various marketing technologies to create a seamless ecosystem for its clients. This dedication to assisting organisations in achieving their marketing objectives with less effort while ensuring compliance positions IntelligenceBank for sustained growth.





# COMPANY RESEARCH PROFILE



**PRODUCT NAME:**  
The KYC Partner

- Founded 2016
- Kayl, Luxembourg
- [www.i-hub.com/b2b/about-us/](http://www.i-hub.com/b2b/about-us/)
- [benoit.mayolini@i-Hub.com](mailto:benoit.mayolini@i-Hub.com)
- Employees: 50-150
- Regions of operation:  
Europe

## KEY EMPLOYEES:



**Stéphanie Noel**  
Chief Executive Officer



**Karine de Bondt**  
Chief Operating Officer



**Anna Lehad**  
Chief Financial Officer

**Value Chain:** Is the operator of the first centralised KYC repository for Ongoing Due Diligence in Europe. Onboarding, Due Diligence Reviews, Remediation, Monitoring, Detection, Processing & Control

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

**Regulation/Legislation:** AML/KYC, AML, GDPR, ISO 22301 & ISO 27001

## OFFERING

KYC Partner is a managed solution, acting as a independent Third-party validator, supporting compliance with AML regulations for banks, asset managers, Insurers, electronic payments institutions and any other regulated entities. Its centralised KYC repository enables a collaborative onboarding and KYC due diligence process. By leveraging automated European trade registers links, the i-Hub digital portal for end-clients and mutualised KYC data/document -sharing (with end-client consent obtained via the digital portal), KYC Partner accelerates updates and turnaround times, all while ensuring data privacy and supporting a risk-based approach tailored to each client.

## PROBLEM BEING SOLVED

It is in the strategic interest of Financial Institutions to turn to optimum management of their KYC/CDD files, as they are subject to a 'declaration' obligation and must implement a 'Customer Due Diligence' obligation which requires them such as to identify the beneficial owner of transactions, which in some cases involves lengthy and in-depth research.

i-Hub supports its clients by offering a unique and innovative service for collecting, verifying and maintaining data/documents over time based on client's requirements. i-Hub's model for updating KYC/CDD files is unique, as a file can be completed either with data and documents from business relationships, or by the end client itself, or via the collection of public data from reliable sources.

## TECHNOLOGY

i-Hub utilises advanced technologies to optimise KYC/CDD compliance, including RESTful APIs, Tier IV Luxembourg-based hosting, and an Angular cross-platform app for secure and user-friendly experiences. Automated data extraction via OCR and AI, encrypted document storage, and a real-time trade register extraction engine ensure accurate, fast data management. All processes meet stringent cybersecurity standards, delivering both security and efficiency in compliance processes.

## PRODUCT DESCRIPTION

The i-Hub KYC Partner solution is a robust KYC outsourcing service that enhances onboarding and ongoing due diligence for professionals subjects to AML/KYC regulatory obligation. Designed with compliance and user experience in mind, it enables a centralised, collaborative KYC approach, leveraging a secure repository for data mutualisation with end-client consent. Through this model, i-Hub facilitates faster, cost-effective updates while reducing data duplication. Clients can securely share key KYC information in line with AML/KYC regulations, benefitting from the i-Hub Shared Profile, which aggregates multiple business relationships into one profile per consented identity. This standardised, GDPR-compliant framework allows users to activate or deactivate data sharing through a digital portal, enhancing security and privacy. Automated links to trade registers and a set of standardised forms for corporate and individual clients support consistent data entry, accelerating onboarding. Additionally, a risk-based approach, combined with dynamic and real-time risk-scoring features, enables KYC Partner to assess and alert clients of potential AML concerns efficiently. This modular, continually evolving platform empowers financial institutions to prioritise their core operations while ensuring compliance, data security, and a streamlined client experience.

## TRACTION/GROWTH

- **1M+** of identities - Natural Persons & Legal Entities
- **Clients:** BGL BNP Paribas, Banque International à Luxembourg, Banque et Caisse d'Épargne de l'État, Banque de Luxembourg, Post Group, Adepa Asset Management

# How i-Hub is revolutionising KYC and CDD processes

*i-Hub, a pioneering “Made in Luxembourg” solution, is setting the benchmark in digitised Know Your Customer (KYC) and Customer Due Diligence (CDD) processes, offering a transformative solution for financial institutions navigating a complex regulatory landscape.*



Speaking to FinTech Global as part of the prestigious RegTech1000 list, Benoît Mayolini, Sales and Relationship Manager at i-Hub, shared insights into the company's origins, its cutting-edge technologies, and its vision for the future.

## The birth of i-Hub

i-Hub emerged in 2016 as a groundbreaking solution born out of Luxembourg's collaborative financial ecosystem. Recognising that the complexities of Know Your Customer (KYC) processes were a shared challenge, banks and other regulated entities sought to streamline the collection, verification, and updating of client data.

The solution was to pool resources and create a centralised platform that emphasised both security and efficiency.

“For example, in Luxembourg, some banks have come to the conclusion that they do not compete with each other on KYC and that centralising their client files with a regulated service provider offering all the guarantees of security and confidentiality would have a positive impact on their clients in terms of user experience,” explains Benoît Mayolini, Sales and Relationship Manager at i-Hub.

This shared mindset went even further, promoting the use of standardised document templates to simplify processes and enhance interactions with clients through fully digital channels.

This spirit of collaboration drove Luxembourg's financial sector to innovate around common goals, paving the way for progress that transcends local boundaries.

Supported by major banks in the region, i-Hub is a quintessentially Luxembourgish initiative that blends technological prowess with human expertise.

While cutting-edge technology forms the backbone of i-Hub's services, Mayolini emphasises that the human skills provided by their team—composed of professionals from leading financial institutions—are integral to the company's success.

“Indeed, they inspire first and foremost the KYC expertise of our employees, since they all come from the major financial institutions and offer an influence to inspire a European model,” he added.

## The role of digitisation in transforming KYC

The transformation of KYC (Know Your Customer) processes has become a game-changer in the financial sector, effectively responding to the increasing regulatory requirements and the evolving expectations of clients.

“The digitisation of KYC/CDD is not only transforming the way financial institutions manage client onboarding, but it is also improving regulatory compliance, security, efficiency, and client experience,” explains Mayolini.

He emphasises that the traditional manual approach—plagued by extensive paperwork, data-entry errors, and lengthy verifications—creates bottlenecks that delay client onboarding, inflate operational costs, and leave organisations vulnerable to regulatory lapses.

The shift to automation and intelligent systems is dismantling these inefficiencies. Replacing cumbersome manual processes, advanced systems now process vast amounts of data rapidly and with precision, slashing error rates and enabling teams to redirect their efforts to value-driven tasks like enhancing customer experiences.

i-Hub's “KYC/CDD Data” strategy stands out in this digital revolution. By offering a centralised data repository, i-Hub provides clients with a framework for superior data quality and governance.

“This is the keystone of their target operating models and the guarantee of working in a freer and more serene regulatory climate. Thus, it will be easier to manage the quality of the data, the uniqueness of the client information, and to apply data governance with strict rules on its use and manipulation,” Mayolini explained.

## The unique features of i-Hub's solution

But what sets i-Hub apart? At its core, the company's innovative "KYC Partner" solution combines technological sophistication with client-centric features designed to simplify compliance while maintaining stringent data security standards.

But what truly makes their approach unique is their strategic focus on data pooling and sharing, a feature that streamlines processes and creates tangible efficiencies for their clients.

"With its 'KYC Partner' solution, i-Hub offers, while respecting the professional secrecy and risk-based approach of its clients, an unparalleled strategic advantage, which is the possibility of benefiting from the pooling of certain data/documents on the consent of the end-client," explains Mayolini.



***"i-Hub will soon increase the pooling of KYC data for legal entities, particularly non-public data, and an optimisation of our digital portal will be carried out to provide an even more successful digital journey."***

This capability drastically reduces turnaround times for onboarding and updates while ensuring data remains accurate and up-to-date.

However, the technology behind i-Hub's pooling model is far from straightforward. Building such a system required a robust and secure framework designed to comply with anti-money laundering (AML) and KYC regulations, as well as GDPR requirements.

According to Mayolini, "Sharing the data already available within the i-Hub platform is more complex than it seems. Indeed, this has required the implementation of an appropriate technical and technological framework in order to comply with AML/KYC regulations and the protection of personal data."

At the heart of i-Hub's model is the "i-Hub Shared Profile," a feature that aggregates all business relationships linked to a single client identity, provided the client has given explicit consent.

This allows institutions to benefit from shared data and documents in compliance with strict privacy regulations.

"It is through this shared profile that i-Hub has relied to apply the best practices for sharing data and documents," Mayolini elaborates.

Importantly, clients themselves maintain control over their information, with the ability to activate or deactivate sharing via the i-Hub digital portal. This transparency reinforces trust and ensures compliance with GDPR.

In addition to data pooling, i-Hub's KYC Partner solution incorporates a cutting-edge IT infrastructure certified to ISO 22301 and 27001 standards, which ensures compatibility with various regulatory frameworks.

This infrastructure supports a wide range of features, including document matrices, cross-verifications, and customisable compliance settings tailored to specific jurisdictions.

"During implementation, the client configures the i-Hub platform to define its document matrix, its risk appetite, and the unitary and cross-check controls required for operational and technical service agreements," Mayolini states. This approach provides unparalleled flexibility for institutions operating across multiple regulatory environments.

Furthermore, the platform supports ongoing compliance through automated periodic reviews, UBO verification, documentation, and name screening against sanctions, PEP lists, and adverse media databases. Each due diligence activity generates a detailed report stored within the platform, ensuring a robust audit trail accessible at any time.

## i-Hub's expertise in automated CDD

i-Hub has also been globally recognised for its automated CDD model. Its innovative approach to Customer Due Diligence (CDD) stands out in the financial sector for its innovative use of technology and flexible data sources.

The company automates much of the client verification process, using data from business relationships, client input, and public databases. However, it is the following key aspect of i-Hub's "KYC Partner" solution that really highlights its value:

"i-Hub's "KYC Partner" solution, with its latest cutting-edge technologies, automates the collection of official public data (European business registers for example), verifies and updates data/documents relating to digitized client files and their related parties in order to store all the information there. Finally, it classifies end-clients and their related parties according to their level of risk and screens names against sanctions, PEP, and negative news lists," Mayolini explained.

This thorough approach ensures that client data is continuously updated, accurate, and compliant, mitigating regulatory risks while enhancing efficiency in managing high-risk clients.

## The future

Looking ahead, i-Hub is focused on continuing its journey of innovation to meet the evolving needs of the financial sector.

The company is planning to further enhance its KYC processes through the integration of artificial intelligence and machine learning.

These advancements will aim to boost the accuracy and speed of automated client verification, making compliance even more efficient.

However, i-Hub is committed to maintaining a balance between automation and human expertise to ensure the highest standards of compliance.

One key area of development that is targeted is the increased pooling of KYC data for legal entities, particularly non-public information.

Additionally, the digital portal will undergo an upgrade, providing clients with a more seamless experience, which will include the addition of multiple qualified electronic signatures.

Mayolini, explained, "i-Hub will soon increase the pooling of KYC data for legal entities, particularly non-public data, and an optimisation of our digital portal will be carried out to provide an even more successful digital journey, including multiple electronic qualified signatures."

These innovations will streamline the compliance process and help i-Hub continue to offer leading-edge solutions for financial institutions and stakeholders across the globe. ●

# i-Hub: The forefront of perpetual KYC



In response to increased regulatory pressure and recent money laundering scandals around the world, Luxembourg's banking sector has transformed itself and is benefiting from a fundamentally different way of managing KYC-AML compliance, thanks to the ongoing, perpetual maintenance of KYC records.

## Clients

The target clients are professionals subject to AML/KYC obligations. This includes all financial sector professionals, such as financial institutions, insurers, investment funds, and their management companies, as well as a whole range of other professionals, including electronic payment institutions and virtual asset service providers.

## The Challenge

Many financial players are struggling to modernize their KYC processes due to a **"patchwork of disparate and fragmented technology architectures"**, still burdened by the legacy of their information systems. The data processed is fragmented, not all up to date, located in several systems or software, revealing manual processes, high costs and operational risks to bear, all to the detriment of the customer experience and the quality of the business relationship.

## The Solution

i-Hub offers a **strategic centralized repository**, the **KYC Partner**, which can allow you to work in a freer, more serene regulatory climate. It is easier to manage data quality, ensure the uniqueness of customer information and apply data governance with strict rules on its use and handling. This centralized repository uses a highly **sophisticated data model** supported by powerful technologies such as optical character recognition (**OCR**), artificial intelligence (**AI**) and **automation** to improve the efficiency of its KYC/CDD process. This entire technological structure is operated by highly qualified KYC experts, who analyze and validate the data/documents collected, and act as a **"third-party validator"** in its customers' KYC process to convey a **"clear verdict"** on the KYC file being processed and during its lifecycle. Verification by a third party, such as i-Hub, guarantees the transparency, reliability and accuracy of data/documents.


At the speed at which regulations are changing, entities subject to AML laws want to outsource certain processes to focus on their core business. On average with i-Hub, they save 40% of their KYC process and reduce the time it takes to onboard a client. i-Hub takes the pain out of managing many of the burdensome aspects, allowing them to focus on control and customer service. Combined with the above, i-Hub enables **the pooling and sharing of KYC data/documents**, while respecting strict professional secrecy and its customers' tailored, risk-based approach.

Thanks to this i-Hub's feature, regulated professionals are now discovering the virtues of sharing. When several of them address the same population, it becomes easier to access the already verified AML/KYC data of the users they have in common within i-Hub once they have consented to share their data. Thus, for users who are customers of several banks, a single central update is now sufficient! **This enhances the customer experience** and better repositioning them in their business relationships, by making them actors in the information they wish to share or not.

## Results

Financial players need to be aware of the risk that certain customers may represent. Some of them have received substantial fines for failing to regularly monitor their high-risk customers. They are under so much pressure to step up their controls that **they are gradually abandoning the periodic review in favor of a more mutualized dynamic KYC approach, promoting ongoing, perpetual maintenance of their KYC files**. Thus, the only way to avoid sanctions and fines is to **implement robust, dynamic and real-time KYC controls** which, based **on the right information, enable the right decision** to be taken on what to do with a customer or prospect.



-  **Founded:** 1999
  **Employees:** Over 10,000
-  **Regulation/Legislation:** **MiFID II, SFTR, EMIR, Mifid2/MiFIR, DFA, REMIT, MMSR, HKMA**
-  **Subsectors:** Transaction Monitoring, Risk Management, Reporting
-  **Regions of Operations:** Global






ION offers mission-critical trading and workflow automation software, high-value analytics and insights, as well as strategic consulting services to financial institutions, central banks, governments, and corporates. Their solutions and services are designed to simplify complex processes, enhance efficiency, and facilitate improved decision-making. ION is committed to building long-term partnerships with its clients, assisting in the transformation of their businesses for sustained success through continuous innovation.



-  **Founded:** 2013
  **Employees:** 101-250
-  **Regulation/Legislation:** **MiFID II, SFTR, EMIR, Shareholding Disclosure, CFTC, SEC, Canada (CSA), MAS, HKMA, ASIC, MMSR, SMMD, FINFRAG, SESTA, SLATE/SEC 10c-1a**
-  **Subsectors:** Regulatory Reporting, Trade & Communications Monitoring, Risk Management, Compliance Management, Shareholding Disclosure, Research Management
-  **Regions of Operations:** United Kingdom, EU, United States, APAC

Kaizen is a company comprised of leading regulatory and data specialists on a mission to revolutionise compliance and make it easier for financial firms to work with regulation. By combining regulatory expertise with advanced technology, Kaizen has developed its multi award-winning automated solutions for trade and transaction reporting assurance, research and surveillance, shareholding disclosure and its Single Rulebook digital platform. In addition, in 2023 Kaizen announced its strategic investments in London Reporting House and Cumulus9. It's Kaizen's forensic focus on data accuracy that sets them apart and they are proud to call many of the world's largest banks, asset managers, hedge funds and brokers as clients. Whether it is managing regulation, complying with market abuse regulation, reporting shareholding disclosures or reporting under MiFIR, EMIR or another G20 regulation, Kaizen helps firms reduce costs, improve data quality and meet their compliance obligations.



-  **Founded:** 2018
  **Employees:** 11-50
-  **Regulation/Legislation:** **KYC, AML**
-  **Subsectors:** Corporate & Retail Onboarding Verification (AML/KYC/CDD), Real-Time Risk Assessment, Dynamic Reporting, Compliance Management, Client Lifecycle Management, Orchestration
-  **Regions of Operations:** Global

KYC Portal CLM is a digital transformation and orchestration tool for client lifecycle management, focusing on centralising all aspects of Anti-Money Laundering (AML) to enable real-time, risk-driven workflows during the due diligence process of counterparts. This comprehensive solution features a fully configurable no-code engine, allowing organisations to define and adjust policies governing the due diligence of various counterparties, including corporate and retail customers, operators, affiliates, vendors, and suppliers. The system incorporates outreach modules for both individual and corporate relationships, seamlessly integrating them into the workflow to ensure a real-time, audited, and fully configurable process. These modules facilitate the digitisation of outreach during both onboarding and the ongoing lifecycle of counterparts. This integration feeds into a real-time risk engine, helping organisations to minimise their risk exposure and effectively manage associated risks.



## COMPANY RESEARCH PROFILE



Founded 2015  
 Hong Kong SAR China, Dublin, London, Singapore, Shanghai  
[www.knowyourcustomer.com](http://www.knowyourcustomer.com)

[info@knowyourcustomer.com](mailto:info@knowyourcustomer.com)  
 Employees: 51-100  
 Regions of operation: Global

### KEY EMPLOYEES:



**Claus Christensen**  
Co-founder & CEO



**Richard Barrett**  
Co-founder & Chairman



**Rory O'Connor**  
CFO



**Khye Sern Gho**  
Head of Product



**Timur Zamaleev**  
CTO

Value Chain: **Onboarding, Monitoring, Reporting**

Subsectors: **Onboarding Business Verification (AML/KYC/CDD), Reporting, Identification/Background checks, Compliance Management**

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

### OFFERING

Know Your Customer's award-winning SaaS platform and APIs transform compliance, client onboarding, and periodic reviews for financial institutions and regulated businesses globally. With a focus on customer-centric solutions, the platform combines a user-friendly interface with advanced automation, streamlining anti-money laundering processes for compliance teams and clients alike. Offering unmatched real-time registry connections in over 140 countries, Know Your Customer provides direct access to official company data and AI-driven beneficial ownership insights.

### PROBLEM BEING SOLVED

Traditional methods in corporate entity anti-money laundering compliance often struggle to meet customers' expectations for seamless digital experiences and increasing regulatory demands. Know Your Customer addresses this gap by offering a RegTech solution that revolutionises how compliance teams onboard and monitor corporate clients. By centralising, streamlining, and automating labour-intensive processes, the solution enables financial institutions and FinTech companies to efficiently manage compliance at scale, ensuring accuracy, improving speed, and enhancing the overall user experience while meeting evolving compliance standards.

### TECHNOLOGY

Know Your Customer's technology offers real-time access to extensive official company registries, utilizing OCR, natural language processing, and AI to analyse shareholder data and identify Ultimate Beneficial Owners (UBOs). It automatically maps complex corporate ownership structures, presenting results in intuitive charts and graphs for easy assessment of AML matches and UBO paths. The platform includes a real-time graph database that visualizes connections between individuals and entities, offering a comprehensive view of each client's ownership and control structure based on official data.

### PRODUCT DESCRIPTION

Know Your Customer provides an integrated solution for digitising client onboarding and business KYC/KYB processes. This solution revolutionises how financial institutions and other regulated organisations onboard corporate and retail clients by centralising, streamlining, and automating the most laborious steps. Each of the three fully integrated products addresses a key KYC challenge:

- KYC Workspace** digitises and automates compliance activities across offices, markets, and functions through a cloud-native, highly intuitive platform.
- KYC Data** offers unparalleled real-time access to global company registries in over 140 countries, integrated AML screening, and ID verification for secure defence against financial crime.
- KYC Review** ensures continuous compliance with perpetual KYC updates and ongoing AML screening of all corporate and SME customers and shareholders.

### TRACTION/GROWTH

- 80+** global enterprise clients
- 1,000+** daily active users on the platform
- Clients:** Two out of the top five Hong Kong Banks, two out of the top three Singapore banks, Hamburg Commercial Bank, Ping An One Connect Bank, Chow Tai Fook, Choco Up, Tricor, Coda Payments, 3SMoney
- Partners:** Hong Kong Monetary Authority (HKMA) and Commercial Data Interchange (CDI), JETCO HK, Hawk AI, Lexis Nexis, LSEG Refinitiv, TransUnion, Credit Bureau Malaysia, Microsoft, and CRIF

# How Know Your Customer is Transforming the Business Onboarding Process

*Headquartered in Hong Kong, RegTech firm Know Your Customer specialises in next-generation digital onboarding, anti-money laundering and business KYC/KYB solutions for financial institutions and regulated organisations worldwide.*



According to Claus Christensen, CEO and co-founder of Know Your Customer, 2024 has been a pivotal year for the company.

He explained, "In 2024, we've changed some things in our go-to-market structure, the sales team, and pricing, and re-adapted to the industry a bit better – and this all worked out. We also signed several tier-one banks in both Hong Kong and Singapore, and while we can't disclose names, we have two out of the top three Singapore banks and two out of the top five Hong Kong banks, plus several smaller and virtual banks in both markets."

Christensen outlined that while it took a while to break into this world, it is a testament to both the quality of KYC's solution and its brand that it is now recognized enough to have made it. "I think what we really managed in the years before that came true in 2024 was that we established ourselves in specific markets here in Asia as the go-to vendor for Business KYC or KYB verification based on live company registry access in the largest number of countries in the world," he remarked.

The company also became profitable in 2024, and as Christensen noted, the firm is no longer dependent on investment capital.

## The KYC technology

When developing a KYC verification system, a key consideration for Christensen is the necessity of grounding any market-ready system on a solid foundation of not just data, but factual truth.

"Companies' corporate verification is unique in two ways," he said. "Firstly, it is much more complex than verifying individuals, whose identities remain constant. Companies, however, have beneficial owners and parent companies that can involve complex structures. Each company has its own dynamic identity, and changes in individual components can significantly affect the business, making verification more complex and challenging."

This is where Know Your Customer comes in. According to Christensen, the company provides live access to the global source of truth in over 140 countries through official government company registries. "When I say live, this isn't a database copy; this is real-time access when you request the data," he explained.

Christensen highlights several benefits for customers. The firm offers 100% coverage, meaning that every legally registered company in its jurisdictions is included in the system because it is part of the registry. This approach is consistently replicated across all locations, enabling live access.

He added, "Building these live access interfaces isn't straightforward; connecting to many of these registries is challenging since they are not technically open to API connections. Additionally, much of the information our customers need for verification is not available as data; it is contained within documents. Therefore, we have developed extensive OCR and specialized AI technologies to convert these documents into structured data and usable information."

## RegTech roadblocks

For financial institutions looking to integrate RegTech solutions into their offerings, several roadblocks currently exist. What are these?

In Christensen's opinion, many financial institutions are often on the lookout for technology to help them, which would suggest that RegTech is a great fit. However, there are key challenges to consider.

He stated, "Firstly, tech providers often start small, as they come from a startup culture. This presents a significant challenge. At KYC, we have three levels in our business, while we're trying to sell to organizations with ten levels of management and over 100 years of history. That's a huge difference in cultural terms and in decision timelines."



***"This is an industry that has been evolving for some time. We've navigated the challenges of the pandemic, which was tough for many but beneficial for some in RegTech."***

Another key challenge, according to the KYC CEO, is that many RegTech vendors are either too narrowly focused or inflexible. "They want to sell one solution that fits all, and in our experience, that doesn't really work. We thrive by working with our customers and modifying, adapting, and integrating the solutions we have into their workflows to help generate value on a larger scale."

## AI and machine learning

AI and machine learning are uprooting and disrupting many sectors across the board, and the RegTech sector is no different.

In Christensen's view, AI will transform all areas. "I've been an early adopter and advocate for both my family and my company regarding ChatGPT since it emerged two years ago, and I truly believe in its potential for RegTech."

"It does a few key things," explains Christensen. "One of the most interesting applications of the new GenAI is that it makes any document machine-readable. Regulations are now machine-readable because any text can be processed by machines, allowing us to convert them into instructions and make a system behave accordingly."

Where is this technology making an impact in other areas? According to Christensen, in the realm of KYB or business

verification, a significant challenge—even for compliance teams—is determining whether a business's internal rules contain specific restrictions.

What does this mean in practice? The KYC CEO gave the example of entering laws or specific restrictions or allowances for certain share classes. "These are not structured documents; they are free text. Before GenAI, this was nearly impossible to analyze—you could only read them manually with a team that understood the content. Now, this is accessible, and it's one of the areas we're focusing on that I find really exciting."

## RegTech trends

With the RegTech sector constantly evolving, the trends that dominate the market continue to change. What does KYC see as the dominant trends?

In Christensen's view, AI remains the most significant development. "We will see a lot of adoption here and ongoing back-and-forth. It won't progress as quickly as we in the technology sector would like, because we have to consider the regulators and financial institutions with their own internal rules and concerns. I think the move to AI will be somewhat slower for the RegTech industry as a whole."

He also believes that while technology is important, the key focus in RegTech should be on financial considerations.

Christensen explained, "This is an industry that has been evolving for some time. We've navigated the challenges of the pandemic, which was tough for many but beneficial for some in RegTech. Now, we've reached a more mature phase, and I anticipate consolidation, takeovers, and numerous mergers. I think we will see a lot of that taking shape."

## Future plans

Christensen noted that although 2024 has been a remarkably busy year, the firm is dedicated to launching new initiatives for 2025 and beyond. He expressed optimism about their upcoming year-end management meeting to align and discuss future plans.

He said, "We're very strong in Hong Kong and Singapore, and we will continue to build on this. We recently received a stamp of approval from the HKMA, which hosted a webinar with us for all their authorized institutions. Additionally, winning large banks in Singapore means we will be able to expand significantly in both markets, converting more customers and increasing our volume in KYB cases."

KYC also plans to expand in the European market and, while keeping an eye on the US market, believes its system is a better fit for Europe, where they already have customers. "We'll extend our reach and grow across Southeast Asia," Christensen concluded. ●



# ACUMEN'S 80% FASTER KYB ONBOARDING

## THE CHALLENGE

Acumen, a leading financial outsourcing provider, struggled with manual, time-consuming client onboarding and due diligence processes. Gathering necessary documentation often took up to 5 days, and tracking passport expirations was error-prone, consuming valuable resources. Acumen sought a RegTech solution to address:

- Streamlined Document Management
- Intelligent Automation
- Centralized Compliance Workspace
- Robust Compliance and Audit Trail

## IMPLEMENTATION

Acumen chose Know Your Customer's solution to enhance onboarding and compliance while prioritizing customer experience. Key features included:

- **Live Registry Connections:** Real-time access to company registries in 140+ jurisdictions, reducing onboarding time.
- **AI-Powered Document Reading:** Automatic extraction of company and shareholder details in a normalized format.
- **Cross-Border UBO Identification:** Real-time identification of shareholders, aligned with Acumen's risk policies.
- **Cloud-Based Digital Workspace:** Centralized, automated KYC processes on a secure platform.
- **Audit Trail & Automated Reviews:** Automated compliance reports and alerts for updates, based on risk parameters.

## THE RESULTS

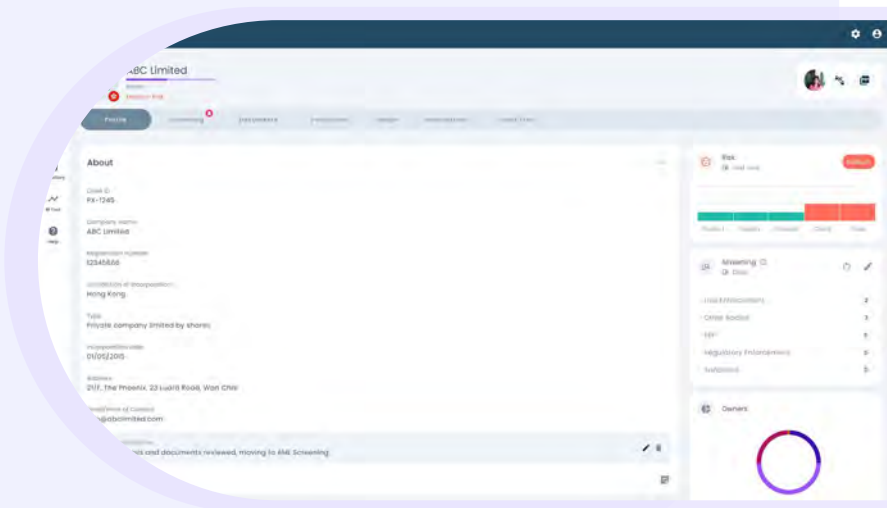
The implementation led to significant improvements:

- Reduced KYC onboarding time from 5 days to 1 day, achieving **80% efficiency**.
- **Automated case reviews** that trigger alerts for compliance updates, allowing focus on higher-value risk management.
- A **centralised cloud workspace** that streamlined compliance processes and automated manual tasks.








“ Know Your Customer's platform has been a game-changer for us. It has automated so many of our compliance and onboarding processes, delivering an incredible 80% improvement in time efficiency. The exceptional service from the Know Your Customer team has made us feel like a truly valued partner.

**Meghan Corns**  
Consultant at Acumen






-  Founded: 2017
-  Employees: 101-250
-  Regulation/Legislation: **All major record-keeping and comms regulations**
-  Subsectors: Communications Monitoring
-  Regions of Operations: Global




LeapXpert is a pioneer in responsible business communication, offering enterprises peace of mind with its compliant and secure communication solutions. The LeapXpert Communications Platform facilitates compliant, governed, and secure interactions between enterprise employees and their clients across various consumer messaging channels. By leveraging Communication Intelligence, the platform enhances front-office employee productivity and decision-making. Recognised as a Gartner Cool Vendor, LeapXpert is headquartered in New York, with additional offices in London, Tel Aviv, and Asia. The company serves hundreds of enterprise customers, with hundreds of thousands of users in over 45 countries, who rely on LeapXpert daily for Digital Communications Governance and Archiving (DCGA) solutions. For further information, one can visit [leapxpert.com](http://leapxpert.com).



-  Founded: 2017
-  Employees: 1-10
-  Regulation/Legislation: **MiFID II, AIFMD, Solvency II, KYC, AML, SFTR, EMIR, 116+ Global Pieces of Legislation Mandating the Use of the LEI Globally.**
-  Subsectors: Onboarding Verification (AML/KYC/CDD), Compliance Management, Verifiable Identity, Reporting Identifier for several regulatory reports e.g. EMIR, Processing & Control
-  Regions of Operations: Global

LEI Worldwide specialises in the procurement of Legal Entity Identifiers (LEIs) and offers ongoing corporate governance software solutions. These services enable financial institutions to obtain LEIs more swiftly, thereby reducing risk and centralising management, adherence, and control, all while cutting costs and time investment. The company's management software allows for the monitoring of different business units either individually or at an overarching organisational level, a personnel management feature that is unique in the market. Additionally, LEI Worldwide provides a range of LEI solutions, including the integration of LEIs to enhance Know Your Customer (KYC) onboarding for e-commerce platforms, mapping LEIs to other identifiers like ISINs, and offering individual consultations. These services enable firms to effectively leverage LEIs within their existing systems, such as integrating them into an investment bank's legacy system to improve internal KYC processes.



-  Founded: 2014
-  Employees: 11-50
-  Regulation/Legislation: **MiFID II, AIFMD, KYC, AMLD5, GDPR, COBS**
-  Subsectors: Compliance Management, Risk Management, Reporting, Onboarding Verification (AML/KYC/CDD), Identification/Background Checks
-  Regions of Operations: United Kingdom, France

Leo RegTech Limited, a sister company of Laven Partners (Laven), was established to alleviate the burden of mundane tasks for Laven's compliance consultants team. Founded by Jerome Lussan, a former finance solicitor and hedge fund COO, the company began developing its software in 2014. In 2022, the software was branded as Leo and launched as a standalone tool in the market. Leo's in-house development team continues to enhance the software, incorporating AI to expand its capabilities. The platform offers a comprehensive and digitised compliance infrastructure for financial firms, managing and automating compliance duties and oversight. It's accessible to both employees and management, keeping it all in one place. It integrates seamlessly with other software through APIs, supporting functions such as background checks, ID verification, and online training. Leo holds two database patents in process, has received HMRC Innovation tax credits, and secured three UK Innovate grants. Leo's mission is to improve compliance organisation and performance, contributing to a better industry.

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Market Intelligence





## COMPANY RESEARCH PROFILE



**LexisNexis®**

Regulatory Compliance

**PRODUCT NAME:**  
Regulatory Compliance



LexisNexis Founded 1818  
LexisNexis Regulatory Compliance  
Founded 2016



Head Office New York, United States



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

**LexisNexis Regulatory Compliance**

[www.lexisnexis.com.au/compliance](http://www.lexisnexis.com.au/compliance)

[www.lexisnexis.co.nz/compliance](http://www.lexisnexis.co.nz/compliance)

[lexisnexis.co.uk/regulatorycompliance](http://lexisnexis.co.uk/regulatorycompliance)



[compliance@lexisnexis.com.au](mailto:compliance@lexisnexis.com.au)



Employees: 10,000+ globally



Regions of operation:  
LexisNexis Regulatory Compliance  
covers the United Kingdom and APAC

### KEY EMPLOYEES:



**Benjamin Hills**

VP Regulatory Compliance  
Global

Value Chain: **Monitoring, Detection**

Subsectors: **Compliance Management, Risk Management**

Regulation/Legislation: **MiFID II, PSD2, Solvency II, AML, GDPR, EMIR**

### OFFERING

LexisNexis Regulatory Compliance provides a streamlined approach to compliance, offering jargon-free compliance registers aligned to business processes. With LexisNexis content at its core, the platform delivers near real-time alerts on regulatory changes, helping organisations stay ahead. Features include SourceData for exploring specific compliance obligations and a Community Portal for user engagement and expert support. Comprehensive, up-to-date content and industry-specific modules ensure tailored guidance, enabling GRC professionals worldwide to navigate compliance with ease.



### PROBLEM BEING SOLVED

LexisNexis experts review, interpret, and translate the numerous obligations arising from various compliance sources, including legislation, codes, standards, and more. This information is delivered in clear, easy-to-understand language through LexisNexis compliance registers, alerts, and other information-driven solutions. The content is designed to align with business processes, ensuring organisations save time, money, and effort while effectively meeting their compliance requirements.



### TECHNOLOGY

LexisNexis Regulatory Compliance integrates advanced technologies to simplify compliance management for organisations. It uses APIs for seamless integration with GRC systems, real-time legislative monitoring, and expert-reviewed content to keep businesses updated. The platform offers workflow tools, such as checklists and templates, and partners with systems like Protecht, Readinow, TM Labs, and Drova to enhance functionality. Designed for scalability, it aligns with industry-specific requirements, supporting efficient, automated compliance processes.

### PRODUCT DESCRIPTION

LexisNexis Regulatory Compliance helps organisations forge a clear path to compliance. With LexisNexis content expertise at its core, the compliance registers, alerts, and information-driven solutions make compliance straightforward for GRC professionals worldwide.

- Organisations can find relevant obligations faster with jargon-free registers aligned to their business processes.
- Stay informed with near real-time alerts delivered directly to inboxes when regulatory changes may impact the organisation.
- Compliance obligations under specific regulators or compliance sources can be explored through SourceData.
- Engage with the broader compliance community and LexisNexis experts via the Community Portal, a self-support platform.
- Access comprehensive, up-to-date LexisNexis® content tailored to unique organisational needs, featuring key core modules relevant to all businesses and a rapidly expanding roadmap of industry-specific modules to guide the compliance journey.

### TRACTION/GROWTH

- **Partners** – Drova, Protecht, Readinow and TM Labs. For a full list in APAC, see [here](#)
- **Expected UK Revenue** for the year - \$1m

# LexisNexis' road to become a regulatory compliance leader

*LexisNexis, a globally renowned leader in legal information and analytics, has long been at the forefront of empowering professionals with the tools they need to succeed. Built on almost 200 years of experience, over the last decade the firm entered the RegTech space looking to support compliance professionals - and they haven't looked back since.*



Building on almost two centuries of lineage, LexisNexis expanded its expertise into the RegTech space back in 2016, establishing LexisNexis Regulatory Compliance.

This evolution was driven by a commitment to support compliance professionals across various industries, including financial services, healthcare, and utilities.

Eight years on, and no longer the new kids on the block in the space, the historic firm has gone from strength-to-strength, now being recognised as part of the prestigious RegTech100 list.

Speaking to FinTech Global's Harry Slade as part of the publication, Benjamin Hills, VP Regulatory Compliance Global at LexisNexis, opened up on the company's transition into the space, as well as its plans for the future.

"It wasn't until around 8 years ago that visionary stakeholders in Australia proposed to take our core competencies and world-renowned information architecture and apply them to compliance professionals," said Hills.

This meant that LexisNexis was set to enter the RegTech realm through "a startup incubating within a highly experienced global company."

Known as LexisNexis Regulatory Compliance, the firm set its sights on Risk, Governance, and Compliance professionals, more pressingly, how they could help "these professionals achieve their clear path to compliance across Financial Services and other highly regulated industries such as Utilities, Healthcare, Mining and support them with registers covering important topics such as privacy, cybersecurity & ESG," according to Hills.

LexisNexis' core strategy is to simplify complex regulatory information for compliance professionals, ensuring clear, actionable insights that cut through the noise of constant regulatory changes.

But this has constantly been tweaked and toyed with. Now the goal has become greater, as they look to stay ahead of the constantly evolving regulatory pitfalls that can befall professionals working in the aforementioned industries.

Hills explained the lengths the firm has been going to achieve this, remarking, "We've expanded the breadth and depth of our content, forged new relationships with technology partners, and invested in our user interface. We've also embraced the power of Artificial Intelligence (AI) to enable us to create and release regulatory information more efficiently and explore innovative ways to integrate AI capabilities into our solution."

## What makes LexisNexis special?

While the unique history of the firm when compared to other industry incumbents is sure to garner interest, it is not the only noteworthy part of its operation.

The headline would instead go to its superb offering. Tasked with solving the challenge of managing the overwhelming volume and complexity of regulatory changes.

The firm aims to help organisations stay compliant by providing clear, actionable insights that enable them to quickly understand, interpret, and implement regulatory obligations amidst a rapidly evolving landscape.

LexisNexis achieves this goal by proactively alerting clients when there has been a regulatory change.

Hills explained, "Our way to solve this challenge is to create compliance registers that update as and when regulatory change occurs. We also alert clients as to when the change is occurring.

"LexisNexis Regulatory Compliance is tailored to our diverse customer set, where customers can choose to access content via a variety of multi-format options.

“Every organisation is at a different point in their journey towards continuous compliance, and we are there every step of the way to provide targeted support and ensure our solution continues to evolve to suit shifting market needs.”

One key challenge for incumbents is the ability to follow these regulatory challenges across border. With numerous jurisdictions all having their own rulesets, it is nearly impossible to keep up.

LexisNexis tailors its solutions to the unique needs of different industries and regions by expanding its content portfolio to match the specific regulatory demands of each market.

The company recognises that each industry and jurisdiction has its own set of requirements and enforcement processes, which is why its solutions are highly adaptable.

For instance, in Australia, LexisNexis offers content covering over 90 industries and regulatory areas, ensuring that organisations across various sectors can stay compliant with local regulations.

In the UK, the company recently launched Signal, a horizon scanning tool designed to help businesses monitor regulatory changes, and combined UK and EU content sets to support cross-jurisdictional compliance needs.

As Hills explains, “Every industry, regulatory area, and jurisdiction has different requirements and expectations – when you factor in organisational compliance profiles and regulatory enforcement processes, it’s clear that every compliance problem requires a unique solution.”

“

***“Customers also have access to our broader compliance community, hearing from industry experts and other customers to understand and learn from previous experiences.”***

This constant adaptation to the shifting regulatory landscape is a key part of LexisNexis’ strategy.

The company continuously enhances its content across regions, adding new topics and deeper insights to meet the evolving needs of customers, ensuring they are always aligned with the latest regulatory changes.

## Customer-centric excellence

The firm is also leading the way when it comes to dealing with its customers.

It takes a highly tailored approach to the customer journey, recognising that each organisation’s compliance maturity and needs are unique.

The company balances personalisation with standardised processes to ensure clarity and smooth implementation from start to finish.

Hills highlighted the importance of understanding each customer’s specific requirements right from the beginning, stating “Even before coming on board with us, our Business Development teams are working closely with prospective customers to understand their unique needs and requirements, engaging with internal product and content teams to ensure we are able to deliver valuable services and alignment from the very start.”

Once a client subscribes, they are assigned a Relationship Manager who guides them through a structured onboarding process.

This typically includes granting access to relevant content, conducting training sessions, and providing essential resources like user guides.

For clients using a certified GRC system, LexisNexis works alongside technology partners to integrate content smoothly.

During implementation, LexisNexis helps clients overcome several common challenges, especially when adopting new compliance processes.

“Implementing a new solution, particularly for an organisation in the early stages of compliance maturity, can always seem like a daunting task – it’s one we are very accustomed to, and is what drives us to form close relationships with our customers throughout their implementation,” explained Hills.

Typical hurdles include adapting to new systems, integrating with legacy platforms, and achieving widespread user adoption.

To assist, LexisNexis’ implementation team provides tailored support, ensuring smooth transitions through hands-on training and troubleshooting.

Further, LexisNexis ensures clients stay on track with continuous support, drawing on its broad compliance community.

“Customers also have access to our broader compliance community, hearing from industry experts and other customers to understand and learn from previous experiences,” Hills added.

This approach ensures that the customer journey with LexisNexis is smoother than ever, providing a more seamless and satisfying experience compared to its competitors.

## The future

Looking ahead to the future, LexisNexis is planning to further innovate using AI-powered technology. Currently, they are exploring integrating the company’s vast regulatory content with its extensive legal database, while offering enhanced functionality tailored to compliance professionals’ needs.

The goal is to deliver powerful, actionable insights that simplify compliance processes and allow businesses to stay ahead of regulatory changes. Seamless integration with GRC systems will remain a key focus to ensure smooth and efficient compliance management.

Hills commented, “We are currently going through an iterative process of designing and testing content-driven compliance use cases that will simplify and streamline the day-to-day work of compliance professionals.”

As the technology landscape and regulatory environment continue to evolve, LexisNexis is committed to staying at the forefront of these changes.

With the rise of new regulatory challenges and the increasing demand for real-time solutions, LexisNexis aims to provide compliance professionals with the tools they need to navigate an ever-changing landscape.

“We remain driven and committed to deliver clear, targeted compliance solutions to a growing audience across not only new markets, but also new countries as we expand our portfolio globally,” Hills continued. ●

# How LexisNexis® Regulatory Compliance Supported Brighte on their Compliance Journey



Brighte is on a mission to make every home sustainable. As firm believers that sustainable homes can be both affordable and comfortable, the Australian-based business offers transparent, fast and affordable finance options for people trying to improve their homes and the world around them.

Brighte is a rapidly growing business that continually seeks clarification from legislation to help guide future planning, growth strategies and business model evaluations.

Previously, Brighte kept up to date with changes by manually researching the latest requirements. Without a dedicated Compliance Manager, different members of the start-up organisation worked together to review government websites and resources to ensure the right information was identified, translated and actioned when necessary. The arduous process of manual review and interpretation meant that compliance bore a significant cost to the business in both human, and financial resources.

LexisNexis Regulatory Compliance and Brighte worked together to build a tailored solution to streamline Brighte's compliance attestations and ongoing



The development of a comprehensive register of legal and regulatory requirements means people across every level of Brighte now have the most up-to-date information at their fingertips.



management, monitoring and updating requirements. The development of a comprehensive register of legal and regulatory requirements means people across every level of Brighte now have the most up-to-date information at their fingertips.

The system automatically updates the register to highlight the most recent changes, ensuring the organisation is always on-top of its requirements. The notification system also gives leaders alerts when any changes are announced that may impact the business.

"There are three main ways we use it now," said Liza Gubska, Enterprise Risk and Compliance Lead at Brighte. "Most people use it for attestations, where businesses have to attest to complying. Once a year we go through a process for certain parts of the business, such as credit licenses, to confirm our processes before submitting for renewal. It gives us the chance to do a bit of an internal audit.

"But we also use it heavily in the risk and compliance team," she continues." If I've got a compliance related question, I often just search the register to see if anything comes up. It's helpful because you don't have to interpret anything. All the information is already there so you can just take what you need, which saves us huge amounts of time."


"The regular updates are also incredibly helpful for us. At the moment, I get all legislation update emails and I triage to the relevant areas of the business to ensure we're on top of everything."

By proactively identifying and responding to these updates in real-time, the Brighte team has significantly reduced the time spent reviewing content. This gives the organisation the freedom to focus on more strategic components of risk and regulation, and the framework to continue growing with confidence.



The regular updates are also incredibly helpful for us. At the moment, I get all legislation update emails and I triage to the relevant areas of the business to ensure we're on top of everything



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If you would like a demonstration of LexisNexis Regulatory Compliance, click or scan the QR code.




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Founded: 2007



Employees: over 10,000


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


Subsectors: Onboarding Verification (AML/KYC/CDD), Transaction Monitoring, Cybersecurity/Information Security, Risk Management, Reporting, Identification/Background Checks, Compliance Management



Regions of Operations: Global

LSEG Risk Intelligence provides a comprehensive suite of solutions designed to assist organisations in navigating the complex landscape of risk management and regulatory compliance. Utilising advanced data analytics, robust technology, and deep industry expertise, it addresses various challenges faced by financial institutions and businesses in today's fast-paced and increasingly regulated environment. The platform's key offerings include powerful data analytics and insights, which aggregate vast amounts of data from diverse sources to provide actionable insights into market trends, credit risk, operational risk, and compliance-related issues. It also simplifies regulatory compliance with tools for automated reporting and real-time monitoring of changes, helping firms stay ahead of requirements. Additionally, LSEG Risk Intelligence offers advanced risk assessment tools, KYC and AML solutions, and market intelligence tools. Its standout feature is its seamless integration with existing systems, allowing organisations to adopt the solutions without extensive overhauls of their current infrastructure.



Founded: 2018



Employees: 51-100


 Regulation/Legislation: **AML**


Subsectors: Communications Monitoring, Transaction Monitoring, Risk Management, Reporting, Compliance Management



Regions of Operations: Iceland, United Kingdom, Nordics, EMEA, North America

Lucinity is an AI software company for financial crime compliance, founded in 2018 and headquartered in Reykjavik, Iceland. The company's mission is to transform FinCrime investigations from hours to minutes, providing actionable intelligence to accelerate workforce efficiency. Lucinity's core offerings include Luci, the world's first Generative AI Copilot for FinCrime, the Luci Copilot Plugin, a Case Manager for workflow automation, Customer 360, Regulatory Reporting, and Transaction Monitoring. Lucinity consolidates fragmented systems into a unified case management platform and delivers actionable insights for faster and smarter decision-making. Lucinity boosts productivity with AI-powered automation, reducing investigation times from hours to minutes. The platform's intuitive, modern user interface is designed to be user-friendly for analysts, enhancing consistency, accuracy, auditability, and explainability. Lucinity Labs, the company's R&D arm, drives innovation with notable patents for federated learning and homomorphic encryption of PII data. Remain regulatory compliant and reduce operational costs with Lucinity. For more information, visit <https://lucinity.com/>



Founded: 2018



Employees: 11-50


 Regulation/Legislation: **CESOP & Instant Payments Regulation**


Subsectors: Reporting, Verification of Payee



Regions of Operations: Europe

Founded in 2018 by four major Luxembourgish banks—Spuerkeess, BGL BNP Paribas, Banque Raiffeisen, and POST Luxembourg—LUXHUB has swiftly established itself as a leading European Open Banking API Platform. By combining a dedicated and experienced team with the oversight of a powerful and secure entity, LUXHUB enables its customers to excel in the digital landscape and seize emerging opportunities in open banking and digital finance. The company's journey began with compliance to the 2nd Payment Services Directive (PSD2), subsequently expanding to offer value-added solutions like account aggregation and payment initiation. More recently, LUXHUB embarked on developing a CESOP compliance solution to address VAT fraud in cross-border transactions, convincing over 35 EU clients to adopt it. Earlier this year, LUXHUB released a new product in response to the Verification of Payee obligation, introduced in the Instant Payments Regulation, which EU PSPs must offer by October 9th, 2025.





# COMPANY RESEARCH PROFILE

## Luware Recording

-  Founded 2010
-  Zurich, Switzerland
-  [www.luware.com/products/recording](http://www.luware.com/products/recording)
-  [solutions@luware.com](mailto:solutions@luware.com)
-  Employees: 101-250
-  Regions of operation: Global

### KEY EMPLOYEES:



**Alexander Grafetsberger**  
CBO Recording



**Joshua Wood**  
Director of Technical Operations



**Serge Gansner**  
CEO

Value Chain: **Monitoring**

Subsectors: **Communications Monitoring**

Regulation/Legislation: **MiFID II, GDPR, MAR, MAS, Dodd-Frank, etc.**

### OFFERING

**Luware Recording** delivers secure, cloud-hosted compliance recording, archiving, and speech analytics, tailored for the financial industry. It provides a cost-effective, scalable solution for meeting regulatory requirements. Seamlessly integrating with platforms such as Microsoft Teams, Cisco, Webex, IPC Unigy, and BT Trading, Luware Recording simplifies compliance by unifying recording and analytics across channels. For advanced communications surveillance, Luware Recording integrates with SteelEye, enhancing trade and communication monitoring for proactive regulatory oversight.

### PROBLEM BEING SOLVED

Regulatory compliance in finance is complex, with fragmented systems causing inefficiencies, data gaps, and increased risk. Integrating compliance tools into archive solutions often proves challenging. **Luware Recording** solves this with a secure, cloud-hosted solution that unifies compliance recording, archiving, and analytics. Through seamless integration with leading communication platforms and advanced surveillance tools, it ensures organizations can efficiently meet regulatory requirements such as MiFID II, Dodd-Frank, MAR and MAS while reducing costs and operational complexity.

### TECHNOLOGY

**Luware Recording** leverages state-of-the-art Verint Financial Compliance and Intelligent Voice software, hosted securely on Microsoft Azure. Its architecture ensures scalability, reliability, and security, evidenced by their SOC 2 Type II accreditation.

Intelligent Voice combines machine learning, natural language processing and artificial intelligence to enable analytics on over 30 pre-trained languages specially crafted for the financial industry and hosted securely by Luware Recording.

### PRODUCT DESCRIPTION

**Luware Recording** combines Verint's industry-leading technology with Luware's cloud expertise, offering a SaaS platform for capturing, storing, and analyzing communications. Hosted on Microsoft Azure, it provides a scalable, reliable, and secure solution, backed by SOC 2 Type II, M365, ISO 27001, and ISO 9001 certifications, enabling compliance with Digital Operations Resilience Act (DORA) obligations. With 99.99% uptime SLA, Luware Recording ensures data continuity for uninterrupted operations.

- **Luware Recording Capture and Archive** streamlines monitoring across voice, video, chat, and screen share interactions. It integrates seamlessly with platforms like Microsoft Teams, Cisco, Webex, BT Trade, IPC Unigy, Zoom, and mobile operators, enabling businesses to meet regulatory requirements (e.g., MiFID II, Dodd-Frank, MAR) while maintaining flexibility in choosing communication tools.
- **Luware Recording Speech Analytics**, powered by Intelligent Voice, uses machine learning, natural language processing, and AI to deliver insights from conversations across more than 30 pre-trained language models tailored to the financial industry. With no consumption-based billing, Luware Recording eliminates unpredictable costs common with cloud analytics systems.

### TRACTION/GROWTH

- Luware Recording partners with industry leaders to provide the best-in-class products as Software as a Service including Microsoft, Verint, Intelligent Voice, and SteelEye.
- Luware Recording has more than 220 customers capturing and archiving over 3,000,000 records a month.

# How Luware Is Shaping the Future of Communication Monitoring

*As financial institutions continue to adopt more digital communication methods, how can they ensure they are staying compliant? Luware Recording offers answers.*



## Luware Recording

The original concept for Luware came from a bachelor thesis by its founders, Michael Jakob and Philipp Beck. They identified an opportunity to enhance customer services by integrating Microsoft OCS, the precursor to Skype for Business, with contact centers. Alexander Grafetsberger, chief business officer at Luware Recording, said, "That's still our primary goal; to make customer communication seamless and to make every interaction count."

They started building the technology in 2010 at the University of Applied Sciences Rapperswil in Switzerland and soon attracted their first client, Medically, who is still a Luware customer nearly 15 years later.

Luware has evolved significantly since those first days, now boasting a team of 150 people and a customer base of over 2,000. It serves these customers through its two flagship solutions: Luware Recording and Luware Nimbus. The former is an all-in-one communication monitoring solution that ensures clients are compliant across all communication methods. The latter is an omnichannel contact center for Microsoft Teams that empowers teams to have a holistic view of their communications, and remove communication boundaries inside organisations.

## The Luware Recording Solution

Luware Recording was released in 2020, a time when digital communication methods exploded in popularity due to the pandemic forcing people to stay indoors. The pandemic transformed the landscape of business communication forever. Today, financial institutions commonly use a variety of methods to communicate with their customers, whether it is Teams, Zoom, phone calls, SMS, chat, messages or web chat. They are required by regulations to capture data across all these channels, but many could be failing. Some studies suggest that just 6% of financial institutions are confident in their communication monitoring.

This is the problem Luware Recording was built to solve. The cloud-based solution is designed to capture, store, and analyse communication across various platforms. Grafetsberger said, "Our cloud-based solution aims to give them that single pane of glass. It is recording all their communications in one place to provide that single oversight and breaking up those silos that a lot of banks have."

He noted that firms often suffer from disjointed communication monitoring tools. They will have isolated tools that are capable of capturing data from specific communication channels. This creates a siloed data set that can make it tough for compliance teams to accurately store and report on communications with customers.

Luware Recording gives that single view to support effective and efficient compliance. Through its dashboard, clients can quickly and easily find conversations, track them across communication types and automatically highlight key points of the discussions. On top of this, the platform allows users to generate insights into sentiment and behavioral characteristics and export the data to third-party tools. Finally, the system can analyse conversations in over 30 languages and dialects, with a focus on common industry jargon.

"In a sector where trust and compliance are non-negotiable, solutions like ours help customers enable their employees to stay compliant while having communications via channels that a couple of years ago weren't even there yet." The need for these capabilities is only going to become more paramount in the coming years. Regulatory requirements are becoming stricter, and firms will not simply be able to adhere to guidelines by storing the data. Instead, they will need to have fully comprehensive oversight and analysis of what is happening in customer interactions.

Importantly, firms need to ensure the communication compliance workflows are not too burdensome on the employee. If there are too many barriers or the process is cumbersome, the firm risks employees looking for workarounds, such as resorting to a personal device. A recent industry survey found that 73% of financial institutions are unsure whether banning unapproved mobile communication channels can be effective.

Grafetsberger said, "This is especially the case for people working from home where you can't just take away their mobile phone on the trade floor. When they work from home you have only got so much control over what they are doing. I think that that's why you should make it as easy as possible for them."

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***"Our customers have full oversight of what's happening with the technology and with their data. It is auditable and is presented in a way that's still seamless but regulated."***

On a similar point, firms cannot rely on banning employees from using modern communication tools. Grafetsberger explained more customers are demanding easier ways of speaking to their clients, such as sending a message via WhatsApp or having a quick video call. "They want to communicate with their bank like they communicate with their friends," he added. "Being able to empower employees to use modern communication methods gives the firm a competitive advantage, while ensuring compliance."

## Standing out from the crowd

One thing that sets Luware apart from the competition is the level of experience and innovation its team boasts. Grafetsberger explained that collectively the team has over 120 years of experience across communication compliance, which has been relayed into the solution.

He added, "There are a lot of new players emerging in the market and some have good and innovative approaches. But in the end, when it comes to communications compliance, I think experience and a deep understanding of customers is key."

There are various concerns firms might have with implementing third-party communication monitoring solutions, Grafetsberger explained. A common area of contention relates to data privacy and security, however. To address concerns firms might have, Luware spent a lot of time and resources on getting its SOC 2 Type II certification

and making strong data security a core function of its operations. "I've seen other companies make it a tick-box exercise to meet minimum compliance. For us, it was really one of the biggest challenges; to eat, sleep and breathe security on a daily basis."

## The rise of AI

A challenge the Luware team has faced over the years ties in with this idea of ensuring security for customers. Artificial intelligence has been a big buzz word for many years and companies across the financial services sector have been exploring how it can be used. However, there are still a lot of question marks around the technology, and regulators are still evolving their framework with its use in certain areas of business. Luware's team designed its AI frameworks so that customers can trust the results. "Our customers have full oversight of what's happening with the technology and with their data. It is auditable and is presented in a way that's still seamless but regulated."

Grafetsberger sees AI becoming the next major hurdle for communication compliance. Generative AI has seen significant advancements in recent years, and many firms are exploring how they can leverage it for customer communication. While the technology is very advanced, it is not perfect. Firms will need to ensure the AI does not generate content that could pose regulatory risks or hallucinate and tell customers the wrong information.

## Why partner with Luware

Luware prides itself on its innovation and has built a busy pipeline of growth opportunities. As part of this, the company is about to set out on a major milestone as it looks to expand into the US. It plans to open a sales team in the country early next year and will expand from there.

As to what makes Luware a great company to partner with, Grafetsberger highlighted several factors. These included the ability to seamlessly integrate with multiple communication platforms, its enhanced data security, and the holistic nature of its solution. It's the team's expertise that makes them truly a great partner, however.






Grafetsberger concluded, "I think in the end, a relationship between a customer and their supplier has to be built on trust. That's something you need to be able to demonstrate. Financial institutions face unique challenges, including stringent regulatory requirements, and must choose a vendor who understands those requirements. More than that, the vendor needs to understand that financial institutions might have some requirements that haven't been seen before, even though regulations are unchanged. I think that's something we are very good at, because we have a vast experience in that area." ●



-  Founded: 2013
  Employees: 11-50
-  Regulation/Legislation: **EMIR, MiFID II, RTS 27/28, Best Execution Monitoring, CRS, FATCA, KYC/AML, Market Abuse, SFTR, MAS, ASIC, DAC6**
-  Subsectors: Reporting, Transaction Monitoring, Identification/ Background Checks, Compliance Management, Taxation Reporting, Best Execution Monitoring, Trade Surveillance
-  Regions of Operations: Europe, Australia, United States, Africa






MAP FinTech stands as a prominent and award-winning provider of regulatory technology for the financial services sector. The company specialises in delivering reporting solutions to meet the demands of numerous intricate international regulations, including EMIR, MiFID II/MiFIR, SFTR, ASIC, FATCA, MAS, CRS, and DAC6. Additionally, MAP FinTech offers cutting-edge solutions for Best Execution Monitoring, RTS 27/28 reporting, AML Transaction Monitoring and Screening, Trade Surveillance (Market Abuse), and eKYC (Screening, eIDV, Document Authentication). The Polaris Platform serves as a centralised solution, enabling the configuration, management, and monitoring of all products through a single, user-friendly web portal. Behind the scenes, MAP FinTech has developed sophisticated algorithms to integrate clients' systems with various Competent Authorities, such as Trade Repositories, ARMs, Regulators, and Taxation authorities. For further information, visit [www.mapFinTech.com](http://www.mapFinTech.com) or contact [info@mapFinTech.co.uk](mailto:info@mapFinTech.co.uk).



-  Founded: 1909
  Employees: Over 10,000
-  Regulation/Legislation: **Basel III, Solvency II, KYC, AML, GDPR, CECL**
-  Subsectors: Onboarding Verification (AML/KYC/CDD), Capital Planning/Stress Testing, Cybersecurity/Information Security, Risk Management, Identification/Background Checks, Compliance Management, Regulatory Compliance and Reporting, Balance Sheet Risk Management
-  Regions of Operations: Global

Moody's offers financial intelligence and analytical tools that support clients' growth, efficiency, and risk management objectives. By combining unparalleled expertise in risk, extensive information resources, and innovative technology applications, Moody's assists business leaders in confidently navigating an evolving marketplace. The company is renowned for its industry-leading solutions, which include research, data, software, and professional services, all designed to deliver a seamless customer experience. Thousands of organisations worldwide have chosen Moody's as their trusted partner due to its unwavering commitment to quality, client service, and integrity.



-  Founded: 2012
  Employees: 11-50
-  Regulation/Legislation: **Financial Services Legislation including MiFID II, Investor Protection regulations, KYC, AML**
-  Subsectors: Client Onboarding Journeys, Clearances & Verifications (KYC, AML, CFT, CDD, EDD, Classification, Suitability and Appropriateness), CLM, CRA
-  Regions of Operations: Global

Muinmos offers a comprehensive onboarding solution that goes beyond typical KYC. This one-stop-shop platform addresses all onboarding requirements, featuring an innovative Regulatory Classification engine and a variety of KYC/AML checks through integrated connectivity to more than 1400 global data-sources. It also includes a fully configurable Client Risk Assessments tool and continuous monitoring. The modular, no-code, user-friendly platform is utilized by financial institutions globally. Muinmos' award-winning, AI-powered solution efficiently manages client journeys, instantly onboarding retail, professional, or institutional clients worldwide. As a ready-to-use SaaS product, accessible via both UI and API, it can be implemented rapidly. Muinmos' platform enhances operational efficiency, customer experience, and stakeholder satisfaction throughout the client lifecycle.



# COMPANY RESEARCH PROFILE



**PRODUCT NAME:**  
FOCAL

Founded 2017  
 Riyadh, Saudi Arabia  
[www.mozn.ai](http://www.mozn.ai)  
[info@mozn.ai](mailto:info@mozn.ai)  
 Employees: 251-500  
 Regions of operation: MENA

## KEY EMPLOYEES:



**Mohammed Alhussein**  
Founder and CEO



**Malik Alyousef**  
Co-founder and COO



**Abdullah Alsaeed**  
Co-founder and CFO/CSO

Value Chain: **Onboarding, Monitoring, Detection**

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

Regulation/Legislation: **KYC, AML**

## OFFERING

FOCAL by Mozn (getfocal.ai) is a leading provider of AML compliance and fraud prevention solutions, assisting financial institutions in addressing increasing regulatory demands and preventing evolving fraud patterns. FOCAL is a part of Mozn, a market leader in Enterprise AI Software specialising in Language and Finance Intelligence. Mozn's mission is to empower organisations to make critical decisions through innovative SaaS products built on advanced research and cutting-edge intelligence engines.

## PROBLEM BEING SOLVED

FOCAL by Mozn (getfocal.ai) is a leading provider of AML compliance and fraud prevention solutions, supporting financial institutions in addressing increasing regulatory demands and combating evolving fraud threats. With heightened global efforts to tackle financial crimes and a growing emphasis on AML and CFT regulations, FOCAL delivers real-time, automated compliance solutions tailored to the dynamic financial sector.

FOCAL's AI-powered platform streamlines critical processes, including real-time transaction monitoring, customer screening, risk scoring, and name-matching. It is particularly optimised for regional accuracy, such as in Arabic contexts. By automating these processes, FOCAL significantly reduces manual workload, lowers compliance costs, and enables financial institutions to scale their compliance programmes efficiently without compromising operational effectiveness or customer experience.

## TECHNOLOGY

Mozn leverages cutting-edge technologies, including artificial intelligence, machine learning, big data, and cloud-based solutions, to address critical challenges in the financial and compliance sectors. Its AI-powered FOCAL platform automates key processes such as real-time transaction monitoring, customer screening, and risk scoring. Advanced name-matching capabilities optimised for regional accuracy, including Arabic, further enhance operational precision. These technologies enable Mozn to deliver scalable, efficient compliance solutions that reduce manual intervention, minimise costs, and maintain robust regulatory adherence.

## PRODUCT DESCRIPTION

The three key differentiators of FOCAL are:

- AI-based fraud prevention and AML compliance:** FOCAL utilises AI to identify patterns associated with fraud, money laundering, and terrorism financing.
- Localisation with global standards:** Recognising early on that a one-size-fits-all approach is ineffective for fraud and AML compliance, FOCAL tailors its solutions to regional needs. This enables businesses to stay ahead of fraudsters and criminals.
- Strong focus on research and intelligence:** With fraudsters and criminals continually devising sophisticated methods to evade detection, FOCAL emphasises research and intelligence. Its dedicated Fraud Intelligence Unit conducts extensive fraud research and analysis to identify emerging patterns and help businesses stay ahead of criminal activity.

## **i** PRODUCT DESCRIPTION (CONT.)

FOCAL is an advanced AI-powered financial crime prevention suite developed by Mozn. It specializes in streamlining fraud prevention, AML (Anti-Money Laundering) compliance, and customer due diligence processes. By leveraging AI and machine learning, FOCAL offers real-time fraud prevention and AML compliance suite, ensuring compliance with AML and counter-terrorism financing regulations. Its solutions include customer risk scoring, customer screening, transaction screening, transaction monitoring, and fraud prevention. Tailored for scalability and accuracy, FOCAL empowers organisations to safeguard operations, enhance decision-making, and maintain robust defences against evolving financial threats.

## **▲** TRACTION/GROWTH

- **75+** Clients

- **Clients:**



- **Partners:**



- As the company continues to evolve, it aspires to be the AI powerhouse of the region, influencing the global technological landscape. Mozn envisions itself as an exporter of technology, delivering solutions that impact the world at large. The future for Mozn involves pushing the boundaries of what AI can achieve, exploring new frontiers in technology, and pioneering innovations that shape the destiny of digital humanity.
- By staying true to its core values and leveraging the collective brilliance of its team, Mozn aims to be a catalyst for positive change, contributing to a future where artificial intelligence enhances and simplifies every aspect of your lives

## **👤** MANAGEMENT BIO

**Dr. Mohammed Alhussein** is the Founder and CEO of Mozn, a pioneering AI company driving innovation across industries and across the region. Under his leadership, Mozn has become a trusted partner for organizations seeking to tackle complex business challenges through advanced AI technologies. The company's state-of-the-art solutions empower clients to optimize decision-making, enhance operational efficiency, and thrive in a data-driven world. Mozn's transformative approach to problem-solving solidifies its position as the AI Powerhouse of The Region.

Before founding Mozn, Dr. Alhussein was a founding committee member and board member of the Saudi Information Technology Company (SITE). He was also part of the founding team at Elm. Additionally, he served as an Assistant Professor at the College of Computer and Information Sciences at King Saud University, contributing to academic advancements within the field.

Dr. Alhussein holds a bachelor's degree with honors in Computer Science from King Saud University, a master's degree in Information Security from Royal Holloway, University of London, and a PhD from George Mason University. His research in cybersecurity has resulted in several patents, demonstrating his commitment to advancing technology and innovation.

# Mozn's Role as a Risk & Compliance Revolutionary

*Mozn, a leading innovator in AI-powered financial crime prevention, has quickly established itself as a key player in the MENA region. Since its inception in 2017, the company has become a pioneer, revolutionising risk and compliance and empowering enterprises to make data-driven decisions through the use of its flagship product, FOCAL.*



The success it has had on this front has seen it land a spot in the coveted RegTech100 list. Speaking to FinTech Global, Mozn's Co-founder & Chief Operating Officer, Malik Alyousef, shared insights on the firm's journey so far, and where it is looking to go in the future.

Mozn's story began seven years ago. From the outset, its founders were driven by a commitment to address critical challenges in the MENA region, particularly those tied to the rapid digital transformation of financial services in the area.

This shift, which was significantly accelerated during the COVID-19 pandemic, exposed vulnerabilities in AML compliance and financial crime prevention systems and gave rise to increasingly sophisticated financial crimes.

"The pandemic not only propelled the digitisation of financial services but also contributed significantly to the complexity of financial crimes, rendering traditional AML compliance and financial crime prevention strategies ineffective," said Alyousef.

Recognising the limitations of these conventional methods, Mozn set out to develop a solution that would enable organisations to safeguard themselves against the new wave of highly sophisticated financial crimes and meet regulatory requirements.

The result was FOCAL, Mozn's blue-ribboned platform designed to combat financial crimes and enable businesses to meet compliance goals.

FOCAL was conceived as a comprehensive tool to help businesses adapt to the evolving challenges of a digital-first world.

Alyousef explained Mozn's reasons for building the offering, stating, "By addressing these challenges, Mozn remains committed to enhancing effectiveness, driving operational efficiency, and meeting the evolving demands of diverse sectors."

The platform was designed to tackle the pressing issues faced by financial institutions. It not only helps financial institutions prevent financial crimes with precision but also enables them to meet ever-evolving requirements.

This adaptability, coupled with Mozn's deep understanding of the regional context, has made FOCAL a trusted solution for organisations navigating an increasingly complex financial landscape.

## The FOCAL point

FOCAL is designed to address the complex challenges of fraud prevention and compliance in the financial sector, with its capabilities rooted in advanced artificial intelligence, seamlessly integrating robust security measures with operational efficiency.

At its core, FOCAL transforms the way organisations manage risks and adhere to regulatory demands, empowering them to safeguard their operations while fostering trust with customers.

By leveraging AI and machine learning, FOCAL offers real-time fraud prevention and AML compliance suite, ensuring compliance with AML/CFT regulations. Its solutions include customer risk scoring, customer screening, transaction screening, transaction monitoring, and fraud prevention. Tailored for scalability and accuracy, FOCAL empowers organizations to safeguard operations, enhance decision-making, and maintain robust defenses against evolving financial threats without impacting user experience.

This balance between robust financial crime prevention and user satisfaction sets FOCAL apart, allowing organisations to maintain security without disrupting legitimate operations.

FOCAL's AI-powered platform streamlines critical processes, including real-time transaction monitoring, customer screening, risk scoring, and name-matching. It is particularly optimised for regional accuracy, such as in Arabic contexts. By automating these processes, FOCAL significantly reduces manual workload, lowers compliance costs, and enables financial institutions to scale their compliance programmes efficiently without compromising operational effectiveness or customer experience.

This suite relies on trusted data sources to verify data and transactions, helping businesses mitigate risks while improving efficiency. The result is a solution that balances fraud prevention with operational speed.

FOCAL also excels in supporting businesses during onboarding. It offers tools to carry out extensive Customer Due Diligence (CDD), helping institutions assess new clients using a data-driven approach. This guarantees compliance with regulatory standards while minimizing exposure to fraudulent entities.

When quizzed as to what makes the offering so special, Alyousef said, "What sets it apart is its ability to streamline the identification of money laundering, terrorism financing, and other financial crime patterns."



***"We aim to enhance operational efficiency, minimise fraud losses, and simplify compliance processes for businesses so they can focus on growth while maintaining trust and security in an increasingly complex financial landscape."***

A unique aspect of FOCAL is its user-centric design, which balances cutting-edge functionality with simplicity. According to Alyousef, "Clients of FOCAL value its user-friendly interface and its diverse functionalities that meet their specific needs."

Automation and speed are also cited as key areas of success for the offering, Alyousef added, "They also highlight its ability to automate compliance processes, which saves time and enhances efficiency in areas like customer screening and onboarding, and how the platform's evolving features meet regulator and customer requirements."

Beyond usability, FOCAL addresses industry pain points that plague incumbents. A key challenge in the financial sector is the reliance on legacy systems that fail to adapt to evolving threats.

While they can remain operational and sometimes indispensable to a business' processes, their age and limitations frequently result in a host of challenges.

This lack of adaptability can lead to significant inefficiencies, as users are forced to work around system limitations rather than enjoying seamless workflows.

Moreover, these systems can create a poor user experience and often become liabilities in terms of security. As updates cease and vulnerabilities emerge, legacy systems may no longer comply with contemporary cybersecurity or regulatory standards, exposing businesses to risks that range from data breaches to compliance penalties.

These older technologies exacerbate operational inefficiencies, inflate compliance costs—estimated at a staggering [\\$206.1bn globally](#)—and erode customer trust.

FOCAL directly tackles these issues "with its comprehensive suite of AI-driven solutions, including customer risk scoring, customer and transaction screening, transaction monitoring, and fraud prevention," according to Alyousef.

## The Future

Now in its immaculate maturity, Mozn has its eyes firmly set on the future as it looks to solidify its position as a leader in the RegTech sector and is now focusing on further advancing its solution to ensure its customers stay ahead of fraudsters.

"Our focus is on leading the way in AI-enabled financial crime prevention and compliance. As financial crime compliance costs continue to soar, our focus remains on building advanced systems that adapt to ever-evolving financial crime patterns and regulatory requirements," remarked Alyousef.

On top of this, the firm is looking to further support businesses in navigating the complexities of a rapidly evolving financial environment.

With the increasing sophistication of fraud tactics and the continuous tightening of regulatory requirements, Mozn understands that companies are under immense pressure to balance security and growth.

To address this, the company is developing solutions that streamline day-to-day operations and reduce the manual burden of compliance, making it easier for businesses to stay ahead of emerging threats.

Alyousef explained, "We aim to enhance operational efficiency, minimise fraud losses, and simplify compliance processes for businesses so they can focus on growth while maintaining trust and security in an increasingly complex financial landscape."

Mozn's meteoric rise in the RegTech sector has been nothing short of impressive. Since its inception, the company has positioned itself as a leader in AI-powered fraud prevention and compliance solutions.

As the regulatory environment becomes increasingly complex, Mozn continues to drive forward with its cutting-edge solutions, cementing its status as a RegTech leader.

One thing is for certain as we look ahead to 2025, the company is set to continue redefining what's possible in battling financial crime within the space. ●





# COMPANY RESEARCH PROFILE



Founded 2008  
 New York, United States  
[mco.mycomplianceoffice.com](https://mco.mycomplianceoffice.com)  
[advance@mycomplianceoffice.com](mailto:advance@mycomplianceoffice.com)  
 Employees: 251-500  
 Regions of operation: Global

## KEY EMPLOYEES:



**Brian Fahey**  
Founder and CEO

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

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

Regulation/Legislation: **Conduct risk regulations around the globe, including SMCR, SEAR, MiCA, MAR, FINRA Rule 3270 & Rule 3280, MSRB Rule G-37, UK SYSC, SFC Code of Conduct, SEC Rule 206, SEC Rule 17a-4, FCA Handbook Section 10-A, CFTC Regulation 23.451, UK Bribery Act for regulators including the SEC, FINRA, FSA, FCPA, FCA and MAS**

## OFFERING

MCO is the only integrated financial services compliance solution that combines governance of the regulated activities of the company, employees and third parties with robust obligation management.

MCO has built passion and proficiency for compliance automation into every product, empowering clients of all sizes to maximize technology to minimize compliance risk.

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

## PROBLEM BEING SOLVED

MCO enables companies around the world to effectively manage regulatory obligations on a single compliance platform.

MCO's customers are working in a highly regulated and volatile environment with extensive enforcement. MCO helps firms with even the most complex regulatory obligations gain more efficient and effective compliance management.

MCO's powerful platform lets compliance professionals demonstrate they are proactively managing the regulated activities of the company, employees and third-party vendors and provide evidence of regulatory compliance.

## TECHNOLOGY

MCO's "Know Your" solution suites are built on the dynamic MyComplianceOffice platform. Its capabilities enable comprehensive monitoring and reporting, workflow-directed task management and real-time exception alerts via a simple and intuitive interface.

MyComplianceOffice features sophisticated hierarchy management and integrated data sets, including global company and security master of public and private companies, limiting the need for "swivel chair compliance" across multiple disconnected systems.

MyComplianceOffice easily integrates with other systems including HR, operations and CRMs.

## PRODUCT DESCRIPTION

MyComplianceOffice helps companies, large and small, meet evolving regulatory needs and ensure compliance more easily. Their interconnected suites with a centralized data centre offer firms a comprehensive and cost-effective complete compliance solution.

- **Know Your Employee** provides compliance teams with an easy and affordable way to monitor, manage and ensure adherence to employee policies, identifying issues before they become problems and mitigating the risk of misconduct.
- **Know Your Transactions** helps firms mitigate risk that can originate from breaches in the firms financial products, including market manipulation, insider trading, suitability, conflicts of interest, transaction screening and monitoring and money laundering.
- **Know Your Third Party** delivers a clear understanding of third party risks, providing oversight of due diligence activities associated with third party relationships including vendors, customers, counterparties, agents and partners.
- **Know Your Obligations** enables firms to identify and manage regulatory change and structure policies, procedures and controls to drive understanding of compliance requirements across the organization and assure compliance.

## TRACTION/GROWTH

- Client acquisition numbers: 1500+ customers in 105+ countries across North America, Europe and Asia Pacific
- Expected Revenue in five years: \$50m - \$100m

# How MyComplianceOffice is blazing a new trail in compliance

*Headquartered in Dublin and New York, RegTech firm MCO (MyComplianceOffice) enables financial services firms to manage compliance obligations and maintain an ethical culture. MCO's integrated SaaS platform lets compliance demonstrate proactive surveillance of the regulated activities of the company, employees and third parties.*



The story of MCO began with a vision. Brian Fahey, Founder and CEO of MCO, noticed 'extreme waste' of people, time and money during his time in the financial services market, as organizations maintained multiple compliance solutions on different technologies.

"I knew there had to be a better way," said Fahey. "The MyComplianceOffice platform was developed with the vision of building something new - an integrated compliance platform significantly more efficient and cost-effective than disparate point systems."

According to Fahey, there was 'tremendous' opportunity for an integrated, end-to-end solution in the financial space. "I firmly believe that the solution we've built makes a real difference in ethics and compliance culture in the global financial services market," he said.

## The MCO technology

MCO offers an integrated multi-tenant solution that checks for conflicts across multiple systems and creates an audit-ready record of a firm's compliance program. Fahey outlined that sophisticated hierarchy management and integrated data sets anchor the platform, eliminating the need for fragmented systems and manual processes.

He said, "The platform centralizes compliance and firm data on a single platform that integrates with other internal systems, providing ease of access, consistency, and unparalleled risk control. Our robust solution features efficient state-of-the-art technology, superior security, and regular and automated system updates and enhancements."

Fahey added that all core components of the MyComplianceOffice platform – including workflows, forms, disclosures and alerts – are consistent across modules and can be configured to meet the needs of a firm without IT involvement. The platform can also connect to internal systems like HR to standardize data collection and increase efficiency.

The company captures client financial transactions, fund and portfolio holdings, employee data and client data fed from the HR platform. It also provides two master data sets - a security master of 77 million securities and a comprehensive global company master data set of public and private companies.

Fahey also explained MyComplianceOffice was created to be configured for the unique needs of companies across sizes and geographies, enabling scaling without hidden costs or new tech needs. This flexibility allows firms to purchase only the items that are needed in what is a more modular approach.

## The MCO USP

Setting yourself apart from competitors is vital in any industry, even more so in the growing and ever-more saturated sector that is the RegTech space.

For MCO, the biggest differentiator is its single platform. "MyComplianceOffice is the only compliance solution for financial services that combines governance of the regulated activities of the company, employees and third parties with robust obligation management on a single system," said Fahey.

He continued, "When vendors say they have integrated technology, what do they really mean? We truly have a single system, which means one platform with one login and one data source. And that sets us apart on many levels."

Fahey also remarked that using MCO's platform gives its customers one consistent and repeatable approach across areas of compliance, one interface for employees to learn and be trained on, one tech system for compliance and IT to manage and one flexible, scalable and long-term approach to meet compliance needs now and down the road.

"Scoping and implementing new technology takes a lot of time and resources. Our single platform lets firms avoid that," said Fahey.

## The right technology

According to Fahey, technology provides a framework for the most effective management of compliance all round. He believes that the right technology enables companies to automate the entire compliance process.



***"Any time there's regulatory change, whether increased regulations or a lightened agenda, firms must be clear on the regulations that apply to their business."***

It can first help with this in operationalizing policies and procedures. "Policies and procedures, your code of ethics, these are things that every firm will have. But just having them isn't enough. They need to be put into practice precisely as written, and implemented consistently across the firm."

Additionally, it can help, in Fahey's view, ensure policies and procedures are received and understood as well as identify patterns of risky behaviors.

On the latter point, Fahey said, "Technology can help firms do this more effectively. For example, in the eComms space, where compliance needs to monitor employee communications for potential misconduct and risk, we've seen firms struggle with false positives. That can be an issue in KYC due diligence and when monitoring and screening

transactions as well. Technology can provide automated rules and lexicons to screen out false positives and help firms hone in on those areas of true risk. In the area of financial crime, rules can be configured to monitor and screen transactions and payments."

Technology can also help firms escalate those behaviors for remediation by homing in on the issues so they can take corrective action before the regulators do.

Another key area is verification. In Fahey's words, a firm's compliance system should be able to utilize data for verification and proactive identification of potential problems.

He added, "Data should be used to validate critical areas of potential risk, including whether customers are who they say they are. Do vendors and suppliers meet the standards set out by the firm? Are there employees with access to privileged and insider information who should not have it? Or employees who have access to material information and misuse it for personal gain, such as insider dealing? Are your employees properly preclearing potential trades for approval before executing them? And does their actual behavior map back to your employees preclearances, disclosures and requests?"

Other areas where technology can offer benefits are around proactive compliance and providing an audit trail with substantive proof of compliance for regulators, senior managers and the Board.

## RegTech trends


With a sector ever-evolving, taking on new ideas and technologies, what is the state-of-play for the most dominant RegTech trends?


Fahey stated, "The fast pace of regulatory expectations will continue to be a disruptor in the financial services industry. We anticipate a marketplace that will continue to be dominated by increasing regulations and aggressive and costly enforcement. Managing regulatory developments is always a challenge."

He continued, "Any time there's regulatory change, whether increased regulations or a lightened agenda, firms must be clear on the regulations that apply to their business. And identifying relevant developments is just the start of the process. Firms need to be able to take regulatory developments full circle – confirm what applies to the firm, identify the policies, procedures and controls that the change impacts, update them accordingly, and then make sure that employees are aware of the changes and that they've attested to understanding them. Firms should also regularly test that the policies and controls are working as expected."


That's an even more complex endeavor when firms have a global presence. Firms that operate globally must comply with the regulations in place across all jurisdictions in which they're doing business. This isn't an issue just for the G-SIBs and the larger financial institutions anymore. We're finding that firms of all types and sizes have some sort of a cross-border footprint these days," explained Fahey. ●




 Founded: 2023

 Employees: 11-50


 Regulation/Legislation: **MiFID II, Basel III, AIFMD, Solvency II, GDPR, EMIR, CCPA, DORA, FCA regulations, CFPB Regulations and Others**


 Subsectors: Communications Monitoring, Cybersecurity/ Information Security, Risk Management, Reporting, Compliance Management, Regulatory Change Management


 Regions of Operations: United States and EU


Myriad offers a new, modern approach to compliance management—powered by the latest breakthroughs in artificial intelligence to transform regulatory workflows for today's organizations. With proprietary AI models, Myriad fully automates traditionally manual, tedious compliance tasks such as document reviews, control checks, procedural analysis, and more, freeing teams to focus on higher-value work while expanding coverage by over 100x. Our real-time regulatory change management continuously captures, interprets, and integrates the latest regulatory updates, enforcements, and guidance, ensuring that companies in highly regulated industries—such as financial services, insurance, and healthcare—remain not only compliant but also strategically prepared for evolving standards in areas like operational resilience, consumer protection, financial conduct, and beyond. Born in Silicon Valley and led by industry-leading AI experts, Myriad is designed for forward-looking organizations, delivering a proactive, intelligent compliance solution that keeps them informed, adaptive, and steps ahead in the compliance landscape.




 Founded: 2015

 Employees: 101-250

 Regulation/Legislation: **AML**


 Subsectors: Risk Assessment, Transaction Monitoring, Anti Money Laundering, Sanctions Screening


 Regions of Operations: Global

Napier AI is a specialist in financial crime compliance technology, dedicated to assisting institutions in combating financial crime with greater efficiency and effectiveness. Established in 2015, the company leverages extensive experience and expertise to develop advanced compliance technology. This technology aids companies across various sectors in adhering to anti-money laundering regulations, detecting suspicious transactions, screening potential customers and business partners, and enabling analysts to predict customer behaviour. Napier AI's award-winning suite of solutions includes tools for transaction monitoring, screening, and risk assessment, all of which integrate seamlessly with an organisation's third-party and proprietary applications. Recently, Napier AI introduced two new service offerings: Continuum AI Live, a plug-and-play hosted solution for rapid deployment, and Continuum AI Flow, a headless API service for organisations seeking to incorporate AI-powered financial crime compliance intelligence into their existing infrastructure. These innovations help create a comprehensive view of risk, enhance operational efficiencies, and reduce total cost of ownership through automation and explainable AI.

 Founded: 2018

 Employees: 51-100

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

 Subsectors: Transaction Monitoring, Risk Management, Reporting, Identification/Background checks, Compliance Management

 Regions of Operations: Global



Payall, established in 2018 by fintech and payments expert Gary Palmer, addresses core challenges in the cross-border payments sector. Recognising the inefficiencies, risks, and high costs with international payments, Payall developed pioneering software to transform the ecosystem. Payall's world-first software offers end-to-end digitization, transparency into the payment chain, and global orchestration. Manual processes are now automated, including risk and compliance management, global KYC and sanctions checks. Additionally, Payall offers white-label UX/UI tools, specialty core or payment accounts, FX provisioning, and last-mile payment orchestration. Easily deployed into banks' existing infrastructure, Payall's modular software enables banks and financial institutions to provide customers with the cross-border payments service they deserve. At last, banked and unbanked customers worldwide can access fast, cost-effective and secure cross-border payments. Payall's mission is to become the preferred technology partner for financial institutions, payment channels, and central banks, delivering global payment solutions that meet the needs of a digital and regulated world.



-  **Founded:** 2020
  **Employees:** 1-10
-  **Regulation/Legislation:** **MiFID II, PSD2, Basel III, AIFMD, Solvency II, KYC, AML, GDPR, SFTR, Basel III, EMIR, All Regulatory Reporting Obligations**
-  **Subsectors:** Reporting, Compliance Management, Tracing Data Sources to Precises Regulatory Reporting Requirements
-  **Regions of Operations:** Europe






Profylr's pioneering Information Genetics® solution has solved for one of the most complex challenges facing central banks and regulators globally – trust and confidence in the data they use to make micro and macro-economic decisions which impact the daily lives of individuals. Information Genetics® is a unified technical regulatory reporting ecosystem connecting regulators to the regulated by anchoring cell-level regulatory reporting requirements to reporting institutions' data sources, providing a content-rich and intelligent blueprint to build their reporting solutions. This world-first innovation positions Profylr as a leader in regulatory reporting and data management solutions, providing financial institutions with the tools needed to navigate the complexities of regulatory compliance efficiently and transparently.



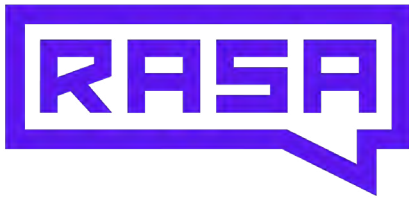
-  **Founded:** 2019
  **Employees:** 11-50
-  **Regulation/Legislation:** **MiFID II, EMIR Refit, CFTC, SFTR, MAS and ASIC**
-  **Subsectors:** Transaction Reporting, Regulatory Reporting
-  **Regions of Operations:** Europe, North America, Asia, Australia






Qomply removes the pain from transaction reporting by ensuring it is right the first time. Our solutions reduce costly reporting fees and increase operational efficiency empowering investment firms to take control of the quality of their transaction reports across MiFID, EMIR, CFTC, SFTR, MAS and ASIC. Relied on by leading banks, hedge funds, and trading venues, Qomply's award-winning ReportAssure technology ensures transaction reports are as complete and accurate as possible - performing 1000+ forensic-level accuracy checks, far exceeding the industry norm. Our solutions span the entire transaction reporting pipeline: report creation, quality assurance, submission (directly to regulators or via an ARM), and remediation. Our solutions are fully automatable and seamlessly integrate with existing technology infrastructures. We offer a managed service where firms can delegate all or part of their transaction reporting. Qomply is the only solution chosen by regulatory consultancies - testimony to the forensic-level detail embedded in our solutions.



-  **Founded:** 2009
  **Employees:** 51-100
-  **Regulation/Legislation:** **KYC, AML**
-  **Subsectors:** Financial crime risk, compliance and regulatory risk, supply chain risk, ESG risk, National Security Risk
-  **Regions of Operations:** North America, Latin America, Europe, Asia

Quantifind's precise risk intelligence automation enables organisations to gain a comprehensive understanding of their customers, partners, and suppliers by leveraging global data. This approach helps reduce exposure and costs while enhancing productivity and ensuring compliance. The company's risk intelligence solutions are powered by advanced AI, machine learning, precise language models, natural language processing (NLP), and the innovative field of name science. These technologies allow Quantifind to efficiently analyse billions of structured and unstructured data points with remarkable accuracy, speed, and scale. As a result, risk teams receive millisecond results, enabling them to verify entities and swiftly deliver highly accurate risk assessments. Quantifind's solutions thus provide a robust framework for managing risk in a rapidly evolving global landscape.



-  Founded: 2016
-  Employees: 51-100
-  Regulation/Legislation: **KYC, AML, GDPR, HIPAA, DPA, SEC, FINRA**
-  Subsectors: Onboarding Verification (AML/KYC/CDD), Compliance Management, Conversational AI
-  Regions of Operations: United States, Canada, Germany, United Kingdom, France, Serbia, Spain, Belgium, Denmark, EMEA

Rasa offers an adaptable conversational AI platform tailored for businesses in regulated industries, particularly financial services. The company emphasises flexibility and scalability, enabling firms to customise their AI systems to meet specific regulatory requirements. Rasa's platform can be deployed on-premise or in private clouds, granting organisations full control over sensitive data. It assists companies in automating customer service queries, compliance verification, onboarding processes, and more. The platform supports complex workflows and conversations, making it ideal for managing critical customer interactions. With a no-code UI and a powerful pro-code engine, teams can swiftly design, test, and deploy AI solutions, reducing implementation time to as little as two months. Rasa's LLM-agnostic approach allows companies to choose and switch between different language models, optimising performance and managing costs without being tied to a single vendor. The platform provides a reliable, secure, and efficient solution for companies seeking innovation while maintaining compliance.



-  Founded: 2010
-  Employees: 11-50
-  Regulation/Legislation: **GDPR, SEC Rule 17(a)-4, MiFID II**
-  Subsectors: Communications Monitoring, Risk Management, Reporting, Compliance Management
-  Regions of Operations: Global

Red Oak Compliance (ROC), a privately held firm located in Cedar Park, Texas, is a global leader in offering advertising review software and compliance solutions for the financial services and insurance sectors. The company serves clients with assets under management exceeding \$25 trillion. Its flagship product, Advertising Review software, is fully compliant with books and records requirements, allowing marketing and sales professionals to securely submit materials for review and approval by compliance, legal, and other subject matter experts. Beyond Advertising Review, Red Oak provides additional solutions, including Disclosure Management, Registration Management, Complaint Management, Internet Supervision, and Website Management.



-  Founded: 1993
-  Employees: 501-1,000
-  Regulation/Legislation: **MiFID II, Basel III, Solvency II, SFTR, Basel III, EMIR, MMSR, FMIA/FinfraG and CSA reporting, IORP II, FATCA, AOEI/CRS, DAC6**
-  Subsectors: Capital Planning/Stress Testing, Risk Management, Reporting, SupTech solutions (data management platforms) for central banks and regulators, Tax Reporting
-  Regions of Operations: Global

Regnology, previously known as BearingPoint RegTech, stands as a prominent international provider of cutting-edge regulatory, risk, and supervisory technology solutions, encompassing RegTech, RiskTech, and SupTech, for the financial services sector. The company collaborates closely with regulators and actively participates in standard-setting processes as a member of standardisation bodies like XBRL. Regnology distinguishes itself by merging regulatory expertise with a dependable and forward-thinking suite of solutions, which includes advisory services, managed services, and training seminars. Through its comprehensive offerings, Regnology supports the entire Regulatory Value Chain, ensuring that financial institutions can effectively navigate the complex landscape of regulatory compliance and risk management.







-  Founded: 2017
-  Regulation/Legislation: **SFTR, EMIR, CFTC, JFSA, ASIC, MAS**
-  Subsectors: Reporting
-  Regions of Operations: United Kingdom, United States, EU, Japan, Australia, Singapore

 Employees: 11-50

REGnosys is the leading collaboration platform for regulatory reporting. It allows regulated financial institutions to slash their risk and cost of reporting by working together on a single interpretation of the rules. REGnosys' award-winning low-code platform, Rosetta, is trusted by 1,000s of users from global financial institutions, standard-setting bodies and regulators. REGnosys is the technology partner for the industry's Digital Regulatory Reporting (DRR) programme, which leverages Rosetta to deliver an open-source, standardised and machine-executable expression of the global trade reporting rules. REGnosys was established in 2017 by a former Goldman Sachs Engineering MD. Its team of regulatory and engineering experts in capital markets operates primarily from its UK headquarters, with an R&D centre in continental Europe. The company adheres to four guiding principles: doing what is right, empowering leadership, embracing simplicity, and focusing on competitive advantage.







-  Founded: 2019
-  Regulation/Legislation: **FSCA, FIC, FATF, EU 5AMLD and 6AMLD (KYC and AML)**
-  Subsectors: IDV & User verification, Customer Screening, Customer Risk Assessment, Document verification, Adverse Media, Transaction Monitoring, Transaction Screening, and Regulatory Reporting
-  Regions of Operations: Global

 Employees: 11-50

RelyComply is a single platform committed to combating financial crime. They harness the power of artificial intelligence and cutting-edge machine learning techniques to give fintechs, banks, and financial companies the flexibility and efficiency they need, exactly where they need it, to automate KYC/AML processes. As criminals exploit the many loopholes made available through rapidly developing technologies (such as cybercrime threats from digital wallets, online payment systems, shell companies, and offshore accounts), global and local regulatory bodies are clamping down on misconduct related to financial crime requirements. It has never been a more pressing time to easily integrate RelyComply's solution to tackle heightened money laundering, trafficking, and affiliated crimes. Relycomply are your partner in an ever-changing world, balancing the cost of compliance while reducing false positives, mitigating regulatory risk, and increasing client onboarding rates.



-  Founded: 2019
-  Regulation/Legislation: **AML**
-  Subsectors: Compliance, Anti Money Laundering, Fraud Detection, KYC and Onboarding in Banking, Insurance, Payments, Lending (including BNPL), IDV, Brokers
-  Regions of Operations: United Kingdom, EU and North America

 Employees: 51-100

Resistant AI has been leveraging machine learning to combat cybercriminals for over 16 years, extending its expertise into the realm of financial crime. The company employs advanced machine-learning techniques to fortify the AI and automation systems of financial services against manipulation and attack. By scrutinising everything from submitted documents to ongoing customer behaviours, Resistant AI identifies and prevents document forgery, serial fraud, synthetic identities, account takeovers, money laundering, and large-scale, previously unknown financial threats. Supported by GV (formerly Google Ventures), Index Ventures, Credo Ventures, Seedcamp, Notion Capital, and several angel investors with a focus on financial technology and security, Resistant AI is based in Prague, with additional offices in London and New York. Its clientele includes Payoneer, Habito, Holvi, and Finom. For further information, visit [resistant.ai](https://resistant.ai) or connect on LinkedIn.



# COMPANY RESEARCH PROFILE

## REQUIREMENTONE

**PRODUCT NAME:**  
RequirementONE

Founded 2020  
 London, United Kingdom  
[www.RequirementONE.com](http://www.RequirementONE.com)  
[hello@RequirementONE.com](mailto:hello@RequirementONE.com)  
 Employees: 11-50  
 Regions of operation:  
Global with operations in Europe, Australia and North America

### KEY EMPLOYEES:



**Martin Gorm Pedersen**  
CEO & Co-founder



**Helen Dann**  
CCO & Co-founder

Value Chain: **Monitoring, Reporting, Process Tools & Control**

Subsectors: **Compliance Management, Risk Management**

Regulation/Legislation: **ANY regulation selected by a customer's experts**

### OFFERING

RequirementONE is a no-code compliance platform that streamlines regulatory change management for highly regulated industries. It offers real-time horizon scanning, generative AI accelerators, automated workflows and XBRL reporting. RequirementONE helps organisations reduce compliance costs by up to 80%, enhance regulatory coverage, and mitigate risk, serving a global client base with customisable GRC solutions tailored to any use case, jurisdiction, or language.

### PROBLEM BEING SOLVED

The proliferation of obsolete software tools has made the world of compliance too complex and costly. This isn't financially sustainable for organisations.

RequirementONE has developed a unique app-based platform that leverages the power of AI, which makes obtaining, managing, and sharing compliance-related intelligence intuitive, quick, and easy.

### TECHNOLOGY

By leveraging the power of end-to-end automation, you're now able to connect your data to your people on a single collaborative platform that modernises and future-proofs your compliance requirements.

RequirementONE has a single global data lake for regulatory developments that is accessible via a modern API, robots that automate core staff tasks, generative AI that accelerates analysis and a multi-lingual AI engine that gives people the information they need proactively and in real-time.

### PRODUCT DESCRIPTION

RequirementONE is a leading RegTech firm that specialises in providing innovative solutions to help organizations effectively address regulatory change. Its platform offers a comprehensive suite of tools and resources designed to supercharge companies' efforts in staying compliant in a fully digitalised way. It is compliance simplified.

#### Tailored Solutions for Your Needs

With RequirementONE, you have the flexibility to align the platform with your specific business requirements and geographies. Gain access to a vast repository of regulatory updates from over a thousand regulators, industry bodies, and best practice sites across relevant jurisdictions.

#### Efficient Change Analysis and Triage

Managing regulatory updates across multiple geographies can be a daunting task, which is why RequirementONE offers a solution that simplifies the complete process. The platform provides fully translated regulatory updates that are automatically routed to the appropriate stakeholders, ready to be actioned. Analyse changes comprehensively, leverage complete change history, and generate comprehensive reports to meet specific regulatory compliance needs.

#### Rapid time to value

The platform is easily configurable by a subject matter expert (SME), to manage the companies' processes, automating repeatable tasks, using Artificial Intelligence to boost productivity and full reporting, resulting in rapid time to value.

### TRACTION/GROWTH

- Teams within small and large organisations that are impacted by regulatory change rely on RequirementONE's unique apps-based platform to identify and action change while digitalising downstream activities resulting in cost reductions of up to 80%.
- The company has established services and implementation partnerships with Grant Thornton, NextWave Consulting and other regional partners.

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# How RequirementONE helps firms adapt to sustainability regulations

*Founded in 2020, London-based RequirementONE is both a data platform that offers real-time access to global regulatory developments and a collaborative platform enabling the digitalisation of businesses' processes and activities.*



## REQUIREMENTONE

RequirementONE provides its users with access to a platform that includes support for firms looking to action regulatory change. Users are able to access regulatory updates from over 1000 regulations, best practice sites and industry bodies in the jurisdictions relevant to them.

With close to five years in the industry, RequirementONE has found its feet in the RegTech sector. In particular, 2024 has been a year of particular push and vigour for the business.

According to Martin Gorm Pedersen, CEO and co-founder of RequirementONE, 2024 has been a year with a 'high level' of activity, where the firm has seen traction in new markets working with customers and partners to create new offerings to meet their current regulatory and digital transformation needs.

"This is primarily a result of our platform being able to both identify regulatory change and be the central hub for collaboration," said Pedersen.

### Sustainability regulation

One area of focus that is unavoidable currently in the financial sector is the rise of sustainability regulation, which has seen a rapid rise over the past decade. With this in mind, there are a growing number of financial organisations turning to RegTech to meet this moment.

Pedersen explained, "There have been a slew of sustainability regulations with more in the pipeline, and reporting requirements are affecting more companies than ever before.

RegTech, in Pedersen's view, offers firms a way to monitor updates to these regulations in real time, manage all standards and frameworks, capture what data is required, define what is material, manage information from stakeholders who hold this data, generate narratives, keep track of progress, gather data and use AI to give their experts a boost.

For this, RequirementONE can play a key role on this topic. "RequirementONE allows you to do all of this on a single platform," he said.

Pedersen added, "RequirementONE is agnostic, so we can help with all sustainability regulations. At the moment, customers and prospects are engaging with us regarding end-to-end solutions frequently covering CSRD, GRI and IFRS."

### Regulatory roadblocks

What are some of the biggest roadblocks for financial firms who are looking to be fully compliant with such regulations?

According to Pedersen, the key roadblocks for most companies are finding out what data they have, providing a gap analysis, deciding what is material, listing what data they need, identifying who owns the information, calculating how to measure the data and planning how to gather the data they need, ideally automatically.

"This is true for most companies," said the RequirementONE CEO. "International, multinational and group firms have the same issues, compounded by getting the information from each country or subsidiary."

### RegTech trends

As for key trends that dominate the RegTech sector, Pedersen highlighted he believed the volume of regulations show no sign of shrinking although there are regulators that are starting to talk about consolidation and unification of standards, and a lot of work showing how regulations and frameworks interrelate.

Pedersen added, "Safe use of automation and generative AI, a focus on digitalisation and real time monitoring are trends that we will see in the year ahead."

### Future plans

As the RegTech industry continues to evolve, the focus of the industry will be highly likely to change from year-on-year, as new businesses come into being with new missions driven by new technology.

As RequirementONE casts its eye towards the medium-to-long term future, the watchword for its own future centers around the topic of expansion.

Pedersen explained, "Our focus is on expanding our market presence by allowing internal and external subject matter experts to operationalise their knowledge and expand our partner network." ●

# A single platform for ESG reporting

## Challenge

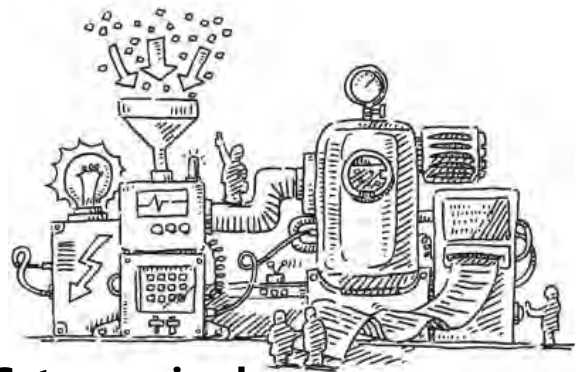
Transforming regulatory obligations and the company's ESG overview into a practical, actionable process.

## Result

A future-ready ESG Data Hub designed to manage the entire process, ensuring complete traceability from data sources to the final regulatory report.

### Unified ESG Data Hub

A unified platform to store all ESG data points, integrating data from internal and external systems, aligning with various frameworks, and enabling seamless export to relevant reports.



## 1. Monitor regulatory obligations

Gather regulations, guidance, news, Q & A from regulators, industry bodies and best practice sites in real time, assigning them to the relevant experts in your team.

## 2. Get organised

Using the data sourcing hub, collaborate with your subject matter experts and stakeholders to determine materiality, identify what data you have (and don't have), understand what needs to be reported against and start to gather your data.



## 3. Integrate data






Use the data hub to run impact assessments, run simulations for future ESG initiatives, strategy refinement, reuse data across multiple reports, answer questions quickly and provide governance oversight.

## 4. Analyse and comply

Leverage the reporting hub to visualise data, map frameworks, generate reports for internal use, website publication, or regulator submission, and track initiative impacts for continuous improvement.

One of many solutions *configured* using the RequirementONE platform

# roaring

-  Founded: 2016
-  Employees: 11-50
-  Regulation/Legislation: **PSD2, Solvency II, KYC, AML**
-  Subsectors: Onboarding Verification (AML/KYC/CDD), Risk Management, Identification/Background checks
-  Regions of Operations: Sweden, Norway, Finland, Denmark






Roaring is transforming risk management and compliance in the financial sector with its innovative technology solutions. The company specialises in automated customer and supplier checks, achieving a remarkable 73% growth in revenue, from 29 million SEK to over 50 million SEK within a year. This growth highlights the increasing demand for Roaring's services in a complex regulatory environment. Central to its offerings is an automated risk analysis service, utilising indicators recommended by the Swedish Economic Crime Authority to help organisations identify and mitigate financial crime risks, such as money laundering and tax fraud. Roaring enhances B2B and B2C onboarding, streamlines KYC and AML compliance, and improves decision-making through robust monitoring services. The company has formed strategic partnerships to strengthen its presence in both private and public sectors, aiming to prevent criminal activities in public procurement. Roaring also provides PEP and sanctions screening, beneficial ownership monitoring, and ongoing company checks, ensuring compliance with regulatory standards across multiple jurisdictions.



-  Founded: 2020
-  Employees: 51-100
-  Regulation/Legislation: **FINRA/SEC public communication regulations, AML/KYC/BSA guidelines, FINRA/SEC/BSA/CFPB/OCC electronic communications and financial regulations**
-  Subsectors: Onboarding Verification, Communications Monitoring, Risk Management, Compliance Management
-  Regions of Operations: United States

Saifr, a RegTech within Fidelity Investment's innovation incubator, Fidelity Labs, is committed to safeguarding organizations from pervasive AI and regulatory risks. Using intelligent technology that efficiently and effectively navigates complex compliance and regulatory requirements, Saifr helps clients save time, reduce costs and improve accuracy while protecting the firm. Their advanced, AI-powered risk prevention and management solutions include capabilities for marketing compliance review and adverse media screening and monitoring for AML/KYC.



-  Founded: 2016
-  Employees: 51-100
-  Regulation/Legislation: **UCP 600, URC 522, and URR 72, GDPR, and AML Onboarding**
-  Subsectors: Onboarding Verification (AML/KYC/CDD), Risk Management, Reporting, Compliance Management
-  Regions of Operations: India, South East Asia, United Arab Emirates, United States

Founded in 2016, SimplyFI is a trailblazer in utilising advanced AI and blockchain technology to transform various sectors. The company developed the world's first trade financing platform on blockchain, offering innovative solutions for automated documentation workflows and financial processes specifically designed for banks and financial institutions. SimplyFI's diverse product range includes asset tokenisation, Loan Origination and Management Systems, Digital Supply Chain Finance, Global Trade Finance, and Central Bank Digital Currency (CBDC) solutions, all aimed at enhancing global trade efficiency. Additionally, they provide Track and Trace capabilities that employ AI and blockchain to securely monitor product journeys from origin to delivery, ensuring data integrity. Their Enterprise LLM uses large language models for compliance checks and reducing digital hallucination. Beyond finance, SimplyFI extends its expertise to healthcare and supply chain management, delivering integrated solutions that enhance operational efficiency and security.



# COMPANY RESEARCH PROFILE

**S&P Global**  
Market Intelligence

**PRODUCT NAME:**  
Cappitech

- Founded 1917
- New York, United States
- [www.spglobal.com/marketintelligence/en/](http://www.spglobal.com/marketintelligence/en/)
- [regreporting@spglobal.com](mailto:regreporting@spglobal.com)
- Employees: 10,000+
- Regions of operation: Global

## KEY EMPLOYEES:



**Struan Lloyd**  
Managing Director



**Andy Shanaghy**  
Executive Director, Head of Product and Implementation



**Meg Francis**  
Executive Director, Head of Customer Experience

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

Subsectors: **Reporting, Compliance Management**

Regulation/Legislation: **MiFID II, SFTR, EMIR, SEC, CFTC, Canadian Derivative Reporting, MAS, ASIC, JFSA, HKMA, FinfraG**

## OFFERING

S&P Global Market Intelligence is a division of S&P Global (NYSE: SPGI), a leading provider of credit ratings, benchmarks, and analytics in global capital and commodity markets. It offers ESG solutions alongside comprehensive data and insights into critical business factors. With over 160 years of history, S&P Global has been delivering essential intelligence that drives opportunities, supports growth, and accelerates progress worldwide.

## PROBLEM BEING SOLVED

Cappitech ensures accurate, timely, and complete transaction reporting for firms across multiple jurisdictions, reducing time, resources, and costs for clients globally.

- One point of contact for all reporting jurisdictions.
- A simple, intuitive, yet powerful dashboard to monitor reporting status in real time and perform audit trails.
- Operational support complementing back-office support and compliance teams.
- Price improvements through economies of scale.

## TECHNOLOGY

Cappitech's solution is hosted on the AWS cloud, with a strong emphasis on data security and integrity. The backend code is written in .Net on a Windows operating system, and the database utilises MySQL. The web interface is developed using Angular, with authentication based on OAuth 2.0. Cappitech employs Agile methodology, integrating quality assurance into the development cycle to ensure high efficiency and quality in its solutions.

## PRODUCT DESCRIPTION

S&P Global Market Intelligence Cappitech is the most technologically advanced regulatory reporting platform on the market. It provides seamless delivery of services and solutions for regulatory reporting across multiple jurisdictions simultaneously, via an intuitive dashboard integrated across regimes, deploying gold-standard data visualisation tools for reporting effectiveness and analysis.

Cappitech is consistently ahead of its peers in preparing for new and changing regulations, even during periods of significant evolution. In 2024, this proactive approach ensured the firm's clients were fully prepared for CFTC Phase 2, JFSA, and EMIR Refits (EU and UK), with the same level of preparedness on track for MAS and ASIC later this year. Additionally, the platform has expanded to include SEC10-C and SEC505/6 reporting.

Cappitech also provides a range of additional services and reconciliation tools, often deployed across various regimes, such as the game-changing UTI Connect tool. Originally created for SFTR and now available for both EMIR and JFSA, UTI Connect reduces UTI pairing breaks and simplifies the process of finding, correcting, and replacing incorrect UTI details. The company also offers a full managed services solution, including a comprehensive tech stack assessment, dedicated onboarding resources, and ongoing business-as-usual (BAU) support.

## TRACTION/GROWTH

- **600+** customers worldwide
- Customers have seen a 70% improvement in total cost of ownership (TCO) for regulatory reporting, alongside additional benefits in efficiency and accuracy in their reporting processes.

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# Why global banks are turning to Cappitech for reporting efficiency

*Global banks often struggle to get a clear holistic picture of their global trade and transaction reporting, according to Struan Lloyd, global head of sales at S&P Global Market Intelligence Cappitech. To solve this problem, Cappitech provides a dashboard to collate all their reporting activity.*



**S&P Global**  
Market Intelligence

Cappitech joined the S&P Global Market Intelligence brand in 2021, following the acquisition of its parent company IHS Markit. In just three years, Cappitech has experienced significant growth. It currently boasts over 650 clients globally, spanning asset managers, global and regional banks, corporate clients, custodians, retail brokers and more.

Its platform provides clients with advanced trade and transaction reporting capabilities. Cappitech collates data from clients, spanning multiple jurisdictions and in varying formats, such as CSV, FpML and XML. Once aggregated into a single reportable message clients can view their reporting on a unified dashboard. Its rule engine can identify what products in each asset class need to be reported, complete pre-validations, and much more. Through the dashboard, a client can assess their global operations, see which trades have been accepted, and get a detailed workflow of those that were rejected or failed.

## What problem is Cappitech solving?

Financial institutions are facing greater regulatory complexity every year. For instance, ESMA made 19 changes to regulations in 2023, and the SEC's current chair has made 64 rule changes since 2021. The pace of regulatory change is creating greater pressure for compliance teams to respond quickly and increase resources to cope. A study in 2023 found that 61% of corporate risk and compliance professionals reported their priority for the following 12 to 18 months was just to keep pace with regulatory updates. In terms of transaction reporting, it too is facing this rapid pace of change, with 2024 being a big year for updates in various regions and 2025 is set to be the same.

An added challenge of responding to new rules and updates comes from firms trying to understand what they mean and how they impact them. Lloyd explained that regulators will issue guidance on rule changes and the Trade Repository will create specifications, but every firm is different. They will trade different asset classes and products, making it difficult for firms to fully understand their requirements.

He added, "Providing guidance to help clients understand how trades need to be reported is critical. The ability to manage change has been something that we at Cappitech helped with. If you look at this year alone, we have managed five regulatory rewrites, which is significant. From a reporting point of view there is deep knowledge within Cappitech that our clients find valuable. Additionally, from a cost perspective, we are a lot more efficient, as we are reporting for a large number of clients versus each individual client taking on their own reporting"

## Common challenges with reporting

When it comes to existing regulatory reporting processes, Lloyd believes disjointed systems and siloed data to be the biggest issues facing financial institutions. This is particularly the case for large institutions that are operating across multiple jurisdictions. Each region has its own regulations and while each of their specific teams will have a good handle on the situation, getting a cohesive global perspective is very challenging.

Cappitech helps firms with their data silos by collating the information from multiple systems and bringing it together into one dashboard. Firms can then use the platform to examine reporting on a regional basis or zoom out and look at the global picture. This can help senior management staff to quickly and easily see where they are compliant and identify areas needing improvement.

When it comes to regulatory reporting processes, Lloyd encouraged firms to complete a health check and see if there are areas where improvements can be made. He said, "If you're concerned that you're not reporting correctly, don't just leave it. Reach out to Cappitech and let us know if there's anything we can help with."

## Success of 2024

As for the biggest challenge Cappitech has faced over the years, Lloyd pointed to the pace of regulatory change. The constant regime rewrites, adding of new regulations and introduction of UPI with hard regulatory deadlines has been challenging for not just Cappitech but the entire industry. Looking back on a very busy 2024, we are very proud of what Cappitech has achieved in partnership with our reporting community.

Speaking on the recent efforts of the team to complete five rewrites and still have time to launch new products, Lloyd emphasised how strong of a team it has behind the product. "I've got to take my hat off to the team this year. Handling five rewrites, the new unique product identifiers (UPIs) coming in, and the launch of the UTI connect product. The biggest achievement this year, has been making sure that each of our 650 clients are live in each regime with the rewrites, as well as being able to build new products and functionality onto the platform. It's been one of the busiest years in regulatory reporting and we look forward to 2025."

However, Cappitech is not ready to rest on its laurels. The team is already looking at the new year and has started preparing for two upcoming rewrites, with Canada in July and Hong Kong in September. It is also exploring additional product enhancements, including improvements to enhance its reconciliation tool and the GUI functionality, in line with customer feedback.

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***"We take a lot of feedback from clients and that input goes back into the product. I think that's why that 650 plus community of clients is so significant."***

## Standing out from the crowd

When it comes to reporting, Cappitech is not the only solution in the market, but there are several factors that help to differentiate it from what competitors are offering. A couple of those defining features are the end-to-end nature of the platform and the holistic approach that removes the need for clients to rely on multiple, disjointed products.

On top of this, Cappitech's team is always looking to evolve and meet the changing needs of its clients. Lloyd said, "We take a lot of feedback from clients and that input goes back into the product. I think that's why that 650 plus community of clients is so significant. If there's something that one segment of the market needs, when we build that, everyone will benefit from it through the multi-tenant platform."

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***"If you're concerned that you're not reporting correctly, don't just leave it. Reach out to Cappitech and let us know if there's anything we can help with."***

A testament to the capabilities of Cappitech is the number of happy customers that it boasts. For instance, its technology has helped global banks save up to 45% on their reporting costs. Focusing on a specific group of customers, Lloyd pointed to buy-side firms. These have typically delegated their reporting to up to ten brokers, which means they lack control, leaving room for discrepancies in how each broker interprets the rules. Cappitech has helped its buy-side clients improve their reporting processes and give them greater control over the process. The SaaS solution has allowed them to collate data directly from their source platforms and build a consistent reporting framework across all their operations.

When asked what makes Cappitech the best partner for financial institutions, Lloyd highlighted its proven track record with happy clients. "When it comes to compliance and regulatory reporting, firms are looking to leverage the community for best practices. What they don't want to be is an outlier. The benefit of using our solution is that it is the same across all clients, and that's the benefit of using our workflow and our interpretation of what needs to be reported. I think it is something that sits really strong with clients and is echoed in the feedback we're getting." ●



## COMPANY RESEARCH PROFILE



-  Founded 2018
-  Tallinn, Estonia
-  [www.salv.com](http://www.salv.com)
-  [info@salv.com](mailto:info@salv.com)
-  Employees 11-50
-  Regions of operation: Europe

### KEY EMPLOYEES:



**Taavi Tamkivi**  
CEO



**Jeff McClelland**  
COO



**Sergei Rumjantsev**  
CTO

Value Chain: **Onboarding, Monitoring, Detection, Prevention**

Subsectors: **Onboarding Verification (AML/KYC/CDD), Transaction Monitoring, Risk Management, Compliance Management, Sanctions Screening, Data Sharing**

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

### OFFERING

**Salv provides a specialised SaaS platform that helps banks, FinTechs and PSPs combat financial crime more effectively.**

**The platform enables better fraud prevention, intelligence sharing, and money laundering detection.**

Used by over 100 companies across Europe, Salv's platform centralises AML data, facilitates intelligence exchange, and automates repetitive tasks, which helps reduce false positives and enhances criminal detection capabilities. Founded by a team of experts from Wise and Skype, Salv is a regulated partner and licensed KYC data processor on a mission to make the world safer by beating financial crime.

### PROBLEM BEING SOLVED

Financial institutions are facing a rise in financial crime, bringing challenges related to compliance, costs, and operational efficiency. Salv addresses these by providing a FinCrime platform that centralises AML, fraud, and compliance data, automates 80% of manual tasks involved in customer and transaction screening and monitoring, and incorporates intelligence-sharing capabilities. Salv enables financial institutions to collaborate securely, helping recover up to 80% of stolen funds through industry-wide cooperation, offering a smarter, more efficient approach to fighting financial crime.

### TECHNOLOGY

Salv addresses key challenges in financial crime compliance through a cloud-based platform that centralises data, automates compliance tasks, and enables secure intelligence sharing. The platform uses PostgreSQL and Elasticsearch for efficient data handling and complex calculations. For secure collaboration between financial institutions, Salv employs advanced encryption algorithms and public-private key pairs, ensuring data privacy and integrity. This technological foundation allows banks, FinTechs, and payment providers to streamline compliance, improve detection, and recover up to 80% more stolen funds by working collaboratively.

### PRODUCT DESCRIPTION

When it comes to traditional methods of detecting and preventing financial crime, whether rule-based or AI-based, the success rate remains limited. To combat this, Salv is the only FinCrime solution on the market with built-in intelligence sharing. This feature enables FinCrime teams at neighbouring financial institutions to exchange intelligence and make decisions based on suspicious activity, functioning as one interconnected FinCrime prevention team.

**Salv Bridge** enables secure, encrypted intelligence sharing among financial institutions, creating a collaborative defence against financial crime. This cloud-based platform facilitates data exchange on suspicious actors, allowing FinCrime teams to prevent fraud proactively and improve recovery rates, with users reporting up to 80% of stolen funds being recovered. Features include joint anti-money laundering investigations, integration with law enforcement for public-private partnerships, and real-time secure collaborative investigations. Salv Bridge thus empowers banks, FinTechs, and payment service providers to break down silos, significantly enhancing compliance and response capabilities across the financial sector.

## PRODUCT DESCRIPTION (CONT.)

**Salv Screening** is a comprehensive tool for automating financial crime detection by screening customers and transactions against sanctions, PEP/RCA, and adverse media lists. The platform uses advanced matching algorithms, reducing manual work and false positives by up to 90%. With real-time screening and simple customisation options, FinCrime teams can quickly adapt to emerging threats and regulatory changes. Salv Screening ensures compliance while reducing administrative overhead, enabling institutions to focus resources on high-priority alerts and investigations.

**Salv Monitoring** provides financial institutions with real-time and post-event customer and transaction monitoring capabilities to detect and prevent fraudulent activities. It includes over 100 customisable rules and offers counterparty monitoring, enabling institutions to examine the full context of transactions and detect suspicious patterns. With tools for fast rule configuration, the platform allows teams to manage cases efficiently and adjust to changing behaviours without requiring extensive engineering. Salv's streamlined interface also supports seamless API integration, providing users with a flexible, secure solution for compliance and fraud prevention.

## TRACTION/GROWTH

### • Clients:



Over 100 financial institutions across Europe use Salv.

### • Partnerships:



- Salv is continuously expanding its pan-European intelligence-sharing network. Over the next 12 months, rapid growth across Europe is expected, particularly in utilising intelligence sharing to combat APP fraud. Additionally, Salv is introducing intelligence sharing in the context of typologies, allowing financial institutions to disseminate insights into emerging financial crime threats and patterns quickly.

## MANAGEMENT BIO

**Taavi Tamkivi** is the Co-Founder and CEO of Salv. Before founding Salv, Taavi spent more than a decade helping Wise and Skype build up their compliance, AML and fraud departments as the company's scaled from local startups to global unicorns. At Skype, he learned the challenges of managing and analysing massive data sets. And at Wise, he built iterative, fast-scaling tools to meet the needs of an ever-changing FinCrime landscape. Taavi was previously a Board Member and Head of the AML working group for the European FinTech Association.

**Jeff McClelland** is the Co-Founder and COO of Salv. Jeff does everything analytics. He led an Analytics team at Skype and later, at Wise. During his time at Wise he realised the enormity of fraud and money laundering. It became obvious a completely new way of fighting crime was needed and he was super happy to dive head-first into financial crime-fighting with Salv.

**Sergei Rumjantsev** is the Co-Founder and CTO of Salv. Before joining Salv, Sergei worked as a verification team lead at Wise and before that as software developer. He knows that passion for fighting crime alone is not enough – it has to be supported by really smart and clever data systems which make using Salv a breeze for users.



# Fighting cross-border APP fraud: Why technology alone isn't the solution

*Billions of dollars are lost each year to authorised push payment (APP) fraud. Despite banks increasing their protections, annual losses from APP scams are expected to reach \$6.8bn by 2027, a CAGR of 11%. In this interview with Ester Eggert, Head of Product at Salv, a RegTech with a unique solution to this growing problem, we explore why sharing intelligence might be the answer.*



APP fraud is where a criminal will manipulate a victim into sending them money, often by disguising their identities as someone more trusted, such as a known individual or a recognisable business. To protect themselves, firms are increasingly looking to technology as the silver bullet, but this is only one half of the solution.

"I think when it comes to financial crime, technology is one key to solving the problem," explained Ester Eggert, Head of Product at Salv. "But if you focus too much on technology and forget about other angles, then you won't really solve the problem." She added that there are limits to what can be done with technology. More data can be added, and it can gradually become smarter, but it won't change the bigger picture or help the firm detect APP fraud on a larger scale. The technology won't be able to spot all incidents, and it won't be able to recover all funds, combating cross-border APP fraud requires a multi-layer approach. "To successfully detect APP fraud on a larger scale, you need to change people's mindset, but that takes time. You need to conceptually change all the processes and how people look at it. It's a huge battle."

This is one of the biggest hurdles firms face with their cross-border APP fraud processes – not understanding the full picture. Eggert explained that some firms focus on improving their fraud recall, which allows payment providers to quickly stop suspicious payments to prevent fraud. On the other hand, some firms focus on improving their detection capabilities to try and prevent instances of APP fraud. To effectively combat cross-border APP fraud, firms need to improve both sides of the coin.

## Salv Bridge

Salv's mission is to boost the collaboration of investigations teams, both internally and with teams in other institutions. The tool fosters end-to-end encrypted communication as well as secured sharing of suspicious activity intelligence. Criminals rarely operate in isolation. It is often a network of criminals conducting similar scams across multiple institutions. By working together, investigations teams are better equipped to spot suspicious activity and patterns across institutions and take the necessary steps to prevent the criminal being successful. As Salv's core philosophy states, "It takes a network to beat a network."

In terms of cross-border APP fraud, the Salv Bridge solution aims to foster collaboration to support the recovery of funds lost to APP fraud. While the platform improves the likelihood of fraud recall being successful, the platform doesn't focus on building technology to optimise the process for faster recalls. Instead, Salv Bridge fosters collaboration at the point of initial suspicion.

Eggert explained that firms tend to be great at spotting suspicious activity and will try to relay the concerns to the customer. Unfortunately, customers often move ahead with the transaction, believing it to be legitimate. This puts the firm on the backfoot when it comes time to recover the funds. Whereas Salv Bridge's collaboration capabilities help firms proactively prepare for the customer completing the transaction.

“Think about it as an additional, but very beneficial, process. You will still try to educate the customer about the risky transaction, but at the same time, you will start the collaboration and send a signal to the beneficiary institution where the funds are intended to go. Now that institution will already be aware that they likely have a mule account on their hands.”

When the money moves to the beneficiary, it will get stuck in the fraudster’s account, making it far more likely that the funds can be recovered. Salv Bridge also supports public-private partnerships, fostering a direct line of communication with law enforcement authorities. This not only helps with the recovery of funds, but also helps to put a stop to the fraudster.

When it comes to cross-business collaboration, companies in the financial services space can often be wary. With data protection regulations like GDPR, firms are cautious about sharing information with other firms. However, Salv Bridge doesn’t require any data to be shared.

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***“There’s one thing more valuable than data, and that’s intelligence. Data is a raw thing, you can draw conclusions based on data, but on its own, it doesn’t mean anything.”***

Eggert added, “There’s one thing more valuable than data, and that’s intelligence. Data is a raw thing, you can draw conclusions based on data, but on its own, it doesn’t mean anything. Whereas intelligence, by definition, is the product of someone’s thought process, someone’s investigation. The key is to really spread the information around red flags as fast as possible. We heavily restrict sharing any sensitive customer data outside the scope of a specific transaction.”

## Standing out from the crowd

When Salv meets with potential clients, one of the first questions they are asked is how the platform differs from other offerings in the market. This is often a tough question for Salv to answer, simply because there are no other comparable solutions in the market. So instead of outlining differentiators, Eggert prefers to outline what Salv Bridge doesn’t do. “We don’t optimize fraud recall; we are not a replacement for SWIFT message, and we also don’t do risk scoring. Instead, we sit in the middle between those two things. We give direct access to the fincrime team of another institution so you can talk to other like-minded individuals and tackle the cases together.”

***Finally, it is important to note that Salv Bridge is not the only solution offered by the RegTech. It has a full suite of complementary solutions that can help clients transform their entire anti-fraud capabilities.***

This approach has worked wonders for Salv, which boasts many happy customers. One success story the team prides itself on is a customer in Estonia that was able to increase their APP fraud recovery rate by 80%. For comparison, the bank was averaging a success rate of around 10% prior to the use of Salv Bridge.




As to what makes Salv the perfect partner to investigations teams, Eggert highlighted several reasons. Chief among these is its experience. Salv has built a team of experts that have firsthand experience of dealing with fraud within financial institutions. She noted, “We are not looking at it from some sort of theoretical angle. We know very well what we are talking about, what the problem is, what works and what doesn’t.”

Another boon of Salv is that it’s still a startup. Initially this might not seem like a major benefit, but it allows Salv to stay nimble and quickly adapt to new market demands. Eggert explained that legacy providers, which have had the same solution for 30-40 years, are not likely to evolve their platform with the latest advancements. Whereas Salv can quickly react and capitalise on cutting-edge technology.

Finally, it is important to note that Salv Bridge is not the only solution offered by the RegTech. It has a full suite of complementary solutions that can help clients transform their entire anti-fraud capabilities. For instance, it offers a real-time and post-event transaction monitoring tool. This feature allows firms to act to quickly suspend a suspicious payment, while also gathering data on previous transactions to analyse changes in customer behaviour and spot any anomalies. Similarly, the Salv Screening solution can automate the sanction screening and adverse media checks around customers, and the Salv Risk Scoring tool supports KYC processes to ensure clients have a holistic view of customers.






Ultimately, for firms looking to improve their cross-border APP fraud processes, Eggert said, “Try to think outside the box. In addition to thinking about technology, also think about your processes. I feel that this is an angle that people often neglect. They sort of jump into the technology side and try to optimize this and that, but at the same time, there might be something very conceptually wrong with how you are addressing the problem in the first place.” ●



-  Founded: 2019
-  Employees: 11-50
-  Regulation/Legislation: **PSD2, KYC, AML, EU AML Directive**
-  Subsectors: Onboarding Verification (AML/KYC/CDD), Risk Management, Reporting, Identification/Background checks, Compliance Management
-  Regions of Operations: Germany, Switzerland


Sinpex GmbH, a Munich-based software startup founded in 2019 by Dr. Camillo Werdich, provides a cutting-edge one-stop solution for KYC processes in the business customer sector. All process steps can be fully mapped within the Sinpex platform. The core of their solution lies in the automated analysis of official company documents. Using Artificial Intelligence (AI) and large language models (LLMs), relevant content is extracted with precision. Leading companies across banking, payments, factoring, and leasing sectors already rely on Sinpex's innovative solution to enhance efficiency and accuracy in their operations. The management team is further strengthened by Dr. Philipp Eska, the Chief Financial Officer, who has a background with McKinsey and Zahneins, and Werner Krahe, who was formerly the Product Lead at LeanIX and Recommind.



-  Founded: 2001
-  Employees: 1,001-5,000
-  Regulation/Legislation: **Communications Compliance / Recordkeeping (Digital Communications Governance & Archiving)**
-  Subsectors: Risk Management, Compliance Management
-  Regions of Operations: Global

Smarsh empowers companies to transform oversight into foresight by identifying business-critical signals within their digital communications. Regulated organisations of all sizes depend on the Smarsh portfolio of cloud-native solutions for capturing, retaining, and overseeing digital communications. These solutions assist in identifying regulatory and reputational risks within communications data before they escalate into losses, fines, or negative publicity. Smarsh boasts a global client base, including 90% of the top financial institutions across North America, Europe, and Asia, as well as leading brokerage firms, insurers, registered investment advisors, and U.S. state and local government agencies. For further insights into the future of communications capture, archiving, and oversight, one can visit [www.smarsh.com](http://www.smarsh.com).



-  Founded: 2014
-  Employees: 51-100
-  Regulation/Legislation: **KYC, AML, EU Corporate Sustainability Due Diligence Directive**
-  Subsectors: Onboarding Verification (AML/KYC/CDD), Risk Management, Identification/Background checks
-  Regions of Operations: Global

smartKYC offers a suite of proven AI-powered software solutions to intelligently automate your 3rd-party due diligence processes and to ensure compliance with regulation such as the EU's Corporate Sustainability Due Diligence Directive (CS3D) and the US Department of Justice's guidance on Corporate Compliance (ECCP). Their products ensure that previously labour-intensive screening tasks are straight-through-processed such that human judgement is focused only where necessary, not wasted looking for risks where none exist. Typical use cases include batch screening of an entire supplier base, pre-onboarding risk assessment, re-screening at intervals and continuous monitoring of both watchlists and open web sources. Risk coverage spans bribery and corruption, other criminality, sanctions, ESG misdeeds, security breaches and adverse reputation. And because it is truly multilingual, you can be as confident in your due diligence in Russian, Chinese and Arabic as in European languages.



# COMPANY RESEARCH PROFILE

## SmartSearch

-  Founded 2011
-  West Yorkshire, United Kingdom
-  [www.smartsearch.com](http://www.smartsearch.com)
-  [info@smartsearch.com](mailto:info@smartsearch.com)
-  Employees: 101-250
-  Regions of operation:  
United Kingdom, United States

### KEY EMPLOYEES:



**Phil Cotter**  
Chief Executive Officer



**Collette Allen**  
Chief Transformation Officer



**Fraser Mitchell**  
Chief Product Officer

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

Subsectors: **Onboarding Verification (AML/KYC/CDD), Risk Management, Reporting, Identification/Background checks, Compliance Management**

Regulation/Legislation: **KYC, AML**

### OFFERING

While there are various verification services, screening solutions and monitoring platforms on the market, SmartSearch is the only one that offers an unmatched single-source digital compliance solution, meaning clients do not have to go anywhere else, or use (and pay for) multiple systems to meet their requirements. SmartSearch also offers several unique technological enhancements that its competitors do not.

For example, SmartSearch's unique multi-bureau, global data partners in Experian, Equifax, TransUnion and the London Stock Exchange Group (LSEG) provides the unrivalled ability to deliver the highest match rate on the market of over 90% for Anti-Money Laundering (AML) solutions on the market. This not only helps organisations to remain secure and compliant in the fight against money laundering, but importantly helps them to win new customers and accelerate their own growth ambitions.

### PROBLEM BEING SOLVED

SmartSearch surveyed more than 500 compliance professionals and financial crime (31%) is placed alongside skills shortages (33%) and "red tape" (34%) as major factors hindering UK economic growth. This points to a broader issue: businesses are facing multiple challenges simultaneously, each contributing to a difficult balancing act between compliance and growth. For many, the weight of compliance requirements has reached a tipping point, creating a difficult balancing act between adhering to regulations to prevent financial crime, and growing their business. But traditional compliance and AML services are time consuming and often inaccurate – thanks to the increasingly sophisticated methods employed by fraudsters – It is widely acknowledged that electronic solutions are the most robust and efficient way to conduct AML checks.

### TECHNOLOGY

SmartSearch recently underwent a significant technological upgrade, transitioning from a monolithic architecture to cloud-based microservices. This restructuring enables SmartSearch to operate multiple services independently and concurrently, facilitating rapid scalability and global expansion. By leveraging this new code base, SmartSearch can now offer greater configurability to enterprise clients, crucial as regulatory requirements evolve, and compliance standards become more detailed.

### PRODUCT DESCRIPTION

SmartSearch is a leading UK provider of anti-money-laundering and digital compliance software. Its unique cloud-based anti-money laundering verification platform conducts individual and business searches, both for the UK and international markets with automatic worldwide sanction and PEP screening.

SmartSearch distinguishes itself in the UK with the ability to verify individuals and companies in the UK and internationally all in a single platform via a browser or API, with full Sanction, PEP, UBO, and adverse media screening, and then ongoing monitoring.

SmartSearch's very latest technology delivers an unrivalled user experience to over 7,000 client firms and 60,000 users, enabling them to comply with the latest AML regulations and fulfil their AML, Customer Due Diligence (CDD), and Know Your Customer (KYC) compliance obligations.

This, combined with our innovative digital compliance solutions, supports regulated organisations in accelerating business growth and remaining compliant and secure in the fight against global money laundering and fraud.

### TRACTION/GROWTH

- SmartSearch partners with global innovators to provide their services, including TransUnion, LSEG, Experian, Equifax as well as resellers such as: SimplyBiz, Tenent, BTC, Aryza, LAVATECH, Bluecoat, YBDSA

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# How SmartSearch is helping firms meet their regulatory obligations

*Headquartered in West Yorkshire, SmartSearch was created to address a clear and growing need in the compliance industry. With increasing regulatory pressures and the complexities of AML regulations, many businesses were struggling to meet their obligations efficiently and accurately and needed support.*



## SmartSearch ///

The founders of the company recognised a huge opportunity to simplify this process with technology, by delivering a solution that combines compliance with trusted identity verification. This vision laid the groundwork for SmartSearch.

According to Julie Green, Client Services Director at SmartSearch, the firm's platform leverages cutting-edge technology to provide a comprehensive suite of digital compliance tools.

She said, "At its core, we offer seamless identity verification and screening services that incorporate anti-money laundering, KYC and KYB capabilities. Using advanced data analytics, automated workflows, and robust security protocols, our technology enables businesses to verify customer identities, monitor for risks, and ensure full regulatory compliance—all within seconds. The system integrates easily into existing workflows, offering scalability, speed, and accuracy to our clients."

The company recently underwent what it described as a 'significant technological upgrade', transitioning from

a monolithic architecture to cloud-based microservices. This restructuring, Green claims, enables the company to operate multiple services independently and concurrently, facilitating rapid scalability and global expansion.

"By leveraging this new code base, SmartSearch can now offer greater configurability for enterprise clients, crucial as regulatory requirements evolve, and compliance standards become more detailed," Green said.

### Pain points

In a highly vibrant and growing sector such as the RegTech industry, being able to help your customers in a way unmatched by other competitors is vital. How does SmartSearch achieve this?

For Green, this comes through several key areas. "We help clients overcome several major compliance challenges by simplifying complex regulatory processes, automating time-consuming tasks and ensuring accuracy at every stage.

"Businesses often struggle with staying up-to-date with rapidly changing regulations, the risk of errors in manual compliance checks, and the resources required to maintain compliance, helping clients build trust with their customers. Our platform addresses these pain points by providing a comprehensive, efficient, and easy-to-use solution that not only reduces operational burdens but also enhances trust and credibility with their customers, allowing businesses of all sizes to scale their compliance operations as they grow," she said.

Green also highlighted that the firm's very latest technology is able to deliver an 'unrivalled' user experience to over 7,000 client firms and 60,000 users, enabling them to be able to comply with the latest and more important AML regulations and fulfil their AML, Customer Due Diligence and Know Your Customer compliance obligations.

"This, combined with our innovative digital compliance solutions, supports regulated organisations in accelerating business growth and remaining compliant and secure in the fight against global money laundering and fraud," she remarked.

## SmartSearch's USP

What sets SmartSearch apart from the competition? In this area, Green identified the combination of cutting-edge technology, exceptional customer support and a strong focus on building trust between businesses and their customers as vital.

She detailed, "Our platform offers a fully integrated compliance solution, removing the need for businesses to juggle multiple providers or systems. Beyond technology, we pride ourselves on providing ongoing guidance and expertise to support clients in their compliance journey. Unlike others in the market, we don't just help businesses meet regulations—we help them win new customers by delivering trusted identity verification and risk management solutions through trusted data providers."

Despite there being various verification services, screening solutions and monitoring platforms on the market, Green said that SmartSearch is the only one that provides an 'unmatched' single-source digital compliance solution – meaning clients do not have to go anywhere else or use multiple systems to meet their specific requirements.

"SmartSearch also offers several unique technological enhancements that its competitors do not. For example, the addition of TransUnion as a third global data partner means SmartSearch is able to offer multi-bureau for the highest match rate on the market of over 90% " explained Green.

## RegTech trends

In a sector rapidly evolving with the growing needs of the financial sector, the trends that dominate in the RegTech continue to evolve themselves.

Looking towards the end of the year and going into the new year, Green explained she believed that RegTech firms are expected to focus on several significant trends that will shape the industry.

She said, "The adoption of artificial intelligence and machine learning will continue to grow, offering new ways to predict and detect compliance risks before they escalate. Businesses are also moving towards real-time compliance monitoring, shifting away from periodic checks to more continuous oversight.

"As globalisation expands, RegTech solutions must adapt to multi-jurisdictional regulations, ensuring businesses can operate smoothly across borders. Data security and privacy will also be paramount, with increased attention on safeguarding sensitive information from evolving cyber threats," stated Green.

## AML challenges

Meeting the needs of financial organisations who need to have a strong wall of defence against the rise of financial crime, there are countless challenges to consider.

"The AML space faces numerous challenges, including the

ever-changing tactics of fraudsters, which require constant innovation to combat," said Green. The complexity of global regulations often creates difficulties for businesses that operate in multiple jurisdictions, as they must navigate varying compliance requirements."

In the view of Green, there are also challenges around the cost and time associated with maintaining compliance, which can be significant, especially for smaller firms.

She went on, "Another persistent issue is the need for accurate, up-to-date data to ensure reliable identity verification and risk assessments. These challenges make it essential for businesses to adopt robust, automated solutions like those provided by SmartSearch to not only remain compliant and secure but to support regulated organisations in accelerating business growth."

## The role of tech

With an all-hands-on-deck mentality required to take the fight to money laundering, the role of technology in this fight cannot be understated.

Green remarked, "New technologies such as AI, blockchain, and advanced data integration are poised to revolutionize the fight against money laundering. Artificial intelligence can identify suspicious patterns and anomalies in data with incredible speed and precision, making it easier to detect and prevent fraudulent activity."

Green also highlighted that blockchain technology offers a transparent and secure way to track transactions, reducing opportunities for tampering or manipulation.

"Enhanced data integration and automation streamline compliance workflows, ensuring faster and more accurate results. By adopting these technologies, businesses can stay ahead of financial criminals and maintain the highest standards of compliance," Green said.

## Future plans

As SmartSearch looks toward the future, what does the company see as its future plans and goals?

Green explained, "In 2025, SmartSearch is focused on solidifying its position as the leader in the digital compliance and identity verification space. We're also planning to work closely with our clients to ensure we are addressing their challenges as well as creating efficiencies in the onboarding journey to help shape our solutions moving forward."

The company also plans to continue its investment into its customer success team and technology, continue as being a key innovator at the forefront of the RegTech space and continue to assess the market to work with the best-of-breed data providers ●

## Background

The customer is a global financial services provider and the UK's largest independent invoice finance company. They help businesses around the world grow, combining international scope with expert local knowledge, operating in nine countries worldwide and employing around 900 people.

# Case Study

SmartSearch provides an all-in-one AML/KYC platform, enabling a comprehensive compliance solution on a single interface.

## The Brief

The client, a rapidly growing company responsible for onboarding clients while meeting strict Anti-Money Laundering (AML) and Know Your Customer (KYC) regulations, faced several operational challenges. Their existing compliance process was cumbersome, fragmented, and prone to delays. The team lacked visibility into completed searches, which limited their ability to ensure that customer records met regulatory standards. Additionally, ongoing monitoring of clients post-onboarding was inefficient, leaving compliance gaps.

As the company grew, there was an urgent need for a more efficient and comprehensive solution that could streamline the entire compliance process, reduce manual errors, and ensure ongoing monitoring, all while providing reliable support for their demanding user base.

## The Solution

SmartSearch was introduced to the company through a third-party recommendation. Already familiar with the platform's capabilities, the company's key stakeholders were impressed by its smooth, professional demonstrations.

SmartSearch provided an all encompassing AML/KYC platform, enabling a comprehensive compliance solution on a single interface.

## The Results

After implementing SmartSearch, the client saw significant improvements in both compliance management and operational efficiency. The centralised portal gave the compliance team clear oversight of all completed searches, ensuring that the onboarding process met all regulatory requirements.

The Company Check system streamlined AML/KYC checks, reducing manual input errors and accelerating the process. Users benefited from the simplicity of the interface, which produced comprehensive, easy-to-read reports. Ongoing monitoring, automated through Dow Jones Watchlist, relieved the compliance team of manual updates, ensuring continuous screening without gaps in coverage.



# COMPANY RESEARCH PROFILE



Founded 2015  
 Rockville, United States  
[www.starcompliance.com](http://www.starcompliance.com)

[info@starcompliance.com](mailto:info@starcompliance.com)  
 Employees: 251-500  
 Regions of operation: Global

## KEY EMPLOYEES:



**Jennifer Sun**  
CEO



**Lang Leonard**  
CFO



**Craig Jones**  
CRO



**Kelvin Dickenson**  
CPO

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

Subsectors: **Transaction Monitoring, Risk Management, Reporting, Compliance Management**

Regulation/Legislation: **MiFID II, FAR, SMCR, IAF, IAC, BEAR, SEC, FINRA, FCPA, UK Bribery Act, MiCA**

## OFFERING

StarCompliance (Star) is the world's leading provider of employee compliance technology solutions. Trusted for over 25 years by more than one million users in 114 countries, Star's next-generation platform and user-friendly interface delivers the data, technology, and actionable insights needed to proactively mitigate risk, monitor conflicts globally, and support complex whistleblowing regulations.

## PROBLEM BEING SOLVED

StarCompliance provides technology solutions for the management and oversight in employee compliance. SaaS Platform is scalable and easy to use for both end users and administrators — built to drive employee adoption, reduce risk and gain operational efficiencies.

## TECHNOLOGY

Big Data and cloud storage is integrated into StarCompliance's offerings. The Star Secure Data Access solution integrates with Star's future-ready platform, providing clients secure access to data within their StarCompliance suite of products. Clients will be able to collaborate locally and globally, revealing new insights, enabling seamless collaboration within an organisation, as well as with its ecosystem of partners, suppliers, and customers.

## PRODUCT DESCRIPTION

StarCompliance (Star) offers solutions tailored to both compliance and HR departments, streamlining daily compliance processes while ensuring adherence to stringent regulatory and ethical standards across industries. The STAR Platform is highly configurable, delivering a personalised experience that promotes user adoption and strengthens employee compliance programmes.

The tools developed by Star are highly adaptable and designed to function seamlessly across multiple jurisdictions, making them ideal for global organisations. These capabilities support businesses in maintaining robust compliance frameworks and operational efficiencies while meeting complex international requirements.

Star's flagship offering streamlines the pre-clearance and surveillance of employee conflicts like personal trading, crypto trading, gifts and entertainment, political contributions, insider trading, and more. Star also offers solutions for incident reporting/whistleblowing, and MNPI (Material Non-Public Information) and enterprise conflicts management, centralising deal data for streamlined oversight of wall crossings, watch and restricted lists, insider lists, and more. Offering powerful analytics and intuitive dashboards, compliance teams and managers can mitigate risk more proactively and effectively.

Star's solutions cater to industries like financial services, healthcare, technology, and energy, ensuring bespoke compliance support across sectors. With a global footprint and focus on user adoption, the platform empowers compliance teams, HR and IT departments to establish a culture of integrity and regulatory confidence.

## TRACTION/GROWTH

- **KPIs** – 400+ clients, 1m+ users, 114+ countries
- **Partners:**





# The StarCompliance story: 25 years of empowering regulatory excellence

*StarCompliance, a RegTech company focused on employee compliance, is currently celebrating its 25<sup>th</sup> anniversary. Steve Brown, Head of Business Development at StarCompliance, outlined how the company has stayed at the forefront of compliance for over two decades.*



The regulatory landscape has changed dramatically since StarCompliance was founded in 1999. At this time, technology in financial services was in its embryonic stages, with manual processes dominating compliance workflows. Brown said, "What firms were doing back then when it came to employee trading, they were getting duplicate brokerage statements and confirms and would receive those on a monthly, quarterly or annual basis, if they got them at all. There was a great need for automation."

A boom in mergers and acquisitions in the financial services space also exacerbated the need for automation. Additionally, the Glass-Steagall Act had just been repealed in the US, allowing commercial banks to own and operate brokerages and investment banks. Brown noted that as firms grew it became impossible for them to keep pace with something as simple as employee trading.

This paved a way for the creation of StarCompliance. Its debut product was a personal account dealing (PAD) module that enabled brokers to provide clients with broker feeds, creating a workflow solution to monitor employee transactions on a T+1 basis. This allowed firms to quickly and easily examine transactions to determine if

they followed regulatory requirements. "It was one of the first vendors out there to provide broker feeds, but also a compliance workflow solution," Brown stated.

## The modern StarCompliance platform

The market has transformed a lot since 1999 and StarCompliance has evolved and adapted with the times to become a full-service SaaS platform. It has successfully navigated key challenges, including the dot-com bubble, the 2007 financial crisis, and evolving regulatory reforms, adapting to meet the increasing demand for RegTech and digital transformation. A 25<sup>th</sup> anniversary is an impressive feat for any company, but the majority of RegTech platforms are yet to experience their tenth anniversary.

Brown attributes the continued success of StarCompliance with its eagerness to evolve. He said, "It's very much changing with the times. We couldn't have been successful unless we listened to our clients, listened to their needs and kept our finger on the pulse of what's going on from a regulatory perspective."

With this mantra, StarCompliance has expanded its offering to include a plethora of tools for employee conflicts of interest, incident and policy management, MNPI and enterprise conflicts, accountability and competency, and more. Not only has it grown its tool suite, but also supports over a million customers across 114 countries. These tools all work together to ensure a client has a holistic view of their employees to ensure they can spot any risks and efficiently conduct their regulatory reporting requirements. For instance, StarCompliance's material non-public information and enterprise conflict solution, gives clients a clear picture of which employee has access to this information and cross reference it with their activities to uncover any potential conflicts.

"I think that because we've expanded our offerings over time, we are very much becoming a data company, as much as we are a SaaS vendor with respect to employee compliance. Star helps our clients connect the dots across employee, customer and firm activity, to identify potential conflicts of interest."

## Standing out from the crowd

There are several distinguishing factors that set StarCompliance apart from competitors, such as its focus on continued innovation and international presence, but its configurability is something that truly sets it apart, Brown explained.

This differentiation comes from the fact StarCompliance serves as a full-time partner to its clients. When a new customer is onboarded, the professional services team will work alongside the client to configure the StarCompliance platform to their specific requirements, such as policy procedures and risk tolerances. At onboarding, the client is also assigned a relationship manager who is available daily to answer questions, resolve issues and respond to any feedback they might have and relay that back to the StarCompliance team.



*"We've got a lot on our plate that will keep us busy for the next five to ten years."*

Brown also highlighted a few other notable differentiating factors of StarCompliance. One of these is the multi-tenant architecture, which makes StarCompliance able to quickly update the software for clients. However, the system also offers strict data protection that ensures client's data is never at risk leaking across the network. Other differentiators are StarCompliance's focus on growth in emerging markets, with the team currently exploring opportunities across the Middle East, and the platform's individual accountability capabilities that cater to the specific requirements of each jurisdiction.

## Modern employee compliance challenges

The pace of regulatory change is increasing in the US and firms need a way to keep up. At the head of this is the volume of new rules currently being created by the SEC, with SIFMA estimating that the current chair would have proposed and finalised 63 rules in his first four years in office. This is notably higher than the previous chairs who proposed 22 and 43 rules. Firms need to balance that increased regulatory pressure with other evolving market conditions, such as remote workers, the digitalisation of workflows, and customer demands for streamlined services and personalisation. Brown believes that SaaS-based platforms, like StarCompliance, offer the most effective way for firms to manage evolving regulatory requirements.

Digital assets continue to gain momentum, and more people are getting involved with the space. A recent study from EY of 1,000 retail investors found that 64% had already

invested in digital assets or related products, and 69% of people are expecting to increase their allocation in the space over the coming years.

As part of StarCompliance's mantra of continued innovation, one of its most recent solutions is designed to ensure crypto-trading employees are compliant. The genesis of this product came from a client's request.

Brown said, "We had a client that came to us approximately two and a half years ago. They were looking at creating a fund focused on crypto trading, and they were concerned with how they could monitor their employee activities when it comes to crypto trading, specifically front running. We asked ourselves; do we build a solution to address this need, or do we go out and find a partner? We chose the latter. We ended up partnering with and then acquiring the premier crypto service solution out there in the market, and that's Aer Compliance."

By working together, StarCompliance's digital asset solution helps clients to collate employee holdings, both security holdings and digital currency holdings, and ensure everything is compliant.

## What StarCompliance is doing next

Client feedback is a powerful instrument that StarCompliance utilises when it looks to grow. Brown added, "We constantly look for feedback from our clients through user conferences and through dialog with relationship managers. We are committed to maintaining our best-in-class status of a product, solution and service to clients."






Looking towards the future, StarCompliance plans to bolster its offering in its established markets, which includes the US, Canada, Europe and Australia, as well as explore new markets where it sees huge potential. New markets StarCompliance is exploring include the UAE, Qatar, Saudi Arabia and countries in Asia.

Aside from an increased geographical reach, StarCompliance is exploring updates to its user interface to make it easier for clients to use, as well as new mobile applications that complement its current features.

The team is also planning to release additional analytics tools that will empower compliance professionals from a data and reporting perspective. "We see an opportunity, and a convergence, of ethics and conduct. We are marrying our employee conflict of interest capabilities with an incident management reporting tool, i.e. whistle blowing, and bringing that information together to help compliance and HR professionals monitor and identify potential problematic employees."

Having celebrated its 25<sup>th</sup> anniversary, StarCompliance has no intention of slowing down. Brown concluded, "We've got a lot on our plate that will keep us busy for the next five to ten years." ●



-  Founded: 2017
-  Employees: 1,001-5,000
-  Regulation/Legislation: **AML/KYC/BSA guidelines**
-  Subsectors: Compliance & Fraud Detection, Financial Crime
-  Regions of Operations: Global






SymphonyAI is Microsoft's Partner of the Year 2024 for AI Innovation. With rich experience in tackling financial crime and 10 years of advanced enterprise AI research and innovation, SymphonyAI's transformational predictive and generative AI SaaS products empower investigators, improve risk detection, and combat financial crime faster and more effectively. The company offers a distinctive combination of predictive and generative AI-driven features and capabilities. Its platform-agnostic AI overlays integrate effortlessly with existing solutions, enhance operational efficiency, and ensure transparent risk detection. By providing end-to-end orchestration and third-party data integrations, SymphonyAI enhances the efficiency of investigations. The company offers cutting-edge technological innovations, including the multi-award-winning AI-powered Sensa Investigation Hub with Sensa Copilot, ModelOps continuous machine learning, and industry-leading algorithms, all designed to deliver transformative results. These innovations enable SymphonyAI to streamline processes and improve outcomes, making it a leader in the field of AI SaaS solutions for financial crime management.



-  Founded: 2016
-  Employees: 11-50
-  Regulation/Legislation: **FATCA/CRS/Chapter 3**
-  Subsectors: Onboarding Verification & Compliance Management (FATCA/CRS/QI Compliance)
-  Regions of Operations: United States, United Kingdom, Switzerland, Canada and Asia Pacific

TAINA Technology is an acclaimed regulatory technology firm that utilises advanced technology to enable financial institutions worldwide to transform their compliance processes and enhance customer experiences. The company has developed a market-leading, fully automated FATCA and CRS Validation platform, which is employed extensively by some of the largest and most sophisticated financial institutions, their service providers (Big 4, fund administrators, transfer agents), share plan managers, crypto and the gig economy. This platform aids in cost reduction, risk mitigation, and the transformation of customer experiences, positioning TAINA as a leader in the field of regulatory technology.



-  Founded: 2017
-  Employees: 51-100
-  Regulation/Legislation: **MiFID II, GDPR, Dodd-Frank, FINRA, and more**
-  Subsectors: Communications Monitoring, Cybersecurity Information Security, Risk Management, Compliance Management
-  Regions of Operations: Global






Theta Lake's acclaimed product suite offers patented compliance and security solutions for modern collaboration platforms. It boasts over 100 seamless partner integrations, including RingCentral, Microsoft Teams, Webex by Cisco, Zoom, Slack, Asana, Movius, and Mural. The company provides the capability to capture, compliantly archive, and serve as an archive connector for existing archives of record for video, voice, and chat collaboration systems. Beyond comprehensive capture and archiving, Theta Lake employs patented AI technology to identify and highlight regulatory, privacy, and security risks through an AI-assisted review workflow. This process scrutinises shared, shown, spoken, and typed content. Theta Lake empowers organisations to expand their use of communication platforms safely, compliantly, and cost-effectively. For more information, visit [ThetaLake.com](https://ThetaLake.com), LinkedIn, or X (Twitter) at @thetalake.



-  Founded: 2011
-  Employees: 11-50
-  Regulation/Legislation: **EMIR, CFTC, JFSA, MAS, ASIC, UK EMIR**
-  Subsectors: Reporting
-  Regions of Operations: Europe, United States






TradeHeader is a trusted specialist in data standardisation and data integration, with a 20 year track record in delivering solutions to financial organisations. Experts in capital markets and payments, TradeHeader empowers clients to integrate, enrich, and validate their diverse financial data across platforms, systems and counterparties. By leveraging standards such as CDM, FpML, FIX, and ISO 20022, TradeHeader's solutions reduce integration costs and enhance interoperability. An active member of ISDA, FINOS, FpML, and the FIX Trading Community, TradeHeader not only advises on these critical standards but also co-creates them with industry bodies. In a world where regulatory changes are ongoing, TradeHeader acts as a digital regulatory reporting 'rock' for clients, translating regulations into code, making adoption and compliance quicker, more accurate and more cost-effective. Via its expert-level training courses, TradeHeader also provides clients with the knowledge and skills needed to meet the dynamic data and regulatory reporting challenges of tomorrow.



-  Founded: 2008
-  Employees: 51-100
-  Regulation/Legislation: **MiFID II, PSD2, Basel III, AIFMD, Solvency II, KYC, AML, GDPR, SFTR, Basel III, EMIR, The system is configurable and workflow can be built for any regulations across any industry**
-  Subsectors: Onboarding Verification (AML/KYC/CDD), Cybersecurity/Information Security, Risk Management, Reporting, Compliance Management, Vendor Management, Incidents. Documentation/Policy Management
-  Regions of Operations: Europe, United States, Canada, Australia, Caymans, Bermuda

ViClarity is an esteemed provider of governance, risk, and compliance (GRC) management software solutions, catering to highly regulated sectors such as healthcare, insurance, and financial services. Organisations of varying sizes employ their GRC tools to enhance and automate risk and compliance processes. Established in 2008, ViClarity Europe merged with the U.S.-based compliance consulting firm, PolicyWorks, LLC, in 2020. This merger resulted in the formation of a unified global RegTech entity, headquartered in Tralee, Co Kerry, with additional office in Des Moines, Iowa. ViClarity serves over 1,000 clients worldwide across diverse regulated industries. Their technology platform has enabled clients to save significant time on manual tasks, streamline processes, and adeptly navigate an evolving regulatory landscape.



-  Founded: 2016
-  Employees: 51-100
-  Regulation/Legislation: **KYC, AML, FCRA, FCPA**
-  Subsectors: Onboarding Verification (AML/KYC/CDD), Cybersecurity/Information Security, Risk Management, Identification/Background checks, Compliance Management, Due Diligence, Pre-Employment
-  Regions of Operations: APAC, LATAM, EMEA, NA

Vital4 is an award-winning cloud software company based in Atlanta, offering global, AI-driven compliance solutions suitable for any industry worldwide. The company's data search capabilities include a due diligence solution that supports compliance with Anti-Money Laundering (AML), Know Your Customer (KYC), the Foreign Corrupt Practices Act (FCPA), the UK Bribery Act, and the Fair Credit Reporting Act (FCRA) for global screening. Vital4's software provides high-quality, up-to-date data, helping organisations save time and money while mitigating risks associated with customers, suppliers, contractors, partners, volunteers, and other third-party relationships. By delivering detailed data and insights on individuals and businesses globally, Vital4 enables companies to make crucial and informed risk decisions.



## COMPANY RESEARCH PROFILE

# trustfull

-  Founded 2020
-  Milan, Italy
-  [www.trustfull.com](http://www.trustfull.com)
-  [info@trustfull.com](mailto:info@trustfull.com)
-  Employees: 11-50
-  Regions of operation: Global

### KEY EMPLOYEES:



**Marko Maras**  
CEO



**Francesco Panina**  
CTO



**Srdjan Kosutic**  
COO

Value Chain: **Onboarding, Detection**

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

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

### OFFERING

By silently analysing digital footprint data from customer interactions, Trustfull unlocks hundreds of signals to accurately detect fraud attempts across the entire customer journey. Through combined and fully silent checks on phone, email, IP, device, and browser, Trustfull's complete suite of models, workflows, and data prevents fraudulent account creation, protects existing accounts from unauthorised access and detects and blocks high risk transactions.

### PROBLEM BEING SOLVED

Trustfull tackles the growing challenge of digital fraud with the power of open source intelligence. Trustfull helps companies detect and prevent a vast range of fraudulent behaviours, ranging from synthetic identity fraud and money muling, to refund fraud and promo abuse. Companies across banking, lending, insurance, payments, betting, crypto, and e-commerce rely on Trustfull to protect revenue and enhance trust in digital interactions.

### TECHNOLOGY

The platform is a cloud-native, anti-fraud solution that gathers and integrates hundreds of open source intelligence (OSINT) signals to deliver a reliable global risk score in real time.

While the system operates on a rule-based foundation, it also applies machine learning to specific areas, such as conducting face-match analysis on profile pictures retrieved from various online services.

### PRODUCT DESCRIPTION

Trustfull's Identity Intelligence platform analyses and combines digital signals on users' email addresses, phone numbers, IP addresses, browser, and device data to assess their potential risk in real time. In particular, the solution leverages the power of Open Source Intelligence (OSINT) to gain powerful insights on any phone number and email address globally, matching contact details with their assigned names, retrieving connected online services, detecting disposable phones and emails, and performing AI-powered analysis of users' profile pictures, including age and gender estimation. All in real-time, and 100% silently, making it possible to detect suspicious activities and prevent fraud and financial crime while maintaining a seamless user experience.

What sets Trustfull apart is not only the breadth of digital signals analysed, but the way different attributes are seamlessly cross-referenced to spot inconsistencies that single-source providers (e.g., those focusing only on phone numbers or emails) might miss. The solution offers industry-leading accuracy by incorporating a wider array of checks, including disposable number detection, number portability, image analytics, phone-to-name and phone-to-email matching, along with domain intelligence, deep data breach checks, and name matching.

### TRACTION/GROWTH

#### • Clients:

- **1M+** API requests per day
- **95%** Fraud detection rate
- **100+** customers

# Shaping the future of fraud prevention with Open Source Intelligence

*As consumer expectations continue to rise in step with regulatory demands, fraud and compliance teams face a pivotal challenge: how to scale operations without sacrificing security. According to Trustfull CEO Marko Maras, the key lies in leveraging open-source intelligence (OSINT)—a transformative tool that taps into publicly available data to deliver unrestricted, global insights.*



## trustfull

While open source intelligence, as a concept, has been around since the 1940s, its potential as a powerful, accessible tool has only come into focus in more recent years. Since the early 2000s, the amount of data available online has exploded thanks to the growth of the internet. This has enabled fraud prevention experts to access information from online search engines, media publications, online forums, public records, government records, and much more. Then, over the past decade, further advancements in API and machine learning technology have accelerated the expansion of OSINT, making it possible to embed real-time and fully silent checks into every sign-up, login and transaction attempt as a vital first line of defence.

According to Maras, “this shift is crucial for FinTechs and financial institutions seeking to scale rapidly without compromising security. Leveraging OSINT helps these companies strike the perfect balance between robust fraud prevention and a seamless customer experience.”

## Balancing customer demands and fraud prevention

Finding this balance is more important than ever, as today’s customers demand faster, better services—and won’t hesitate to switch providers if their expectations aren’t met. According to a Zendesk report, 72% of customers want immediate service, while 49% of customers left a brand to which they’d been loyal due to poor customer experience (Source: Emplifi). At the same time, the threat of fraud is rising, and firms need to strengthen their protections and controls. It is estimated that \$3.1trn was lost through money laundering in 2023, while fraud schemes accounted for \$485.6bn in projected losses globally. As threats are rising, fraud and compliance teams need to find customer-centric ways to protect their business and their users.

Maras believes that OSINT solutions, thanks to their adaptive and cross-border nature, are perfectly positioned to support firms in this challenge. “If integrated into fraud prevention strategies and utilised at scale,” he said “OSINT can identify risk signals and suspicious patterns, such as new accounts being created with incongruent or inconsistent contact details, before they escalate into fraud. More specifically, by continuously cross-referencing digital signals from email, phone numbers, IP addresses and devices, OSINT can help verify user identities in real-time, deterring fraudulent activity proactively rather than reactively.”

In fact, one of the most common mistakes firms make in relation to OSINT is using it as a reactive tool to investigate an attempted or successful fraud incident, rather than using it in advance to prevent fraud from occurring.

Many fraud teams are already leveraging OSINT, but only sporadically or manually, limiting its potential. Instead, Maras encourages companies to integrate OSINT checks as a proactive, automated layer of protection that is embedded within all onboarding, authentication, and transaction processes. “OSINT acts as a continual deterrent, identifying fraud indicators at the earliest stages and helping to stop fraud before it happens rather than serving as a post-fraud investigation tool,” he added.

## Regulatory requirements

Customer expectations aren't the only pressure point for FinTechs and financial institutions—regulatory demands are intensifying as well. A prime example of this is the newly launched reimbursement rules in the UK for authorised push payment (APP) fraud. Payment firms, including banks, building societies, and smaller e-money firms, are now required to reimburse victims of APP fraud within five business days, pushing fraud prevention to the forefront of priorities. Maras highlighted the role that OSINT should play in this regard: "OSINT enables fraud and compliance teams to perform deep, real-time checks without compromising speed or user experience, helping flag suspicious behaviours or circumstances that could indicate the presence of fraud". From delaying transactions made during suspicious calls to triggering extra OSINT checks when account contact details are updated, the potential applications are transformative.

## Stopping global threats

While the internet has improved the ability to prevent fraud, it has also increased the scale and sophistication of the phenomenon. Instead of needing protection only from local criminals, financial institutions are now potentially vulnerable to a wide range of international crime syndicates. And, while many fraudsters already know how to use OSINT to uncover someone's personal details, the dark web is a golden source of stolen data on people from every country in the world.



***"Our solutions go beyond basic validation, analysing if a user's digital footprint indicates a genuine individual or a synthetic identity."***

Once in possession of stolen or fabricated personal data, fraudsters also have a variety of tools available to them to hide their identities. Maras explained, "Using fake contact details and masked IP addresses fraudsters can easily create synthetic identities with an appearance of legitimacy and trustworthiness. These 'frankenstein profiles' are hard to spot if firms rely only on basic checks. However, with advanced OSINT tools like Trustfull, these facades are easier to uncover."

The Trustfull platform dives deep, analysing digital signals that can reveal inconsistencies in the digital footprint of users, including mismatched IP geolocation and device behaviours, or flag newly created email addresses and disposable phone numbers. This empowers firms with more advanced checks to spot fraudulent identities in real time.

According to Maras, while a fraudster can quickly create legitimate accounts with disposable emails and rented phone numbers, they cannot easily build a long-standing digital footprint. By leveraging data from publicly available sources, fraud prevention teams can assess the digital history of an identity, such as the age of an email and the consistency of online activity and identify the suspicious accounts instantly. "This global intelligence layer enables fraud prevention strategies that are adaptive, proactive, and resilient to evolving cross-border threats."

## Driving OSINT efficiency with Trustfull

Trustfull was founded in 2020 to help firms tackle the rising threat of fraud using the power of open source intelligence. Its platform embeds fraud prevention into the core of every digital interaction, serving as a global gatekeeper. Leveraging publicly obtainable data and predictive analytics, the solution gathers and analyses hundreds of digital signals to verify the contact details, behaviours and business information of users. Not only does it monitor traditional OSINT data sources, but can analyse and cross-reference signals from sources like phones, emails, IP addresses, devices and browsers to detect discrepancies, such as mismatched contact details, device spoofing or suspicious geolocations.

Talking about the value that Trustfull brings to customers, Maras said: "Our solutions go beyond basic validation, analysing if a user's digital footprint indicates a genuine individual or a synthetic identity. This approach not only deters fraud but also minimises friction, allowing firms to grow securely and confidently."

One notable use case is the platform's phone-to-name capability. Traditional methods use limited or region-specific telecommunication databases, whereas Trustfull aggregates a variety of data sources to offer precise name matching regardless of country of operation.

Some of the other notable features of Trustfull's solutions are its Rule Engine, which boasts the flexibility to build bespoke models tailored to a client's specific policies, and the Insights and What-if Analysis features that empower firms to backtest risk models and continuously refine and improve model accuracy against actual training data. Finally, the Trustfull Identity Graph is a tool to help firms connect data points across various accounts, uncovering relationships and potential multi-accounting attempts. This tool visually links users and highlights any unusual patterns or connections that could indicate fraud.

## What's ahead for Trustfull

The team behind Trustfull is continuously enriching the platform's data catalogue and consolidating the company's presence across Europe and North America. Striving to constantly keep pace with industry needs, they are currently working on the release of two important solutions: advanced authentication to block account takeover attempts, and domain intelligence to verify small and micro businesses using insights sourced from the web.

"This roadmap will enhance our clients' fraud detection capabilities across more touchpoints in the user journey", Maras said. "In today's rapidly evolving digital landscape, innovating constantly is a must. By broadening our offerings and refining our data assets, Trustfull will ensure that clients remain one step ahead of emerging fraud tactics."

When asked why a company should work with Trustfull, Maras mentioned the radically different and effective approach the company brings to fraud prevention, as well as its track record with clients, including Cofidis, Younited, Lastminute.com, Nexi and Elavon.

He concluded, "At Trustfull, we truly believe in the power and effectiveness of open source intelligence to stop and prevent fraud. By constantly expanding and refining our data catalogue, we empower our clients with the most advanced library of digital signals in the industry. This is how we help them protect their business against fraud in a seamless and truly customer-centric way". ●



# COMPANY RESEARCH PROFILE



 Founded 2020  
 San Francisco, United States  
 [www.vectice.com](http://www.vectice.com)  
 [contact@vectice.com](mailto:contact@vectice.com)  
 Employees: 11-50  
 Regions of operation:  
North America, Europe

## KEY EMPLOYEES:



**Cyril Brignone**  
Co-Founder & CEO



**Gregory Haardt**  
Co-Founder & CTO



**Christian Kaas**  
Co-Founder & President

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

Subsectors: **Risk Management, Reporting, Compliance Management, AI/ML model documentation**

Regulation/Legislation: **SR 11-7, SS1/23, E23, EU AI Act**

## OFFERING

Vectice makes the documenting, governing, and collaborative reviewing of AI/ML models a breeze. Vectice continuously documents models throughout the model lifecycle, keeping models audit-ready while ensuring transparency and alignment with evolving regulatory and company standards. With automated lineage tracking, integration of validation libraries, and customizable workflows, Vectice empowers AI developers and model validators to focus on high-impact work while ensuring they follow regulatory guidelines such as SR 11-7, SS1/23, and the EU AI Act.

## PROBLEM BEING SOLVED

In today's fast-evolving AI landscape, organizations face increased regulatory scrutiny, financial and reputational risk, along with the complex challenge of ensuring that their AI/ML models are both effective and accountable. Vectice is purpose-built to meet these challenges head-on with a regulatory MLOps platform that simplifies and accelerates the model lifecycle while controlling risk. The platform addresses these issues by automating model documentation, enabling testing automation, and standardising AI/ML workflow management, especially in regulated sectors like banking.

## TECHNOLOGY

Vectice works with your favorite AI/ML platforms and tools. With just one line of code, your team starts documenting your models in minutes. Vectice meets enterprise IT and Security architectural standards, deploying in the cloud or on-premise. The cloud-native web app is compliant with SOC2 (Type-II) standards and ensures all data and IP remains private and secure. Storing metadata and encrypting everything at rest and in-transit to ensure all your confidential data remains secure.

## PRODUCT DESCRIPTION

Vectice captures metadata, tracks model lineage, and creates AI/ML documentation automatically with one click. The platform features ready-to-use templates for standard reports, like model cards and data sheets, and advanced regulatory documents, like SR 11-7, SS1/23, NIST RMF, ISO 42001, with a easy-to-use macro editor for self-service customization. The platform includes:

**Model Dependency Map** that continuously captures AI/ML model lineage.

**Documentation Co-Pilot** that automatically creates a first draft of AI/ML documentation.

**Flex Connector** to simply integrate into your tech stack.

**Project Governance** to comply with ease and govern with confidence.

**Enterprise Readiness** to meet security, scalability, and architectural standards.

Vectice works with global AI/ML developers, validators, and leaders to realize ROI within 45 days. A free trial is available at [www.vectice.com](http://www.vectice.com).

## TRACTION/GROWTH

- Slash documentation creation time by 90%
- Accelerate time-to-production by 25%
- Increase team productivity up to 25%



# How Vectice is transforming AI/ML documentation to control risk

*Vectice is a regulatory MLOps platform for AI/ML developers and validators. The platform makes documenting, governing, and collaborative reviewing of AI/ML models a breeze.*



With enterprise AI and ML seemingly moving at a breakneck speed, analytics organizations across all industries are facing a new challenge: how to continue innovating at pace, while still maintaining good governance and compliance with a rapidly evolving regulatory landscape.

One new regulation that has received attention is the EU AI Act. According to Christian Kaas, co-founder and president of Vectice – who came from applied AI research at Meta, the Act is a ‘bellwether’ of a complexifying regulatory landscape. Indeed, with similar regulations under discussion in the US, China, Brazil and the UK – among others, the regulatory winds seem to only be blowing in one direction. And that’s not even accounting for voluntary “standards” like the US National Institute of Standards and Technology (NIST)’s AI Risk Management Framework which outlines recommended best practices for managing AI risk.

“It’s a particularly multi-layered picture for banking and finance,” Kaas remarks. “Banks tend to not only have many different use cases for AI, they also tend to be multi-geography. That puts them at the intersection of all these different, often overlapping, AI rules. And that’s just new AI regs – it’s not like the banking ones are going away – they are evolving, too.”

For Kaas, the likely consequence is going to be a much greater compliance overhead for complex modeling initiatives. “That overhead will grow as a direct result of the regulatory context – there’s not much you can do about that. What banks can, and should, be thinking about is how do you reinvent your approach to model governance so that these new expectations don’t completely sink your productivity and speed of innovation.”

## Vectice Vision

The Vectice co-founders come from diverse backgrounds where they managed large teams of modellers and data scientists. Christian Kaas – along with Cyril Brignone, CEO, and Gregory Haardt, CTO – wanted to do everything possible to help organizations safely realize the potential of AI.

“With a smaller team, you can somewhat muddle through. But as your team and model inventory grows, good governance becomes a huge bottleneck getting models into production,” said Kaas. “And model documentation is one of the key components of that good governance.”

Vectice was created to simplify model documentation without adding any burden to the AI/ML developer. The NorthStar, which has since been realized, was to cut documentation time by 90% and allow practitioners to create robust, comprehensive model documentation in under a minute using just a single line of code.

Kaas explained, “As a leader, you don’t often get opportunities to increase your team’s productivity by 25% with a one-minute investment. And if you can do that while simultaneously creating value by accelerating the speed of AI in the enterprise and reducing financial and reputational risks, you’ve created a win/win for your team and the company.”

## The myriad issues and challenges

Since SR11-7 was first published in 2011, banks have had to contend with the challenge of enforcing and scaling good governance and documentation practices. With the growing adoption of deep learning and generative AI now prompting an evolution of these best practices, banking is leading the way for how other industries will approach the problem.

“One challenge you have is that the models themselves are becoming more complex,” says Kaas. “That creates opacity in and of itself - but also leads to a more heterogenous tech stack, which makes lifecycle transparency - and therefore robust documentation - even harder.”

For banks, long accustomed to largely manual documentation processes, the changing model landscape is already impacting the productivity of modeling teams who already say they spend 30-40% of their time on model-related reporting and documentation, and fear this number will only grow. The problem is not a small one: one US bank estimates it spends \$150 mln/year on model documentation, in headcount costs alone.

But focusing on productivity alone may be short-sighted. “Organizations are always biased towards things you can measure easily, like productivity,” says Kaas. “And so conversations around model documentation often end up being about how fast you can create the stuff, and how much time you can save. Clearly, that’s valuable - but we also need to start thinking about the importance of robust, high-quality documentation for model risk management.” To illustrate his point, Kaas tells the story of a mismanaged documentation update that caused a global bank to accidentally duplicate a multi-billion dollar reserve for



***“Our core technology means all of this is painless for the developer and that we produce the evidence required to validate the AI/ML model so that organizations can trust the model is reliable.”***

liquidity. “Model documentation isn’t just a regulatory checkbox - it’s one of the best ways we have to understand and manage the risk that comes with these models,” Kaas argues. “We need to value that.”

For Kaas, the key to resolving these issues is to evolve the way we approach model documentation. “Most places still have a very manual approach to model documentation, which is also treated as a one-off event, after-the-fact. That’s not only low-definition and error-prone, it’s also a miserable experience for the developer - not exactly a recipe for extraordinary work product in general.” It’s that insight which led to Vectice’s approach, which makes model metadata capture completely painless for the developer, but also helps them organize their work. “Developers actually embrace Vectice for their own needs. Because of that, they are invested in helping us create a robust metadata

representation of all the modeling work that’s going on in the organization. And that’s ultimately what allows us to generate first drafts of model documentation 90% faster, but also guarantee the robustness of that information.”

## From Complexity To Simplicity: An Auditability Dreamland

Vectice is a cloud-based platform which captures metadata about assets continuously during the model development and validation processes via an autolog function. Developers use any modelling tool such as Python or R. The metadata creates a model dependency map which traces the model lineage allowing validators and auditors to easily understand the history and choices made during model development.

“Our core technology means all of this is painless for the developer and that we produce the evidence required to validate the AI/ML model so that organizations can trust the model is reliable,” said Kaas.

Additionally, Kaas explained that the documentation co-pilot automatically produces robust documentation including the model development document (MDD) and model validation document (MVD) required for regulatory standards such as SR 11-7, SS1/23, NIST RMF, and ISO 42001.

Kaas explained, “In one line of code, we can understand the work of the developer, the assets that are being produced, the models, the datasets, really with zero effort from the developer.”






The end-to-end lineage of everything that has happened means users can start at the end of a model development lifecycle, looking at performance data in production and then pull on the model lineage and go back through the different versions of the model since it was initiated. “For large organizations that do a lot of this work over several years, well, that’s magical,” said Kaas. “Or, as one bank put it recently, an auditability dreamland.”

## Future plans

What is next for Vectice? When it began, the focus of the enterprise was very much on areas such as reducing inefficiency, reducing costs – areas that Kaas sees as easily measurable and pain points that are very acute.

He added, “Historically, model documentation has been a necessary evil. That’s a limiting view. In the future, model documentation is not only useful from a regulatory and compliance standpoint, but also from a managerial standpoint to help you manage knowledge, build better AI, and develop better people.” ●



-  Founded: 2007
-  Employees: 101-250
-  Regulation/Legislation: **KYC, AML, GDPR**
-  Subsectors: Onboarding Verification (AML/KYC/CDD), Transaction Monitoring, Risk Management, Reporting, Identification/Background checks, Compliance Management
-  Regions of Operations: Europe, Middle East, Africa, United States





Vneuron Risk & Compliance is a prominent figure in RegTech innovation, specialising in advanced cloud-based Anti-Money Laundering (AML) solutions tailored to address the intricate compliance challenges faced by financial institutions globally. With over ten years of dedication to developing technology that is both future-proof and adaptable, Vneuron has gained the trust of more than 100 leading financial institutions across Europe, Africa, the USA, and the Middle East. Central to Vneuron's offerings is the Reis™ Risk and Compliance Suite, a robust platform that combines deep industry expertise with advanced technological capabilities. This fully customisable solution offers unmatched flexibility and scalability, making it the ultimate tool for compliance excellence. Reis™ screens over 60 million customers and filters \$40 billion in transactions annually, ensuring thorough compliance and operational efficiency, with clients experiencing up to a 75% reduction in AML operation costs. Vneuron's focus on innovation, scalability, and customisation continues to set the standard for AML technology, empowering institutions to navigate an increasingly complex regulatory landscape confidently.



-  Founded: 1988
-  Employees: 51-100
-  Regulation/Legislation: **MiFID II, GDPR, SEC and CFTC, FINRA (Financial Industry Regulatory Authority) and HIPAA (Health Insurance Portability and Accountability Act)**
-  Subsectors: Communications Monitoring, Risk Management, Reporting, Compliance Management
-  Regions of Operations: Global


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-  Founded: 2010
-  Employees: 251-500
-  Subsectors: Onboarding, KYC, Transaction Monitoring, Anti Money Laundering, PEP & Sanctions Screening Alert Review
-  Regions of Operations: North America, EMEA


WorkFusion's AI Agents assist financial institutions in scaling their financial crime operations, enabling them to identify and mitigate risks both effectively and efficiently while supporting regulatory compliance. These pre-built AI Agents perform tasks typically handled by Level 1 analysts, managing the decision-making and adjudication of alerts. Utilising machine learning, they review and disposition alerts, conduct third-party enrichment searches, gather data, and record evidence and supporting documentation in near real-time. This process mirrors the work of a Level 1 team, effectively removing noise and allowing human analysts to concentrate on higher-value investigations.

# YOU CONTROL

 Founded: 2014  Employees: 51-100

 Regulation/Legislation: **KYC, AML**

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


 Regions of Operations: Ukraine


YouControl is a Ukrainian IT company that has been leading the development of products based on open data for a decade, establishing itself as a market leader. The company employs a cross-financing business model, where commercial users such as lawyers, financiers, security officers, and business directors purchase software licences. These users utilise YouControl for compliance, competitive advantage, and business efficiency. In alignment with its social mission, YouControl provides journalists, NGOs, and public activists with partner access to its products for fact-checking, investigations, public procurement analysis, and declaration studies. Higher education institutions and charitable and volunteer foundations also benefit from partner access to the system. The YouControl team actively advocates for the opening of socially significant datasets, defending the public's right to access information and ensuring governmental accountability to combat corruption and promote a culture of transparency and integrity.



 Founded: 1999  Employees: 251-500

 Regulation/Legislation: **GDPR, SEC Rule 17a-4, FINRA, CCPA, FDA CFR 21, GxP Compliant, ISO-27001, GLB Act**

 Subsectors: Communications Monitoring, Reporting, Compliance Management

 Regions of Operations: United States, Canada, United Kingdom, Japan, India

ZL Technologies, established in 1999, introduced its flagship email archiving product, ZL Unified Archive® (ZL UA), in 2001. Over the years, this product has evolved into a comprehensive solution suite utilised for archiving, in-place file management, electronic records management, eDiscovery, regulatory compliance, and GenAI analytics. Distinct from many competitors in the current market, ZL Technologies has retained full control over its code, having developed the platform entirely in-house for more than 25 years. This dedication to maintaining complete oversight of its software development process underscores the company's commitment to delivering robust and reliable solutions.



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