



**Evolve**  
Capital Partners

## **Weekly News Update**

Week Ending 10/13/17

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## Preface

Each week, Evolve Capital Partners compiles relevant news and press releases across the finance and technology sectors. We analyze publicly available information and source each article. We also release a weekly summary of M&A and financing transactions.

Evolve Capital Partners is a specialized investment bank focused on businesses serving industries at the intersection of finance and technology. We are a dedicated, creative, and fully independent investment bank that advises private and public companies on merger, divestiture and acquisition transactions, and capital raising through private placements. Founded in 2012, we are based in New York.

You can learn more about us at [www.evolve-capital.com](http://www.evolve-capital.com). We post past weekly transaction and news updates on our website, plus in-depth industry research reports.

To contact us, please email [admin@evolve-capital.com](mailto:admin@evolve-capital.com) or call (646) 688-2792.

### Sectors we cover at the intersection of finance and technology include:

 Bank Tech / Solutions	 Healthcare Tech	 Securities
 BPO	 Insurance	 Alternate Lending / Specialty Finance
 Financial Management Solutions	 Payments	 Data & Analytics / IoT

## News Count

Sector	Number of News	% of Total
Bank Tech / Solutions	11	24%
BPO	3	7%
Financial Management Solutions	3	7%
Healthcare Tech	4	9%
Insurance	3	7%
Payments	12	26%
Securities	3	7%
Specialty Finance / Alternative Lending	3	7%
Data & Analytics / IoT	2	4%
Others	2	4%
<b>Total</b>	<b>46</b>	<b>100%</b>



# **BANK TECH / SOLUTIONS**

## Talk to NAB with Google Assistant

### Bank Tech / Solutions

10/6/17

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NAB customers can now ask Google Assistant to answer general banking questions, such as how to replace a lost card or reset their password, via Google Home or a smartphone with the voice activated virtual agent installed.

For the 'Talk to NAB' service, Google Assistant provides customers with guidance on basic banking questions around transaction and savings accounts, credit cards, personal loans, travel cards and Internet banking.

NAB executive general manager digital & innovation Jonathan Davey (pictured), says: "Providing instant help to basic questions gives our customers the convenience they want and complements the work of our frontline bankers, ensuring they are spending more time with customers on the issues that are most valuable and important to them."

Developed internally by NAB Labs, 'Talk to NAB' accompanies other recent self-assistance initiatives, including the bank's virtual banker chatbot for business customers and a Facebook chatbot pilot, NAB Chatterbox, which is currently underway.

Says Davey: "This is very much a first step for us in the voice-based smart assistance space; we will continue to develop our capability with the Google Assistant over time so it can answer more questions and perform more tasks for NAB customers."

[https://www.finextra.com/newsarticle/31159/talk-to-nab-with-google-assistant?utm\\_medium=dailynewsletter&utm\\_source=2017-10-9](https://www.finextra.com/newsarticle/31159/talk-to-nab-with-google-assistant?utm_medium=dailynewsletter&utm_source=2017-10-9)

## Nymbus unveils digital banking platform, SmartDigital

### Bank Tech / Solutions

10/9/17

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Banking software start-up Nymbus has launched its digital banking platform – SmartDigital – offering open architecture and APIs to enable financial institutions to integrate with third-party applications, reports David Penn at Finovate (Banking Technology’s sister company).

Nymbus president David Mitchell says: “FIs currently running obsolete technologies now have the ability to add a next-generation digital product suite.”

SmartDigital is based on the myGemini omnichannel platform developed by Prague-based banking tech vendor BSC. It will be sold under an exclusive licence from BSC as a standalone product or as part of Nymbus’ flagship core banking system, SmartCore.

The vendor hopes the launch of SmartDigital will also encourage wider adoption of SmartCore. With customer expectations increasingly driven by their UX with platforms like Facebook, Google and Apple, Nymbus says its digital-first banking solution will help FIs compete with both their rival FIs and fintechs.

“The scale of digital disruption is unprecedented and digitalisation is no longer an option for the banking industry,” Mitchell says. “It’s inevitable and a matter of survival.” Transition to SmartCore from SmartDigital is a seamless “turn(ing) on” of the core platform, according to Mitchell.

“We want all financial institutions that have been held hostage on their legacy technology to be able to upgrade and enhance their digital offerings now,” he says.

Nymbus states that the platform is live with more than 37 FIs around the world with more than ten million daily end users.

The firm was founded in 2015 and has raised \$28 million in total funding, including a \$16 million venture round in February led by Home Credit Group.

[http://www.bankingtech.com/1022182/nymbus-unveils-digital-banking-platform-smartdigital/?utm\\_source=rss&utm\\_medium=rss&utm\\_campaign=nymbus-unveils-digital-banking-platform-smartdigital](http://www.bankingtech.com/1022182/nymbus-unveils-digital-banking-platform-smartdigital/?utm_source=rss&utm_medium=rss&utm_campaign=nymbus-unveils-digital-banking-platform-smartdigital)

## Monaize partners with Komodo and launches blockchain e-banking platform

Bank Tech / Solutions

10/9/17

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The rapid rise and incredible success of Bitcoin (and those who adopted it early) forever changed our understanding of traditional currency, and how it could be used. Fast-forwarding to the present, the same technology behind the world's first and most-established cryptocurrency is on the verge of bringing large-scale change to the financial sector.

Having focused on the B2B space and young entrepreneurs, e-banking platform Monaize recognized the industry shift early on – this has driven its adoption of blockchain platforms and technology via a new strategic partnership with Komodo.

“Our mission is to push the boundaries in innovation through a long-term partnership with the Komodo Platform. Our joint vision is to bridge banking and blockchain, and to help cryptocurrencies achieve mainstream adoption,” explained a Monaize spokesperson to Finance Magnates.

Presently, there are now a growing number of different blockchain platforms that are disrupting traditional industries. Komodo represents one of the most promising and upstart option amongst these platforms, which is also part of a greater blockchain ecosystem known as SuperNet. SuperNet has been responsible for a number of successful cryptocurrency projects that have benefited from the latest in blockchain technology and a talented rank of developers.

Monaize has already streamlined the process of setting up and managing a business, giving young entrepreneurs the technology to open business bank accounts and process microtransactions within minutes. The team at Monaize is now looking to expand on that momentum to bring even more powerful e-banking features to its customers.

These blockchain-based solutions will include professional insurance, innovative payment solutions, cryptocurrency wallets, crowd lending and factoring; empowering entrepreneurs to focus on their businesses. By extension, Komodo will be providing these features to the Monaize user base, making them the first in the UK to be granted this type of banking technology.

[https://www.financemagnates.com/cryptocurrency/news/monaize-partners-komodo-launching-blockchain-e-banking-platform/?utm\\_source=daily\\_newsletter&utm\\_medium=email&utm\\_campaign=09.10.17](https://www.financemagnates.com/cryptocurrency/news/monaize-partners-komodo-launching-blockchain-e-banking-platform/?utm_source=daily_newsletter&utm_medium=email&utm_campaign=09.10.17)

## How chatbots and artificial intelligence will save banks and the finance industry billions

### Bank Tech / Solutions

10/9/17

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Chatbots, computer programs that typically use text-based live chat as an interface to carry out tasks for customers on behalf of the business, are emerging as an inexpensive way to introduce artificial intelligence (AI) in banking.

New digitally savvy companies have found success attracting consumers with user-friendly offerings, while legacy banks are finding it difficult to invest in and adopt innovative products. To remain competitive, these large banks will have to adapt their traditional services by incorporating more robotics in banking that will attract more tech-savvy customers.

#### Chatbots in Banking

Chatbots in banking are a digital solution that is relatively inexpensive to develop and maintain. For starters, chatbots require less coding than standalone banking apps. And the current growth in popularity of messaging platforms saves banks the cost of developing their own channels, as well as saving on data storage thanks to chatbots' cloud-based systems.

Companies such as Cleo, Stripe, and Wealthfront are giving traditional banks a run for their money. However, for these players it is more difficult to meet the demand of key bank products (such as loans) due to less restricted regulations that force their customers to spend heavily on compliance and maintain large capital cushions.

DBS uses Kasisto's Kai, the underlying technology of MyKai, to allow customers to conduct transactions such as transfers and bill paying. Furthermore, they can ask about their personal finances using messaging applications such as Facebook Messenger and eventually WhatsApp and WeChat, all of which are the top messaging applications used across the world.

In 2016, Swedbank launched on its website and mobile application Nuance's NINA, who helps answer customer inquiries more quickly by sourcing information relevant to their query using intuitive analysis.

#### Chatbots in Finance

The finance industry is built on processing information, which makes it an ideal industry for automation and reduction of salary expenditure, according to a new report from PwC. However, two-thirds of US financial services respondents said that they're limited by operations, regulations, budgets, or resources to make the investment in such innovative development.

Fintech companies such as Plum, Digit, and Cleo use chatbots that drive microsaving by putting small amounts into savings each day for their users. These companies' chatbot is their core product, unlike legacy banks that use it to supplement a core product.

These companies are improving various financial services that provide their customers more than just automated savings. Chatbots can provide wealth management for the masses, underwrite loans and insurance, provide data analyses and advanced analytics, and detect and notify of fraudulent behavior, all through an automated virtual assistant.

Bank of America uses ERICA to give customers key and real-time updates on their finances using a channel of their preference. Her predictive analytics and cognitive messaging helps customers make payments, pay down debts, and check their balances.

### **Chatbots Set to Grow**

Although chatbots have been around for a long time, recently the underlying AI technology has made waves in the market.

BI Intelligence, Business Insider's premium research service, has found that the technological advancements in AI has made leaps and bounds in recent years in financial services.

The growing popularity of messaging apps have made them reliable hosts for chatbots, and the increasing public acceptance of chatbots have created more trustworthy relationships with users, particularly for millennials, whom banks are trying to target.

<http://www.businessinsider.com/chatbots-banking-ai-robots-finance-2017-10?IR=T#38;IR=T>

## Fenergo selected by four of Australia's top five banks

### Bank Tech / Solutions

10/10/17

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Fenergo, the leading provider of Client Lifecycle Management software solutions for Corporate & Institutional, Business & Commercial and Private banks, has today announced that it has been selected to partner with four of the top five banks in Australia. Fenergo's enterprise-wide Client Lifecycle Management software solutions are in the process of being implemented in each of the banks. Unsurprisingly, regulatory compliance was a big driver behind the deals, with the majority of banks concerned over the never-ceasing pace of regulatory change and more intensive scrutiny by regulatory authorities on AML and KYC policies and controls.

According to Brett Hodge, Vice President of Fenergo APAC, "Australian banks are really caught in a catch-22 situation at the moment. The sheer number of new regulatory obligations bearing down on them is having a significant impact on their ability to meet regulatory deadlines, deliver operational efficiencies and provide great customer experience. On the other hand, the regulators are starting to bare their teeth and the industry is bracing themselves for more financial penalties".

One of the core issues around AML / KYC compliance and the key to understanding and monitoring transactions for AML breaches involves being able to understand the unique inventory of counterparties that banks do business with - including their structures, ownership (particularly beneficial ownership) and affiliations. Banks are required to maintain risk profiles for each of these in line with regulatory requirements but are not always set up operationally or technologically to do so. By connecting all of these data pieces together, the bank can attach the relevant transactions to the correct group of counterparties, making monitoring of the network far more transparent and efficient.

The APAC region, as a whole, has rapidly ramped up its efforts against Anti-Money Laundering (AML) and Know Your Customer (KYC) control failures amid intense international scrutiny. More recently, the APRA (Australian Prudential Regulation Authority) has promised to apply greater supervisory intensity to financial institutions either unwilling or unable to address behaviors that are inconsistent with prudent risk management practices.

"The good news is that many banks are now taking additional steps in implementing RegTech solutions that will help them future-proof against evolving and new regulatory obligations and drive better digital client experiences," explains Hodge.

"There is a big move towards consolidating the client lifecycle process across all lines of business, banking operations and subsidiaries to ensure centralized management of AML, KYC and regulatory compliance processes. In this way, banks can manage complex, multi-jurisdictional relationships on a single homogenous infrastructure, helping them to achieve regulatory compliance and governance with national and international regulations. It also helps them to

provide a consistent application of compliance to all clients, realize efficiencies in internal costs and data remediation and provide a better client experience.”

Fenergo has made significant investment in its APAC operations over the last number of years. With its APAC headquarters based in Sydney, the company has opened offices in Singapore and Japan, and is growing its local employee base in the region.

Hodge attributes Fenergo’s success in Australia and the wider Asia Pacific region to the company’s community approach to solving regulations both locally and globally.

“Our monthly Regulatory Forums and quarterly Client Advisory Boards enable us to come together as a community who are all facing the same challenges to create standards that ensure regulatory compliance. These forums help us and our clients to tap into a larger number of regulatory experts - both in our team and in our clients’ teams across the world, helping to create strategic and practical solutions around compliance, KYC remediation activities and documentation services, as well as to enhance client experiences through innovative digital channels.”

<https://www.finextra.com/pressarticle/71063/fenergo-selected-by-four-of-australias-top-five-banks/wholesale>

## Openbank goes for Temenos T24 core banking system

Bank Tech / Solutions

10/11/17

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Openbank, a digital banking subsidiary of Santander, has made its new core banking system decision – the bank has opted for Temenos T24. Infosys with its Finacle offering lost out in the final.

As exclusively reported by Banking Technology last month, Openbank was in the concluding stages of system selection.

Temenos says this deal is “material” and will be reflected in the Q3 financial results report (to be published on 18 October 2017).

Openbank operates in Spain and caters for the “professionals” segment by offering current accounts, savings, investment and lending solutions (including mortgages), debit and credit cards. It has one million customers and over €6 billion in deposits. The bank aims to grow the customer base to 30 million in the next year.

The bank has been in existence for 22 years, but has recently gone through an enterprise-wide overhaul, from products and services, to technology, to corporate culture, to new branding. It has also opened its first brick-and-mortar branch in Madrid.

Earlier this month, Temenos issued a brief statement saying its solution was chosen by an unnamed Tier 1 bank for its digital banking operations – this is understood to be Santander with Openbank.

[http://www.bankingtech.com/1026312/openbank-goes-for-temenos-t24-core-banking-system/?utm\\_source=rss&utm\\_medium=rss&utm\\_campaign=openbank-goes-for-temenos-t24-core-banking-system](http://www.bankingtech.com/1026312/openbank-goes-for-temenos-t24-core-banking-system/?utm_source=rss&utm_medium=rss&utm_campaign=openbank-goes-for-temenos-t24-core-banking-system)

## AIG takes first step towards blockchain-powered invoice finance

### Bank Tech / Solutions

10/11/17

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Global insurer AIG and fintech firm TradelX are building a blockchain-powered platform for invoice finance. Having completed their first pilot transaction with Standard Chartered and a global logistics company, the parties are now ready to scale up to more corporates and banks.

Speaking to GTR, Marilyn Blattner-Hoyle, head of supply chain and trade finance at AIG, says the parties are taking a “very prudent approach”, starting with the onboarding of just one seller and one buyer, and then expanding gradually to select large corporate clients who wish to provide extended payment terms to their strategic buyers.

“We have validated that you can essentially purchase an invoice through the exchange, it works well, and the blockchain works for what we are actually intending to use it for. The first transaction has been done, and the idea is now to build up the portfolio,” she says.

The transaction took place using TradelX’s new trade finance-specific open-source blockchain platform, which, as previously reported by GTR, is styled in such a way that it can be tailored according to the business requirements of key parties involved.

Harnessing blockchain technology, important invoice data and the eligible insured amount is placed securely on the platform, giving real-time visibility for all relevant parties. This improves transparency and efficiency, minimises the risk of errors and enables the parties to more effectively manage customer terms and credit risk.

“The idea of the platform is to take the most important invoice data that everybody wants to know from the right places, i.e. the corporate, the bank or the insurer, and ensure there is no single point of failure or amendments – everybody can see that it was put on there and it cannot be changed. That then provides transparency and allows everybody to more seamlessly do a trade finance transaction,” Blattner-Hoyle explains.

However, she notes that the project involves a “very focused use of the blockchain”. It will not be an open platform but operated as a private network and will also not involve smart contracts.

“Essentially, the legal contracts are not something we’re trying to solve for with the blockchain,” Blattner-Hoyle says. “Insurance policies or receivables purchase agreements are not very difficult to sign, and trying to code those is very complex. So that’s not our focus.”

She continues to emphasise that the project has been driven by a client need rather than a wish to use the specific technology behind it – something that has allowed them to build a platform ready for real-world use.

“We are seeing a lot of proof of concepts, and I think that’s because a lot of people want to get into using the blockchain and perhaps they are using it almost too much, making the projects not achievable in the short term. We didn’t go from that focus. This is not a blockchain exercise. We wanted to solve a client problem and blockchain happened to be a useful piece of that solution. That’s why perhaps we don’t have such a sexy story about all our contracts being coded,” she says.

The first transaction on the platform took place at the end of September and enabled the logistics company to help its customer extend its payment period whilst maintaining the company’s receivables at current terms. Financing was provided by Standard Chartered and credit risk mitigation insurance was offered by AIG.

The aim now is to gradually onboard the logistics company’s customers around the world. Blattner-Hoyle expects the platform to be fully working for this corporate and its customers by the end of the year.

As the platform is expanded to include more companies, more banks and finance providers will be invited to take part too.

“It’s meant to be a multibank structure,” she says. “In fact, we are talking to other banks at the moment. In the initial stages, you only need one bank because they are happy to take the capacity, but certainly the idea is that this becomes a large-scale platform that takes a significant number of corporates and thus needs a number of banks.”

She adds that while AIG is the insurance provider, the firm is also looking at ways in which the platform can integrate re-insurance and co-insurance to seamlessly allow for even bigger scale.

<https://www.gtreview.com/news/fintech/aig-takes-first-step-towards-blockchain-powered-invoice-finance/>

## Baker Hill forges partnerships with Allied Solutions and Experian

### Bank Tech / Solutions

10/11/17

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With a pair of newly-announced deals, Baker Hill continues to deliver what company president and CEO John M. Deignan calls “the cutting-edge technology and comprehensive analytical intelligence our clients need to compete and win in today’s lending environment”.

David Penn at Finovate (Banking Technology’s sister company) reports that Baker Hill has partnered with Allied Solutions, which will refer Baker Hill’s suite of loan origination, risk management and business intelligence solutions to its FI clients.

The partnership will also give Allied Solution’s 4,000 clients access to Baker Hill NextGen, the company’s cloud-based, end-to-end loan origination, portfolio risk management and decision support system.

“Baker Hill’s platform is designed to accommodate the growing needs of financial institutions, and their consumers, by providing critical business insight and streamlined service,” Allied Solutions CMO Dave Underdale says. “(This is) something that can only empower financial institutions as they continue to grow and evolve their businesses.”

The company has also teamed up with Experian to give its clients access to Experian’s business credit services. Deignan says the partnership would leverage both companies’ strengths with regards to “mitigat(ing) credit risk while enhancing profitability”.

Experian Business Information Services President Hiq Lee highlighted FIs’ growing reliance on data and predictive analysis, praising the agreement as a way to “ensure their clients receive comprehensive, third-party-verified information on 99.9% of all US companies”.

Baker Hill serves nearly 600 FIs, including 20% of the top 100 banks and top 25 credit unions. It was founded in 1983 and is headquartered in Carmel, Indiana.

In September, the company teamed up with Bolts Technologies to offer a streamlined account opening solution for FIs. The same month, Baker Hill announced that Kentucky-based People’s Bank and Trust would use its NextGen Statement Spreading to enhance its underwriting process.

[http://www.bankingtech.com/1026112/baker-hill-forges-partnerships-with-allied-solutions-and-experian/?utm\\_source=rss&utm\\_medium=rss&utm\\_campaign=baker-hill-forges-partnerships-with-allied-solutions-and-experian](http://www.bankingtech.com/1026112/baker-hill-forges-partnerships-with-allied-solutions-and-experian/?utm_source=rss&utm_medium=rss&utm_campaign=baker-hill-forges-partnerships-with-allied-solutions-and-experian)

## ApoBank appoints Avaloq to drive digital transformation

### Bank Tech / Solutions

10/11/17

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Deutsche Apotheker- und Ärztebank (apoBank) has appointed Avaloq to take its digitalisation to the next level. The Avaloq Banking Suite offers all benefits of an innovative, yet market-proven solution for apoBank to consequently execute its digital strategy. Avaloq's involvement will expand the bank's product offering and enhance the digital client experience.

apoBank's decision follows an initial evaluation period and pre-project with Avaloq which commenced in September 2016. Following this successful pre-project, apoBank made the strategic decision to partner with Avaloq and implement the well-established Avaloq Banking Suite, Avaloq's digital and core banking software. Avaloq's proven track-record and ability to support banks in shaping and executing their digital strategy, as well as the software's comprehensive functional range, were decisive factors in the bank's decision-making process.

apoBank has a clear growth strategy based on extending its product offering and enhancing the digital client experience. Avaloq will play a critical role in executing the bank's digital strategy, and its technology will also lead to increased operational efficiency. Avaloq's solution is flexible and scalable, two key factors to build the IT setup of apoBank on a future-proof foundation. apoBank and its clients will thus benefit from a reduced time to market for innovative products. Furthermore, the Avaloq solution will comply with all regional regulations and the specific IT requirements of the European Central Bank (ECB).

The implementation of the Avaloq Banking Suite at apoBank will be carried out jointly by DXC Technology, Orbium and Avaloq. The project starts immediately, while Avaloq is continuously extending its resources, including the teams which already cooperated in the successful pre-project.

"Becoming the partner of choice for apoBank, which is renowned for serving medical professions, fills us with pride and is testament to the strength, quality and effectiveness of our digital solution for retail and corporate banking", said Jürg Hunziker, Deputy Group CEO and Group Chief Markets Officer, at Avaloq. "We are delighted to welcome apoBank to the Avaloq Community. We will build on the momentum we have gained with this new partnership to further increase our footprint and build our position in Germany and the European Union", Jürg Hunziker continues.

"This project is a lighthouse project for DXC in the banking sector. It proves our capabilities to lead digital transformations and confirms our position as one of the main IT provider for Banking in North and Central Europe. apoBank will benefit from our leading-edge capabilities in advisory, applications, security, cloud, and workplace combined with our industry-specific banking know-how. We are looking forward to continue working with apoBank", said Michael Eberhardt, Vice President & General Manager North & Central Europe for DXC Technology.

"As an Avaloq premium implementation partner, we are thrilled to support apoBank with this initiative. With our blend of strategic business and systems implementation consulting, we will help apoBank stay ahead," said Roger Frei, Partner at Orbium. "We are looking forward to joining forces with Avaloq to deliver a leading digital solution for the German market and build on our international presence."

<https://www.finextra.com/pressarticle/71091/apobank-appoints-avalog-to-drive-digital-transformation>

## Finastra partners with Vasco to offer customers eSignLive capability

Bank Tech / Solutions

10/12/17

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It turns out, banks can gain a lot from business tools. That's probably why business solutions company Vasco and financial services software company Finastra teamed up, writes Julie Muhn at Finovate (Banking Technology's sister company).

Under the agreement, Finastra now offers an interface from its LaserPro loan origination solution to Vasco's eSignLive e-signature solution.

The LaserPro loan origination solution offers a streamlined way for commercial lenders to originate and process loan transactions. By adding eSignLive's e-signature capabilities, LaserPro will make the loan signing process even more efficient. The integration will reduce costs and manual errors for lenders— making a clean audit trail— and will offer borrowers flexibility on when and where they sign their documents.

“Digital loan origination and processing require a high amount of compliance and financial institutions need to balance those requirements with security and ease of use,” notes Vasco's CEO and president, Scott Clements.

Vasco's latest product, eSignLive Digital Lending Solution, leverages the blockchain and e-signature capabilities to offer a fully compliant, fully digital lending solution.

Earlier this year, Vasco was selected by Mizuho Bank for its Digipass digital application security solution.

[http://www.bankingtech.com/1028602/finastra-partners-with-vasco-to-offer-customers-esignlive-capability/?utm\\_source=rss&utm\\_medium=rss&utm\\_campaign=finastra-partners-with-vasco-to-offer-customers-esignlive-capability](http://www.bankingtech.com/1028602/finastra-partners-with-vasco-to-offer-customers-esignlive-capability/?utm_source=rss&utm_medium=rss&utm_campaign=finastra-partners-with-vasco-to-offer-customers-esignlive-capability)

## RBC integrates financial management platform with online banking for SME clients

Bank Tech / Solutions

10/13/17

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Royal Bank of Canada has teamed up with Wave to integrate invoicing, accounting and financial insights into its online business banking platform. RBC says that the offering - a first of its kind in North America - will enable its small business clients to manage their financial needs in a single place, with a single sign on.

Tapping Wave's financial management suite, the service provides a simple interface to give owners insights into their business by combining their banking and accounting information under one view.

In addition, business owners can tap into Wave's entire suite of services, like invoicing in virtually any currency, automated billing, and the ability to digitally manage receipts and track expenses.

The integration comes just months after RBC joined a \$24 million funding round for Toronto-based Wave.

Jason Storsley, VP, small business, RBC, says: "Small businesses generally don't have dedicated accounting and billing staff; it's typically the owner of the business who is managing the finances, and completing these tasks takes up valuable time.

"Working with Wave, we've created a unique platform where the business owner's financial life is contained under one roof, making it easier for them to manage their business. This means a small business owner can spend more time being the CEO of their business and less time being the CFO."

<https://www.finextra.com/newsarticle/31195/rbc-integrates-financial-management-platform-with-online-banking-for-sme-clients>



**BPO**

## Accenture augments human capital with AI to stay competitive

BPO

10/4/17

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How does a company like Accenture, so reliant upon human capital, create a defensible strategy for the future?

Accenture has redefined itself as a “technology” company rather than a “human capital” company

Paul Daugherty, Chief technology and Innovation officer of Accenture. Photographer: Patrick T. Fallon/Bloomberg

As artificial intelligence technologies mature, professional service companies in the business of selling human capital are entering a period of major flux. In order keep pace with competitors, they must find a way to adopt machine learning technology without cannibalizing their core businesses.

Accenture is a business consultancy operating globally with over 410,000 employees. The future of its massive workforce is intricately linked to the adoption of AI strategies both internally within itself and externally for its business clientele. How does a company like Accenture, so reliant upon human capital, create a defensible strategy for the future? To find out, I interviewed the man guiding this renaissance, Paul Daugherty, Accenture’s Chief Technology and Innovation Officer.

### **Embrace new technology rather than fear it**

While some companies fear an AI disruption, Daugherty and Accenture chose to embrace it. In the past decades, Accenture has redefined itself as a “technology” company rather than a “human capital” company . These days, Daugherty spends the majority of his time with AI and machine learning technology. He explains, “AI is clearly overhyped right now, but even if you sort through the hype, we believe it’s the most transformative technology of the information age. It’s not just a new technology, it’s redefining how people work with technology.”

As a human capital driven company, Accenture aims to introduce AI without decimating its workforce or cannibalizing its client-facing business. Nevertheless, rather than reducing workforce, Accenture used the freed capacity from automation to redeploy employees for more productive use. For example, Accenture Operations, a sector with more than 100,000 employees, brought in automation for 17,000 roles in accounts payable and marketing operations. However, the headcount in the department actually grew as employees were repurposed to higher level and higher touch advisory services. Revenue grew as business service offerings increased.

### **AI opens up new business opportunities**

Accenture sits in a unique meta category of firms that both develops its own AI roadmap and also advises clients on AI strategies. Its fear of losing business through technological disruption is largely mitigated by clients’ increasing demand for advisory services in technology adoption. As Daugherty explains, “unless you believe we’re near the end of demand for technology and business transformation services, the laws of supply and demand come into play. Using AI to

reduce the price of implementing a solution saves money for the client which they can in turn reinvest to meet still more needs.” Thus, the advisory business grows as technology becomes more advanced and clients require even more support.

### **AI adoption in-house as testing ground**

Similarly, the adoption of AI solutions internally at Accenture allows it to decrease the cost of client service delivery. Accenture invests heavily in an automation platform called myWizard. Internally, myWizard augments human technologists with virtual agents to improve data analysis and pattern identification and drive better business outcomes. The result has been a 60% increase in productivity. Parts of myWizard is built on major platforms such as IBM Watson, Microsoft Azure, Amazon AWS and Google Cloud. This allows Accenture to test these third party platforms -- it uses itself as a guinea pig for these technologies.

### **Address AI concerns**

The rapid expansion of AI does not come without concerns. These include AI sprawl, a problem analogous to what was seen with the emergence of cloud computing, data management, and a huge skill shortage. The term “Responsible AI” is also widely bandied about to address specific concerns of executives as well as general concerns about jobs and the economy. Says Daugherty, “we believe AI has the power to be a great productive tool to benefit people, business and society. But to do it in the right way, you do need to follow certain principles”.

### **Stay ahead of the curve**

Using Accenture as a case study, it’s clear that the adoption of automation and machine learning need not come at the expense of jobs or revenue. By choosing to embrace rather than fear technological advancements, Accenture has positioned itself at the forefront of the revolution. Daugherty sums it up best, “we believe in embracing new technology because if it’s disruptive to our business, it’s going to be disruptive to the market, and we’re better off being the disrupter than waiting until the middle or tail end of the cycle.”

<https://www.forbes.com/sites/adelynzhou/2017/10/04/accenture-augments-human-capital-with-artificial-intelligence-to-stay-competitive/#48708b7c2c8d>

## Caesars Entertainment turns to ADP to support growth, improve operational efficiencies and reduce compliance risk

BPO

10/9/17

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Caesars Entertainment's mission is to build loyalty and value with its guests through a combination of great service, excellent products, unsurpassed distribution, operational excellence and technology leadership. In order to support its future growth, the casino entertainment company realized it needed to upgrade its legacy technology infrastructure to better serve its 60,000 employees. To do this, Caesars turned to ADP® Comprehensive Outsourcing Services for an integrated payroll and time and attendance solution using the ADP Vantage HCM® platform.

"Prior to ADP, we had about 30 different systems we needed to integrate for payroll and time and attendance," said Keith Causey, chief accounting officer of Caesars Entertainment®. "Our in-house systems were outdated and very difficult to manage. We knew we wanted an out-of-the-box cloud solution and realized that no other provider could offer the end-to-end service that really differentiated ADP."

By outsourcing its payroll services to ADP, Caesars also expects to reduce risks from a compliance perspective and enable employees to be more strategic.

"With more than 30 casinos across 13 U.S. states, we needed help keeping up with ever-changing state and local laws," added Causey. "We're confident that with ADP helping us with tax compliance and wage garnishments, we'll not only reduce the potential for non-compliance, but we'll enable our employees to be more strategic by freeing them up from administrative tasks."

"We're a very service-oriented company and want to offer our employees the best technology available," continued Causey. "By providing employees with self-service tools that enable them to look up their payroll information easily on their computer or mobile phone, they'll have a better experience and be able to focus more on caring for our customers."

Debbie Dyson, president of ADP's National Account Services and Client Experience, said she's delighted that Caesars Entertainment is relying on ADP to help improve operational efficiencies and provide employees with a positive user experience.

"I'm proud we've been able to help Caesars eliminate time-consuming administrative tasks so they can focus more on what matters most -- their people," said Dyson. "Our goal is not only to reduce the administrative burden for Caesars' finance and HR leaders but to offer a user experience that allows employees to easily access the information they need, when they need it." Another benefit that Caesar's is excited about is ADP's scalability.

"We plan on expanding through acquisitions and new construction and intend to become more global," added Causey. "When I look down the road, I know ADP will be able to grow with us, and make it easier for us to integrate or create new companies. By setting the foundational platform now, we can explore other ADP solutions beyond the payroll and time and attendance solutions in the future, and look forward to a strategic long-term partnership."

<http://www.marketwired.com/press-release/caesars-entertainment-turns-adp-support-growth-improve-operational-efficiencies-reduce-nasdaq-adp-2236431.htm>

## Accenture Life Insurance & Annuity Platform launches SmartVideo templates to enhance customer experience

BPO

10/10/17

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Accenture has launched a suite of personalized, SmartVideo templates integrated with the Accenture Life Insurance & Annuity Platform (ALIP). The new templates will help carriers offer tailored video messages more quickly while reducing the overall cost of their client communications and servicing

The SmartVideo solution is powered by consumer data residing in ALIP, and can be deployed “as a service” in just days.

The suite of new video templates reduces the length of time it takes to develop a personalized customer message, and enhances the overall customer experience with more relevant communications. The suite includes video templates for on-boarding, confirmation / notification messages and policy snapshots, among others.

“Carriers are looking for new ways to boost client engagement, and our new SmartVideo templates represent a turning point in making carrier-to-customer communications faster, more efficient and more relevant to the recipient,” said Shay Alon, global managing director, Accenture Life and Annuity Software.

There is a growing trend toward the use of video to communicate in a more engaging way with consumers. According to a Gartner report, “Hype Cycle for Life Insurance, 2016,”<sup>1</sup> video is a key capability that next-generation portal will need to develop further to improve the customer experience.

“This is the next step in an important industry shift,” said Mr. Alon. “Personalized videos are proving to be one of the most effective and engaging forms of communication, empowering the selling agent where applicable, and drastically reducing the costs associated with administrative paperwork.”

Used by leading insurers worldwide, ALIP is a robust, configurable and scalable solution that provides life insurance carriers and annuity providers with advanced capabilities for product development, new business development, underwriting, policy administration, claims and payout.

It is available as an on-premise solution and over the Cloud as an integrated suite of software with modules that can be implemented individually or as part of a broader migration strategy.

Accenture’s life and annuity software is part of Accenture Life Insurance Services, within Accenture Financial Services. By applying extensive industry knowledge to continuously enhance its software, Accenture helps insurers reduce operating costs, manage risk and drive growth

through improved product development and distribution, enhanced policy administration and distribution, and technology platform consolidation and modernization.

<http://www.businesswire.com/news/home/20171010005535/en/Accenture-Life-Insurance-Annuity-Platform-Launches-Personalized>



# FINANCIAL MANAGEMENT SOLUTIONS

## Pegasystems embraces facial recognition for KYC and CLM solutions

### Financial Management Solutions

10/11/17

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Pegasystems Embraces Facial Recognition for KYC, CLM Solutions The technology comes by way of Spain-based Electronic IDentification, whose identity verification solution leverages the mobile camera of a given smartphone or computer to apply facial recognition technology to a live user, and to match it against photo ID in the user's possession. As such it's one of multiple similar platforms that have started to prove popular among a range of clients, but particularly in the financial services sector. It may also reflect the growing excitement over facial recognition since Apple announced it had embraced the technology for user authentication on the iPhone X.

For Pegasystems, the integration of Electronic IDentification's system into Pega KYC and Pega CLM means it can now offer its financial institution clients the ability to "digitize the entire onboarding process end to end", and to "legally and securely verify the identity of new customers in just minutes," according to a statement from the company. And Pegasystems says it has also ensured that its solutions comply with not only the 4th EU Money Laundering Directive but also the proposed 5th EU Money Laundering Directive, which could heighten their appeal in the European market.

Pegasystems is planning to show off its biometrically-enhanced solutions at next week's Sibos financial innovation conference in Toronto, which runs from October 16th to 19th at the Metro Toronto Convention Centre.

<https://findbiometrics.com/pegasystems-facial-recognition-kyc-410113/>

## Cloud security start-up ShiftLeft de-stealths

### Financial Management Solutions

10/12/17

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Eyes right. US start-up ShiftLeft has emerged from stealth and wants to shift enterprise cloud security strategy from reactive to preventative.

Enterprise Cloud News (Banking Technology's sister publication) reports that ShiftLeft is an alternative to finding vulnerabilities and attacks as they crop up and defending against them. Instead, ShiftLeft's service scans application and microservices source code to determine how an application should work.

"We extract what we call the software's security DNA," Manish Gupta, ShiftLeft co-founder and CEO, tells Enterprise Cloud News.

Then ShiftLeft deploys customised runtime agents that watch application behaviour and block unexpected activity that could indicate an attack.

ShiftLeft came out of stealth mode after raising \$9.3 million from Bain Capital and Mayfield, and from individual investors.

The name comes from the company's philosophy – shifting security left in the application and microservices deployment process.

Gupta was previously head of products and strategy for security provider FireEye, and before that worked on Cisco's and McAfee's security business, with 15 years experience in the security field. That experience has given him the perspective to see where conventional security is lacking, he says.

"By focusing on threats, security is inherently reactive," Gupta says. "We are essentially giving the first move to the bad guy."

The shift of enterprise software to the cloud gives an opportunity to change the way organisations approach security, and change who's responsible for providing that security, Gupta says. Previously, enterprises licensed software from third-party vendors, and ran that software on the enterprise's own premises. The enterprise didn't have access to software source code, and therefore couldn't completely protect itself.

But now, more and more applications are provided as Software-as-a-Service (SaaS), or as open source or custom software running in a private or managed cloud. The organisation that runs the software has access to source code, and can use that source code as the basis for ShiftLeft scan. ShiftLeft's customers are SaaS providers and enterprises running software on private clouds, Gupta says.

The firm’s approach – identifying normal behaviour and tagging unusual activity that might indicate an attack – isn’t unique. Oracle is using a similar technique in the security component of Oracle Management Cloud.

VMware is using the approach in its AppDefense service, launched in August. And it’s the basis for the security component of Cisco’s “network intuitive” strategy. But Gupta says its service is different because it operates earlier in the application lifecycle, looking at the source code to determine correct behaviour rather than watching the application after it’s already deployed.

[http://www.bankingtech.com/1028702/cloud-security-start-up-shiftright-de-stealths/?utm\\_source=rss&utm\\_medium=rss&utm\\_campaign=cloud-security-start-up-shiftright-de-stealths](http://www.bankingtech.com/1028702/cloud-security-start-up-shiftright-de-stealths/?utm_source=rss&utm_medium=rss&utm_campaign=cloud-security-start-up-shiftright-de-stealths)

## Coupa and Software AG partner to provide simple and rapid integration with leading ERPs

### Financial Management Solutions

10/13/17

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Coupa Software and Software AG have partnered to make it easy for companies to integrate Coupa with most leading enterprise resource planning (ERP) systems, including those from SAP and Oracle. As part of this partnership, Coupa, a leader in cloud-based spend management, is expanding its CoupaLink certified solutions by adding Software AG's webMethods Connector.

Software AG worked with Coupa to build a connector that helps customers reduce the cost of software integration. The connector – named webMethods Connector for Coupa – is now certified by Coupa and enables organizations to connect Coupa's globally networked platform to enterprise applications that are integrated with webMethods.

“Our certified partnership with Coupa will help customers save integration time, cost and work. Our webMethods Connector can work with any company using the Coupa platform,” said Subhash Ramachandran, senior vice president, product management and marketing, Software AG. “This kind of innovation and open-business access is exactly what we've come to expect from Coupa over the time we have been working together.”

Just as Coupa is rated among the best platforms for spend management by leading analysts firms, Software AG's webMethods platform is also rated among the best platforms for application integration by leading independent analyst firms. The webMethods platform enables businesses to quickly integrate on premise systems and SaaS applications, partners, data, and devices.

CoupaLink is an API-based open integration platform that lets technology partners and independent software vendors (ISVs) integrate their products with the Coupa platform. CoupaLink supports APIs for various solution areas including Contracts, Tax Engines, ERP Integration, Invoicing, Payments, Travel & Expenses, and Middleware platforms.

Partners are able to work closely with Coupa to define streamlined business processes integrated via the APIs that result in a well-architected end-to-end solution for customers. These integrated solutions help customers adopt Coupa faster and at a significantly lower cost resulting in quantifiable value for their organizations.

“Coupa is committed to delivering more value faster for our customers,” said Roger Goulart vice president of business development and alliances at Coupa. “We're proud to partner with Software AG to reduce ERP connectivity barriers that organizations may face. Our open business network gives organizations confidence that connecting to Coupa is fast and easy.”

<https://globenewswire.com/news-release/2017/10/13/1145640/0/en/Coupa-and-Software-AG-Partner-to-Provide-Simple-and-Rapid-Integration-with-leading-ERPs.html>



# HEALTHCARE TECH

## How to improve EHR usability during the implementation process

Healthcare Tech

10/2/17

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Throughout 2017, healthcare industry leaders have pressed health IT companies and developers to innovate technologies that prioritize EHR usability and streamline the provider workday.

The American Medical Association (AMA) in particular has made efforts to encourage EHR system design that allows for more efficient, painless EHR use. Earlier this month, the association teamed up with the University of Wisconsin in a study that found primary care physicians spend nearly six hours on EHR data entry during a typical 11.4 hour workday.

In response to these findings, AMA published a list of eight priorities for health IT companies to keep in mind during development to improve usability. Recommendations ranged from promoting data liquidity to reducing cognitive workload.

However, health IT companies are not the only entities capable of improving system usability. AMA recently turned the lens on physicians to explore how healthcare organizations can play a hand in enhancing EHR usability themselves.

While past examinations of usability focused mostly on system design, the association's online roundtable discussion gathered feedback from physicians on how healthcare organizations can enable usability improvements during the EHR implementation process.

"Because physician practices and even large health systems often don't have much experience with EHR configuration (especially with installations that are new to them), third-party consultants are frequently engaged to help with configuration and training," wrote Senior Natural Scientist at Rand Corporation Mark Friedberg, MD during the discussion.

"The quality of the services provided by these consultants is likely to vary—meaning that even for the same underlying EHR vendor product, the configured tool that physicians actually use could be quite different across installations," Friedberg continued.

Well-executed EHR implementations can lead to more usable systems tailored to the specific needs of physicians at an individual practice. For this reason, University of Colorado Health System (UCHealth) CMIO Chentan Lin, MD stated his health system invested in a 24-member informatics team to spearhead implementation decisions.

"We focus on relationship-building and understanding our front-line clinicians and solving their problems," wrote Lin. "This means taking the vanilla EHR system, keeping the best standard processes, and then creating a best-practice workflow for each specialty. This is a ton of configuration that we are starting to tackle."

While the onus remains on health IT companies to improve system usability, some physicians told AMA they have taken matters into their own hands after becoming impatient with the time vendors have taken to generate advancements.

“Like many front-line docs, we are deeply skeptical that this can be done in a time frame that will allow for meaningful relief of the burnout docs are experiencing, to a large extent due to the EHR burden,” wrote Bellin Health Family Physician James Jerzak, MD. “Our solution at Bellin Health was to institute an advanced team-based care model, one that up-trains staff (CMAs and LPNs) to do the majority of the EHR work and to redesign in-basket flow to more of a team approach[.]”

Stakeholders across the industry have emphasized the need to improve the standard-issue EHR system. In an article published in The Joint Commission Journal on Quality and Patient Safety, Health Informatics and Digital Strategy Consultant Linda Harrington, PhD stated usability is one problem responsible for widespread physician dissatisfaction and productivity losses.

“For example, in a survey involving 13,650 licensed RNs in the United States, 92% of the respondents were dissatisfied with inpatient EHRs,” wrote Harrington. “Disruption in productivity, communication, and work flow, which all reflected problems in usability, were cited as three top dissatisfiers. Usability, then, was a big miss, reflecting the dependence on complex software in the unique business of health care”

Until health IT companies adjust EHR technology to better suit the provider workday, involving experienced IT teams to guide implementation decisions and instituting team-based care models could mitigate usability problems for frustrated physicians.

<https://ehrintelligence.com/news/how-to-improve-ehr-usability-during-the-implementation-process>

## Nextech to showcase NexCloud and RCM at Plastic Surgery The Meeting 2017

Healthcare Tech

10/2/17

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Nextech Systems, a leading provider of health care technology solutions for specialty physician practices, will exhibit its newest products and services—including cloud-based technology, advanced reporting and revenue cycle management—at Plastic Surgery The Meeting, the annual conference hosted by the American Society of Plastic Surgeons.

Nextech will showcase a lineup of its newest products at booth #417, October 7–9, 2017. This includes NexCloud, Nextech's Practice Management (PM) and Electronic Medical Record (EMR) solution that allows plastic surgeons and their staffs to run their practices within a secure, cloud-based environment. Nextech also plans to engage attendees with its newest reporting tool, Enterprise Reporting, an easy-to-use advanced reporting solution which allows them to get a 360-degree view of their practice in seconds.

At this year's meeting, Nextech will unveil its Revenue Cycle Management (RCM) solution. RCM meets a variety of needs for practices by simplifying the complexity of billing and improving overall financial health. Attendees can stop by the Nextech booth #417 to review the financial health of their practice with a Nextech representative. The financial health review will help attendees interested in RCM determine whether the solution is a good fit for their needs.

"We are very excited to attend this year's Plastic Surgery The Meeting," said Mike Scarbrough, President and CEO of Nextech. "Our teams have been working tirelessly to bring new innovative products to both current and prospective Nextech users.

"NexCloud, Enterprise Reporting and RCM are game changers for plastic surgeons and their practices, and Nextech will continue to innovate to stay ahead of the curve for our users."

In addition to learning about Nextech's newest products, current Nextech clients can see the newest features available to them through the latest Nextech release. New features include Single Sign-On and Payment Plans.

At the meeting, attendees who visit the Nextech booth (#417) will be entered to win an Amazon Echo when they learn about Nextech's offerings. Both current and prospective Nextech users can learn about NexCloud, see a demo of Enterprise Reporting or learn how RCM can benefit their practice.

<https://globenewswire.com/news-release/2017/10/02/1139058/0/en/Nextech-to-Showcase-NexCloud-and-RCM-at-Plastic-Surgery-The-Meeting-2017.html>

## Kansas Hospital swaps Paragon for athenahealth EHR replacement

Healthcare Tech

10/5/17

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The Board of Trustees for Hiawatha Hospital Association unanimously voted to move from a Paragon EHR system to an athenahealth platform in an EHR replacement expected to start immediately.

The athenahealth EHR replacement will be an effort to ensure all healthcare facilities part of the association operate on one comprehensive health record repository. The Kansas-based hospital association includes Hiawatha Community Hospital (HCH), Hiawatha Family Practice Clinic, and the Highland Clinic.

“This is a big move for our Hospital and a great one,” said Mandy Graham, HCH Board Member. “As a clinician, I’m not only excited for the clinical personnel impacted by this positive move, I am excited that the community will have ease of access to their personal health information more than ever before.”

“Over the last four years, the hospital’s transition of the management of health records to an electronic product has helped in strengthening the quality of care and the relationship between our clinicians and patients,” said HCH CEO Jeff Shelton. “Though access to health information improved, this transition failed to bridge the gap of the sharing of real-time information from the physician clinics to the hospital and remote patient communications commonly known today as the patient EHR portal.”

Shelton emphasized the importance of allowing patients to have secure online access to their own personal health data from any location. Patient portals can allow users to view information including recent doctor visits, discharge summaries, prescribed medications, and test results. Officials hope the new athenahealth system will improve patient portal access for visitors of HCH facilities.

“Patients can also request appointments as well as pay their medical bill through the patient portal,” said Shelton.

Hiawatha selected athenahealth in part because it specializes in small to medium-sized hospitals and physician practices. During the selection process, HCH officials saw several athenahealth product demonstrations and requested feedback from other healthcare facilities currently using an athenahealth EHR. According to officials, all HCH staff members agreed the health IT company provided technology best suited to their specific environment.

All hospital personnel will be involved in the implementation process to ensure the EHR replacement is completed on time and within the hospital association’s budget. The core team in

charge of the EHR replacement includes EHR Program Administrator Briana Hall, RN, IT Program Administrator Seth Madden, CFO Jennifer Knudson, and others.

The projected launch date for the completed athenahealth EHR system is August 1 of 2018.

Since Allscripts acquired McKesson and its Paragon EHR, provider opinions about whether the acquisition will yield improvements for the EHR system have varied widely.

A KLAS report found McKesson Paragon users were equally divided on whether Allscripts can produce real improvements, with 29 percent of respondents being confident Allscripts can develop and improve the system and another 29 percent arguing the opposite.

Doubtful users said Allscripts will not be able to devote an adequate amount of time, resources, and attention to Paragon because its focus will be split between Paragon and its own EHR system—Sunrise Clinical Manager.

“Allscripts’ decision to maintain a small-hospital system and large-hospital system is reminiscent of the failed strategy that McKesson is still suffering from,” wrote one Paragon user. “I don’t know why Allscripts thinks they can make it work.”

Meanwhile, a Black Book survey found 96 percent of Paragon EHR users are confidently optimistic Allscripts will improve the system. The survey of healthcare CEOs, executive directors, CFOs, CIOs, and board of trustee members contradicts previous KLAS findings and suggests significant variance across the healthcare industry.

<https://ehrintelligence.com/news/kansas-hospital-swaps-paragon-for-athenahealth-ehr-replacement>

## How telehealth and EHR integration deliver complete and effective care while streamlining provider workflows

Healthcare Tech

10/12/17

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Nemours Children's Health System — a nonprofit children's health system based in Jacksonville, Fla., with locations in Delaware, Florida, Georgia, New Jersey and Pennsylvania — adopted telemedicine in 2014 and became the first pediatric health system to deliver direct-to-consumer telehealth. Since launching Nemours CareConnect, we have implemented telemedicine throughout our health system with direct-to-consumer care for acute, chronic and post-surgical appointments, as well as for clinical trial assessments. We also deliver telehealth to collaborating hospitals, schools and cruise ships, and use Nemours CareConnect to bring pediatric specialists into affiliated community hospitals as well as Nemours and non-Nemours primary care physicians to remotely assess patients.

If there is one piece of advice I could share with health systems looking to implement a direct-to-consumer telehealth solution of their own, it's to create a roadmap that includes EHR integration.

Over 95 percent of hospitals have a certified EHR in place today, according to a 2016 report from The Office of the National Coordinator for Health Information Technology. The benefits of EHRs are incontestable — better continuity of care, lower drug interaction rates, decreased mortality rates among the chronically ill, less room for error, better physician communication, lower costs — which is why health systems continue to invest heavily in these systems.

Consumerism is also changing the way healthcare is being delivered, and patients now value convenience as much as quality and cost. This is a large reason why health systems like Nemours invest in telehealth platforms, providing patients with the same high-quality care at a lower cost.

Health systems, however, find that they have two different IT systems working alongside each other, but not necessarily communicating with one another. When we first launched CareConnect at Nemours, we did so without integrating the system with our system of record. While we were quick to realize the power and significance of telehealth, the lack of EHR integration remained a missing component of the care delivery model.

In 2016, we integrated CareConnect with our Epic system, and by doing so, discovered that this type of integration allowed us to deliver more complete, effective care to our patients, while streamlining our provider workflows.

### Why integration matters

Telehealth can and does provide valuable care to patients without EHR integration; providers are able to conveniently see patients over video, collect appropriate medical history before the visit and safely prescribe the appropriate medication if necessary. More patients get access to care with this type of telehealth and that's important for increasing accessibility to care. But, when you

decide to move beyond urgent care encounters — just as Nemours did after launch — EHR integration can improve physician workflows and continuity of care for the patient.

When Nemours began to look at other use cases, we found that as our use cases grew, our physicians' ability to treat their patients improved when they had integrated access to patients' medical records. Having CareConnect integrated with our EHR brought appropriate information right into the visit, enhancing the provider workflow while simultaneously making it easier for physicians to deliver better care to patients. Since launching with American Well, Nemours has expanded our telehealth services to include clinical research and added nonphysician healthcare providers such as nutritionists and therapists. Nemours' physician researchers are currently using EHR-integrated telehealth to access and care for patients with spinal muscular atrophy and pediatric obesity, just to name a few of our leading use cases.

### **Why not use EHRs for telehealth?**

It's certainly a question that many health systems face, particularly when your EHR is offering some form of telehealth visits. Nemours itself has made a significant investment in our Epic system. In 2015 when we vetted telehealth vendors, we had to decide whether we were going to use our system of record for telehealth or look outside our EHR at other telehealth vendors. Our decision to go with American Well hinged on many factors, and their experience with EHR integration, combined with their strong emphasis on the patient experience, was a driving factor.

American Well's mobile and web-facing properties to bring patients in from any modality and from anywhere was very appealing. We also felt that our EHR system of record would only have a captive audience with our existing patients, whereas American Well had the infrastructure in place to reach out to a general population of people to better grow our telehealth platform. Additionally, American Well's platform had been built for telehealth, with a brokerage engine for managing supply and demand, eligibility and claims integration and the ability to connect providers with other providers for consults.

### **Enhancing the provider workflow**

Physician adoption of telehealth is one of the keys to successful telehealth for any health system. Health systems need provider champions on board to spread the word to other physicians and make the experience as positive as possible for providers. To encourage physician adoption of telehealth, Nemours wanted to streamline the telehealth provider workflow; one way to do that was through EHR integration. Since integrating our Epic system with CareConnect, Nemours has seen an increase in physician adoption of telehealth. Below is an example of how seamless the provider workflow is with integration in place:

An integrated telehealth experience allows the physician to practice solely within the telehealth platform. Once logged in to the platform, the physician can see incoming patient requests and patients in the virtual waiting room. Before the video portion of the visit, the physician can view the patient's medical record, which has been pulled into the platform from the EHR. During the visit, the physician documents directly within the telehealth platform, and once the visit is complete, a visit summary is sent from the telehealth platform to the EHR. Both systems

communicate with one another through a bidirectional integration workflow, and the physician only needs to work within one platform.

### **Delivering better care**

With the physician workflow streamlined, doctors can provide their patients with more complete, effective care. Physicians have the patient's medical record right within the platform they're treating the patient on, allowing them to spend more time talking to and treating the patient.

Patients typically don't notice a difference in their telehealth visit until the end of the visit, when they can access and view the telehealth visit summary within their patient portal. Without integration, the patient could only view the telehealth visit summary within the telehealth platform, separate from the rest of their medical history.

Integrating our Epic system with Nemours CareConnect has also helped improve how primary care is organized and delivered to the patient's medical home. Many of Nemours' telehealth visits in the five states we serve — Florida, Delaware, Pennsylvania, Maryland and New Jersey — occur outside the patient's medical home for either research, specialty care or urgent care. Nemours CareConnect offers an integrated approach where our visit details and results are shared electronically with the patient's primary care physician and their Pediatric Medical home.

### **Improving data collection**

From a reporting and analytics perspective, anything that is documented outside a health system's EHR system is difficult to track. This is especially true for reporting and billing reconciliations for all commercial payers as well as Medicare and Medicaid. If the telehealth encounter is integrated within the EHR, this facilitates data collection and billing for the health system.

This also becomes more important when use cases expand beyond urgent care to conditions that require better continuity of care, as ours have. Being able to collect data within the EHR for long-term telehealth outcomes will make payment and billing easier for healthcare organizations, payers and providers. Nemours has expanded telehealth to pediatric obesity treatment, asthma management and clinical trials. Managing patient information within the EHR is critical for proper treatment with these clinical applications.

### **Strategies for implementation**

Nemours decided to launch telehealth first and implement the EHR integration later. This approach gave us time to learn about our telehealth platform — what was working and what wasn't working — and develop a more robust telehealth strategy. It also allowed us time to market internally and gain physician buy-in within our health system.

Outside of the technical decision-making process, there are other considerations that come into play in order to get a telehealth program off the ground — areas like marketing, naming the service and configuring the platform workflow. Making the foundational decisions first before moving into the integration process will put your health system in a better position to meet the overall goals set for your telehealth service.

**Keeping goals in mind: telehealth for improved care delivery**

At Nemours, we found that implementing telehealth is an intricate process with a lot of moving parts. For your implementation to be successful, you should make a commitment to making it part of the way you deliver care — and EHR integration should be a key part of your roadmap to long-term telehealth success.

<https://www.beckershospitalreview.com/healthcare-information-technology/how-telehealth-and-ehr-integration-deliver-complete-effective-care-while-streamlining-provider-workflows.html>



# INSURANCE

## Guidewire to bring the power of Salesforce CRM to P&C Insurance

### Insurance

9/28/17

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Guidewire Software, Inc., a provider of software products to Property and Casualty (P&C) insurers, today announced it is teaming with Salesforce to bring to market a new solution to deliver CRM optimized for the unique needs of P&C insurance. The solution will empower insurers to better engage with their customers, partners, and employees. Guidewire is also joining the Salesforce AppExchange, the world's leading enterprise apps marketplace.

Guidewire and Salesforce customers will benefit from this collaboration through a series of cloud-based products starting with a consistent and integrated 360-degree view of their customers across the two platforms. These products are currently under development.

Insurers in today's era of engagement strive to do all they can to improve the experiences of their agents, service representatives and most importantly their customers. Having a 360-degree view of their customer is a critical component and serves as a foundation for future joint capabilities such as optimizing leads, increasing customer retention, and running customer-centric operations. Bringing together the strengths of the #1 CRM platform and Guidewire's industry platform for high-quality insurance experiences, operations, and data will provide a new Guidewire CRM solution optimized for the unique needs of P&C insurance and empower insurers to meet heightened customer expectations.

"We are excited to align with Guidewire and highly respect their global expertise in the P&C insurance industry. By leveraging the power of the Salesforce Platform, Guidewire will deepen the industry specific CRM capabilities the competitive insurer requires, offering a 360-degree view of their customers," said Rohit Mahna, SVP & GM Financial Services, Salesforce.

"Insurers are embracing the importance of customer centricity and front-office digital enablement more than ever," said Marcus Ryu, Chief Executive Officer, Guidewire Software. "In service of these initiatives, we are excited to collaborate with Salesforce, a formidable authority in cloud-based CRM. Productizing the integration between our platforms will help insurers transform the distribution and service of their products, to the benefit of both their businesses and their policyholders."

<http://businesswireindia.com/news/fulldetails/guidewire-bring-power-salesforce-crm-p-c-insurance/55163>

## Insurtech start-up partners with Munich Re unit

### Insurance

10/2/17

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Insurtech start-up Nimbla has partnered with Munich Re's new business unit Digital Partners to provide complete credit management for SMEs (small- and medium-sized enterprises).

The announcement cited a £5.8 billion bad debt write-off among SMEs in the UK in the last financial year. Aimed at addressing the issue, Nimbla's platform will offer intelligent credit control and on demand single invoice insurance utilising cloud accounting and Digital Partners-agreed upon underwriting rules.

"We are delighted to be working with Munich Re Digital Partners," said Nimbla chief executive Flemming Bengtsen. "They are incredibly progressive in their approach and have so much experience that we can benefit from."

Bengtsen added: "Munich Re understands that the landscape for commercial lines is changing, especially for SMEs."

Yannis Korgialos, head of European partners & products at Digital Partners, said the new Munich Re business unit was designed to partner with digital disruptors who are changing the way insurance is experienced by customers.

"We are looking forward to working closely with Nimbla to enable them to offer a customised insurance proposition to the SME sector aligned with their customers' needs," commented Korgialos.

An appointed representative of Ambant Underwriting Services, Nimbla provides single invoice insurance underwritten by Great Lakes Insurance SE.

<http://www.insurancebusinessmag.com/uk/news/sme/insurtech-startup-partners-with-munich-re-unit-80635.aspx>

## AXA and PartnerRe join RemitRadar

### Insurance

10/13/17

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RemitRadar, the online digital fintech and insurtech ecosystem operating in the money transfer space, has joined forces with global reinsurer, PartnerRe and worldwide insurance leader, AXA, to offer innovative insurance solutions tailored to the needs of emerging customers sending and receiving money transfers. A partnership to insure remittance senders

Building upon AXA's emerging customer expertise and RemitRadar's AI backed proprietary platform, the fully digital offerings will be rolled out in the coming months, starting with remittance flows stemming from the European Union and the Gulf countries.

The partnership will offer economic migrants from India working in the Gulf States access to a combined digital insurance and remittance package. In the event the migrant worker is unable to work due to illness or injury, the migrant's family will be protected back in India and compensated for this loss of income.

Migrant workers from emerging countries are grossly underinsured due to a lack of appropriate products available to suit their needs. Less than 10 per cent of these populations are insured. The digital insurance solution from RemitRadar, AXA and PartnerRe will be offered free of charge to remittance customers within emerging economies.

Denis Kochubey, CEO and co-founder, RemitRadar comments: "Together with AXA and PartnerRe we've created a innovative product that is free for the end consumers and adapted to the needs and the realities of economic migrants. This is the first solution to offer migrant workers and their families longer term financial stability as it will allow them to secure their income for the next year in the event of illness or injury leading to loss of earnings," continues Kochubey.

The collaboration between RemitRadar, AXA and PartnerRe offers a number of benefits. It will enable the companies to leverage their respective strengths and expertise within insurance, money transfer and digital finance as well as the opportunity to maximise RemitRadar's online and social channels to engage new customers, and its AI deep learning capabilities.

The technology provides a more nuanced analysis of customer needs and behaviours to more effectively reach emerging consumers most in need of long term insurance solutions and financial stability. Emerging consumers are a mutual focus for both AXA and RemitRadar.

RemitRadar has committed to insuring 50 million remittance customers within emerging markets globally by 2020. The policy will also cover up to four dependents - the customer's spouse and up to three children.

Denis Kochubey, CEO and co-founder, RemitRadar continued: “Our ambition is to build a next generation digital insurance platform and to insure 50 million customers and their families by 2020. We are on the start of this journey and our partnerships with AXA, PartnerRe and other industry leading companies are key to us achieving this goal.”

<https://www.finextra.com/pressarticle/71107/axa-and-partnerre-join-remitradar>



# PAYMENTS

## German savings banks to roll out mobile payment service

### Payments

10/6/17

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Germany's savings banks are planning a mass-market roll out of contactless mobile payments technology in 2018.

Using technology developed by S-Payment, a subsidiary of the Deutscher Sparkassen Verlag (DSV) group, the product is currently undergoing pilot trials with ten Mastercard issuing savings banks.

In the nation-wide commercial phase, girocard mobile, Germany's most-used payment card and other schemes will be supported.

The banks are working with G+D Mobile Security to provide on-air provisioning and connections to the Mastercard tokenisation services MDES (Mastercard Digital Enablement Service) for securing transactions.

[https://www.finextra.com/newsarticle/31161/german-savings-banks-to-roll-out-mobile-payment-service?utm\\_medium=dailynewsletter&utm\\_source=2017-10-9](https://www.finextra.com/newsarticle/31161/german-savings-banks-to-roll-out-mobile-payment-service?utm_medium=dailynewsletter&utm_source=2017-10-9)

## Earthport appointed by SECB to provide cross-border payments

### Payments

10/9/17

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Earthport (AIM: EPO), the leading payment network for cross-border transactions, is pleased to announce that it has been appointed by SECB (Swiss Euro Clearing Bank), a major euro payment clearing hub for Swiss banks, to provide SWIFT payment processing services.

Headquartered in Frankfurt, Germany, SECB processes euro transactions for banks and other businesses domiciled in Switzerland. The new contract with Earthport will enable SECB to enhance its cross-border payment capabilities, further increase payment processing efficiency and add greater value to its customers.

SECB becomes Earthport's first client in Germany, which marks an important milestone in the growth of the Company in Europe.

Roland Böff, CEO, SECB Swiss Euro Clearing Bank GmbH, said: "SECB has always been highly committed to providing its clients with secure and efficient payment services in euros on a global basis. The arrangement with Earthport will help us to further strengthen our service offering for our customers."

Hank Uberoi, CEO, Earthport, commented: "We are delighted that SECB has selected Earthport to support its cross-border payment business. We are committed to developing our presence in Germany, Europe's largest economy, and to bringing the efficiency, security and transparency of the Earthport payment network to businesses in the region. We look forward to partnering with SECB to provide improved payment capabilities to its clients."

[https://www.finextra.com/pressarticle/71039/earthport-appointed-by-secb-swiss-euro-clearing-bank-to-provide-cross-border-payments?utm\\_medium=dailynewsletter&utm\\_source=2017-10-10&member=93489](https://www.finextra.com/pressarticle/71039/earthport-appointed-by-secb-swiss-euro-clearing-bank-to-provide-cross-border-payments?utm_medium=dailynewsletter&utm_source=2017-10-10&member=93489)

## Payscape announces payment integration with VerticalRent

### Payments

10/9/17

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Leading financial technology company, Payscape, announced today that they have formed a strategic merchant processing and payment integration partnership with VerticalRent.

VerticalRent currently offers businesses tenant screening and rental property management through their software. With this integration, Payscape's payment gateway will allow landlords and other property owners the ability to streamline collections from their tenants. In addition, Payscape can now underwrite merchant accounts to both low- and high-risk businesses.

"We are excited to become the official payments partner to VerticalRent. Through this partnership, we will be able to help their clients get paid in a timely manner, increase cash flow, and therefore improve overall customer satisfaction," said Adam Bloomston, Co-CEO and CFO of Payscape. A seamless payment processing experience, powered by Payscape, is now available to all VerticalRent customers.

"Giving our landlords the convenience of collecting rent online by either ACH/eCheck or Credit Card through our seamless integration with PayScape helps round out the end-to-end experience for our customers. Eliminating the tedious task of paper rent collection is what our landlords and property managers want," adds Matt Angerer, CEO and Co-Founder of VerticalRent.

<http://www.prweb.com/releases/2017/10/prweb14779971.htm>

## GlobalOnePay launches ACH payment processing solution

### Payments

10/10/17

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GlobalOnePay, a division of Pivotal Payments offering global omni-channel payment processing technologies and merchant services, today announces the launch of its ACH (Automated Clearing House) payment processing solution. The update adds flexibility and convenience for eCommerce and card not present merchants, delivering the ability to accept eCheck (electronic check) payments.

GlobalOnePay is incorporating ACH into its already robust line of online payment processing tools in order to meet the growing demand for this form of payment. According to NACHA — The Electronic Payments Association®, ACH network volume accounted for over 25 billion payments and \$43 trillion in transfers in 2016.

GlobalOnePay's ACH processing is built into its payment gateway and seamlessly integrates with every major shopping cart for simple, secure eCheck acceptance. An eCheck plays a similar role as its paper counterpart; however funds are withdrawn digitally from a buyer's checking account and transferred over the ACH Network. Once funds clear, they are deposited into the merchant's bank account.

Although credit card usage is steadily rising, nearly one third of all Americans still do not own one. EChecks provide business owners the flexibility of receiving electronic payments, regardless of whether or not their clients own a credit card. And unlike paper checks, electronic checking allows merchants to save time and money by foregoing trips to the bank and through faster clearing of payments. Another benefit of transferring funds through the ACH network is for large volume purchases; eChecks can bypass limits imposed by card brands for credit card transactions.

"Adding ACH processing to our suite of products offers businesses greater control over how they accept payments," said John Hughes, general manager of GlobalOnePay. "Tapping into the ACH network creates a valuable alternative for many merchants who need eCheck processing, along with taking credit cards."

"Our customers expect speed and convenience, which is why we've integrated ACH into our platform as a secondary credit card option," said Tedd Huff, GlobalOnePay's VP of Product. "Our goal is to make accepting online payments simple, secure and dependable, without requiring third party gateways or plugins."

<https://globenewswire.com/news-release/2017/10/10/1143619/0/en/GlobalOnePay-launches-ACH-payment-processing-solution.html>

## Elavon and Poynt bring first smart payment terminal to Canada

### Payments

10/10/17

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Elavon, a global payments company and wholly-owned subsidiary of U.S. Bancorp (NYSE: USB) and California-based Poynt are bringing the Poynt Smart Terminal to businesses across Canada. Poynt is a wireless, dual touchscreen, smart terminal that allows businesses to accept payments anywhere.

“Poynt makes the payment experience easy and engaging for customers, which is not something they’ve experienced with traditional payment terminals,” said Mia Huntington, general manager, Canada for Elavon. “It builds trust and loyalty for businesses while protecting their payment data. It is also scalable, so it can flex and grow with the business.”

The technology is ideal for a variety of business types, including retail, lodging, restaurants and health and wellness. Merchant conveniences like real-time reporting, apps, and a built-in scanner and printer coupled with customer-favorite features like a second screen with private tipping options set the Poynt terminal apart.

Poynt was started in 2013 by Google Wallet founder and former PayPal executive Osama Bedier. “We are proud to expand into Canada with Elavon; we are thrilled to be the first to offer businesses the ability to create the most modern payment experience for their customers thanks to sleek features and ultimate payment flexibility,” said Mr. Osama Bedier, CEO of Poynt.

<http://www.businesswire.com/news/home/20171010006318/en/Elavon-Poynt-Bring-Smart-Payment-Terminal-Canada>

## ACI delivers industry's first and only solution able to address all real-time payment needs

### Payments

10/10/17

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ACI Worldwide, a leading global provider of real-time electronic payment and banking solutions, today launched the UP Real-Time Payments Solution—the only global solution that allows financial institutions to address their Real Time Gross Settlement (RTGS), SWIFT messaging and real-time payments needs with a single, universal offering.

New requirements for payments processing have never been more prolific. Real-time payments, changes to processing of RTGS payments, SEPA Credit Transfers and Direct Debits, Open APIs and Blockchain are all prioritized for investment—but banks are increasingly challenged by the complexity and cost of addressing them all.

The UP Real-Time Payments Solution gives banks complete control, choice and flexibility in how they route their real-time payments. As a single, universal offering, the UP Real-Time Payments solution removes the complexity banks face in managing separate systems to support the wide range of low and high-value payment options that their customers need. It also empowers banks to optimize their transaction costs and orchestrates any payment type, channel, currency or network in a single or multibank setup with 24X7 worldwide support.

The UP Real Time Payments solution combines the power of the ACI Money Transfer System and the innovation and real-time processing of UP Immediate Payments—providing connectivity to immediate payments schemes and RTGS globally. Banks can implement the features required to enable these latest initiatives, from basic connectivity to a new scheme—such as those supporting SEPA Instant Payments, The Clearing House or Zelle—to full-service processing that includes validation, verification, fraud and compliance, authorization, liquidity and exception handling.

“Banks are facing acute pressure to provide customers with a real-time experience,” said WA Proctor, vice president, ACI Worldwide. “Competition from start-up companies offering real-time payments—combined with a rising number of domestic and global payment gateway connections—has led to a convergence of the retail and transaction banking world. The UP Real-Time Payments Solution grows with a bank’s evolving needs, to help its customers to take advantage of global transaction growth opportunities that real-time payments enable.”

By harnessing ACI’s proven mission critical payment engine Money Transfer System, handling \$14 trillion in daily transactions and the innovative UP Immediate Payment solution, banks now have choices. They can choose the optimal path for real-time transactions, deploy in the cloud or in an on-premise model—and with support for Red Hat Enterprise Linux/x86, UP Real-Time Payments Solution provides organizations with a lower total cost of ownership. The solution allows banks to quickly launch new real-time payment schemes services, with flexible, scalable

options via open APIs and provides full SWIFT functionality, including GPI and direct connectivity to SWIFTNet.

ACI will feature its UP Real-Time Payments Solution at the SWIFT Sibos Conference (Booth K5), October 16-19 in Toronto and at AFP (Booth 521), October 15-18 in San Diego.

<https://globenewswire.com/news-release/2017/10/10/1143687/0/en/ACI-Delivers-Industry-s-First-and-Only-Solution-Able-to-Address-All-Real-Time-Payment-Needs.html>

## Bluefin Payment Systems and ITC Systems partner for PCI-Validated P2P Encryption

### Payments

10/10/17

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Bluefin Payment Systems, the leading provider of PCI-validated Point-to-Point Encryption (P2PE) solutions for education, healthcare and enterprises, today announced a partnership with ITC Systems to provide Bluefin's PCI-validated P2PE solution to companies and organizations using ITC's cash card management systems.

ITC Systems designs, develops and implements state-of-the-art cashless transactions systems for university campuses, academic and public libraries, government departments, food service environments and other closed institutional settings. Since its founding in 1989, ITC has manufactured over 60,000 cashless terminals and sold in excess of 25,000,000 cards with over 1 billion transactions, making the company a leader in the cashless transaction industry.

Through the partnership with Bluefin, ITC Systems will provide companies and organizations utilizing their systems with Bluefin's PCI-validated P2PE solution directly through their platform, enhancing payment security and reducing PCI scope with no change to the payment transaction flow. Bluefin enables PCI-validated P2PE on partner platforms with their Decryptx Decryption as a Service (DaaS) product, which allows gateways, applications, and processors to directly connect to Bluefin for the P2PE service.

"ITC Systems is a world leader in integrated transaction control systems and counts some of the largest universities and public administration groups as their clients," said Greg Cornwell, SVP of Security Solutions for Bluefin. "More and more people, especially in a college setting, for example, are paying for goods and services through kiosks or unattended devices, making these payment terminals a ripe target for hacking."

Bluefin's PCI-validated P2PE solution secures credit and debit card transactions by encrypting all data within a PCI-approved point of entry device, preventing clear-text cardholder data from being available in the device or the merchant's system where it could be exposed to malware. Data decryption is only done offsite in a Bluefin hardware security module (HSM).

"In today's world of increasing credit and debit card fraud, it is vitally important, especially in self-serve payment locations, to have EMV standards incorporated along with point to point encryption for transaction security," stated Cam Richardson, CEO of ITC Systems. "In Bluefin we found both capabilities, and together we worked on developing the solution to work on our Loaders that form a keystone for students needing to add value to their accounts in a self-serve environment."

Richardson also stated that "Most Universities and Colleges that have the need for students to add funds using debit and credit cards are now able to implement this offering made possible through Bluefin and ITC Systems to ensure fraud-free, secure transaction processing."

Benefits of a PCI-validated P2PE solution for merchants and enterprises include reduced PCI compliance and scope, saving time and money on annual audits, and the assurance that the technology has been vetted and approved by the PCI Security Standards Council (SSC).

<http://www.prweb.com/releases/2017/10/prweb14787085.htm>

## SafeCharge signs Goldmoney to expand online and mobile deposit options

### Payments

10/11/17

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Online payment processor SafeCharge has signed a deal to serve as the preferred payment partner of Canadian fintech company Goldmoney, adding 16 payment options to facilitate access of its pool of mobile users to vaulted gold, silver, platinum and palladium.

Goldmoney, which operates a global, 100%-reserved gold-based financial network, will use SafeCharge's customised deposits system 'Payments Engine' for its online offering, including a range of alternative payment methods, multiple currencies and languages, and fraud prevention services.

The list of payment options includes WeChat Pay, Alipay, SEPA, UnionPay, which are digital services that dominate consumer spending in China. This presents an untapped opportunity to open the vast Chinese consumer market as Alipay, which is managed by Alibaba affiliate firm Ant Financial, counts over 500 million users, while WeChat Pay, the digital payment feature within China's top chat app WeChat, claims more than 600 million users.

Commenting on the deal, Goldmoney COO Paul Mennega said: "We continue to build upon our unrivaled savings and payments platform, and add payment methods and functionality to accommodate clients in every corner of the globe. We're pleased to continue to work with SafeCharge, a leading agile and innovative payments service partner, to further expand our global reach and cross-border payment solutions. By integrating Alipay and WeChat Pay, we've made it easier for hundreds of millions of mobile-first consumers and businesses to deposit into a Goldmoney Holding. We will soon launch our Apple Pay integration, further reducing friction between the platform and global money and payments systems."

SafeCharge COO Yuval Ziv added: "Offering an optimal payment method mix is crucial when it comes to achieving success in e-commerce. By integrating key payment methods such as Apple Pay, WeChat Pay and Alipay, companies such as Goldmoney expand their payments portfolio to better serve tech savvy mobile customers."

<https://www.financemagnates.com/fintech/news/safecharge-signs-goldmoney-expand-online-mobile-deposit-options/>

## Payment Alliance International launches mobile ATM servicing app

### Payments

10/11/17

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Payment Alliance International (PAI), the nation's largest, privately-held ATM provider, today announced the release of its much anticipated PAI Mobile app. Providing anytime, anywhere capabilities from smartphones and tablets, the new mobile app puts more power in the hands of ATM owners and independent ATM deployers (IADs) than ever before. PAI Mobile streamlines equipment servicing and support, provides customizable ATM push notifications for immediate alerts, geo-fencing of ATM routes, on-site photo uploads to PAI's fleet management portal, and much more. The PAI Mobile app is now available for download from the App Store or Google Play.

"PAI Mobile is another important way in which we're advancing ATM technology and servicing," said John J. Leehy III, PAI president and CEO. "ATM owners and IADs will especially appreciate the new capabilities they'll have access to from wherever they are during their day, so they can better serve customers, manage their businesses and create operational efficiencies," added Leehy.

An indispensable tool for ATM owners and IADs, PAI Mobile provides real-time ATM operating statuses and alerts, plus comprehensive reporting and cash management capabilities. Administrative functions like user permissions, installing or decommissioning ATMs, adding or removing value-added products and services, software and hardware versioning information including EMV upgrade data and more is also available.

New mobile app functionality using PAI Mobile makes ATM servicing easier and more convenient:

- Photos, processing agreements and pertinent site documentation can be uploaded by equipment installers immediately while installing ATMs, so machines are fully operational before departing the location, shortening time to revenue and reducing additional activation issue service calls
- Real-time push notifications alert technicians to new issues that crop up so ATMs can be serviced quickly, reducing equipment downtime
- GPS capabilities help technicians manage servicing routes more efficiently, reducing drive time while enabling more service calls to be performed daily
- Access to up-to-the-minute status information during ATM servicing eliminates callback trips for additional cash loading, supplies replenishment, journal pulls and other servicing needs forecasted to occur in just a few hours or days

<http://paymentsjournal.com/payment-alliance-international-launches-mobile-atm-servicing-app/>

## Marqeta simplifies real world applications for tokenized cards and digital payments

### Payments

10/12/17

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The move from plastic to pixels may be a slow one. Changing consumer behavior is no easy feat, as we've seen with slow user adoption of Apple Pay at the register. Might technology close the gap between making a new payments method available and spurring people to use it?

In an interview with PYMNTS' Karen Webster, Dave Matter, chief product officer at Marqeta, delved into the ways that the company is seeking to bring a mobile-first mentality to payments cards. As has been previously reported, the company said that developers would be able to use its network tokenization technology to make it easier to pay with Apple Pay.

Previously, users had to enter card details via cameras on their devices or were forced to manually enter card info. The embrace of instant issuance technology means that cards can be issued directly into a digital wallet, minimizing the steps needed to get the card into Apple Pay.

"We've expanded on the experience that people have with tokenization," Dave Matter told PYMNTS. "Now, virtual cards can be immediately issued within an app. And those payment cards can be added to a digital wallet in real time."

Matter said that developers are bringing the "concept of purchase financing at the point of sale" (POS) onto Marqeta's platform. In this event, consumers would go to a store to buy a new TV, decide they want a loan to pay for it and fill out a simple loan application on their phones. As soon as the loan is approved, they can instantly get a virtual card in their digital wallet.

"So, by the time they get to the counter," said Matter, "they simply tap and pay just like any other transaction" across existing technology already in place, from POS to apps to mobile devices.

This stands in stark juxtaposition to the clipboard and pen and arduous paper-based process in place with a traditional application to get a card and then subsequently buy the items. Not to mention, many consumers these days aren't interested in traditional credit products.

For the big box merchants, financing solutions have traditionally been embedded deep in the terminal, which mandates a lot of integration, where complexity reigns and errors are common.

Today, with geolocation, a lender knows that you are headed into Best Buy, for example, and they can prompt you with a message or an offer such as, "If you are thinking about making a big purchase, consider using our application."

When Karen Webster asked about physical interaction between users, devices and terminals, Matter said that Marqeta's aim is to reduce those touch points.

“Marqeta has a vision for a future of frictionless payments — the fewer steps a consumer or business has to take to make a payment, the better,” he said. “With tokenized cards instantly issued into digital wallets, we’ve simplified the process of making a payment. Marqeta supports tokenization and in-app provisioning for Apple Pay and Android Pay.”

From a merchant perspective, Marqeta is simplifying the path to sale — removing hurdles to completing a sale.”

Tokenization and instant issuance also have value beyond point-of-sale financing.

“Marqeta operates deeply in the on-demand delivery space,” said Matter, “and instant issuance may prove a boon to workers. When people sign up to be a courier with an on-demand delivery company like Instacart, for example, they fill out an application and then go through training to learn what to do and how to pay for the groceries or other items they’ll be delivering.

“The time between registering to be a courier on the app and then to hit the ground running can be reduced as soon as the courier is approved within the onboarding app — at that point, they’ll be able to start performing deliveries ... immediately,” said Matter.

For example, an on-demand delivery company could issue a virtual card, push it to a digital wallet like Apple Pay and then train an individual by sending them to do a first order and pickup, via digital wallet transaction at Whole Foods. In this case, tokenization and instant issuance to digital wallets facilitates the onboarding process and simplifies payment to merchants. Matter said

“We also see instant issuance to digital wallets improving payouts to workers,” Matter said. “It’s a full circle of added value.”

By pushing digital payments to workers via tokenized cards and digital wallets, workers can be paid “more incrementally” as they perform tasks, via Marqeta’s DISBURSE solution. This faster, simpler payment method could lead to greater worker satisfaction and loyalty.

No payments conversation is complete without a discussion about fraud, and so Matter noted that the Marqeta Platform has powerful dynamic spend controls and even allows companies to decision transactions based on their own fraud rules and algorithms with Marqeta’s Just-in-Time “JIT” Funding feature. JIT Funding allows firms “to play a role in deciding whether or not to authorize a transaction — in fact, cards don’t even have any funds on them until the transaction is approved. Once the transaction is approved, funds are loaded ‘just in time.’” This can reduce fraud and errant spending, due to additional layers of authentication.

Looking out at the short-term road map for the company, Marqeta recently released Marqeta.js, which he noted is “the world’s first JavaScript library” for PCI-compliant virtual card presentment within web and mobile apps. Virtual cards need to be provisioned, he said, and all sensitive PCI data is still hosted securely.

“Marqeta is drastically reducing overhead tied to that data and making it easier for developers to integrate with virtual card technologies,” Matter said.

<https://www.pymnts.com/digital-payments/2017/marqetas-digital-payment-tokenization-solution/>

## Finastra delivers next-generation payments technology on Microsoft Azure

### Payments

10/12/17

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Finastra is bringing its next-generation payments solutions to the cloud via Microsoft Azure, Microsoft's enterprise-ready trusted cloud platform. The move enables Finastra to deploy value-added services to clients more efficiently. Banks will benefit from streamlined onboarding, as well as faster access to new products and upgrades.

This alliance is an extension of Finastra's cloud-based lending oversight solution that was previously launched on Azure in the US and Canadian markets in 2016. Since then, Finastra has broadened its relationship with Microsoft and is migrating its payments capabilities to Azure.

"This collaboration allows us to change how we deliver software to our customers and partners in a fundamental way," said Nadeem Syed, CEO, Finastra. "It will enable us to bring new products to market faster and more frequently, with stability and with the highest levels of data security for which Microsoft is known. It also allows us to take a significant step forward in the creation of a platform for innovation and collaboration in financial services."

The strategic move to work with Microsoft Azure enables Finastra to optimize existing business processes and functions, while expediting development with stability and sophistication. In today's ever changing business landscape, banks are seeking innovative solutions that evolve with their needs while also fulfilling the ability to scale at a lower overall cost. The migration of payments solutions to Azure will accelerate Finastra's ability to easily and effectively deploy value-added services onto its platforms and continue to meet customer demands.

Commenting on the development, Gareth Lodge, Senior Analyst at Celent, said, "Generally in the market both payment hubs and cloud have come of age – and this announcement will mean even greater benefits, with the two coming together here. Modern technology, running on modern architecture, gives not only means for greater performance at much lower running costs, but also the potential for new business models altogether, for all involved."

Janet Lewis, Vice President of Worldwide Financial Services at Microsoft, said, "It is inspiring to work with leaders like Finastra who are helping to benefit our mutual customers in the financial services industry. By using the Microsoft Azure cloud platform, Finastra will optimize its payments solutions and ultimately better serve its customers – all while ensuring its specific security, privacy and compliance needs are met."

<https://paymentweek.com/2017-10-12-finastra-delivers-next-generation-payments-technology-microsoft-azure/>

## TSYS' ProPay sets up shop in Australia

### Payments

10/13/17

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TSYS' merchant services company ProPay is expanding into new territory.

The company announced in a press release this week that ProPay has launched in Australia, bringing small- and medium-sized businesses (SMBs) there to its merchant acquiring payment network and enabling them to efficiently accept card payments. The solution is built for direct-selling companies, micro merchants, distributors and payment facilitators.

"We're thrilled to expand the ProPay footprint internationally," said ProPay President Dave Duncan in a statement. "ProPay understands the needs of small businesses, so we're excited to bring our payment capabilities abroad and support Australian merchants in the same manner we've supported U.S. and Canadian merchants for more than two decades."

According to ProPay's announcement, its payment platform will link Australian SMBs to an array of services, including its virtual terminal for merchants to process credit cards wherever they have internet access, as well as a mobile app to process payments and view transactions on a mobile device. The solution also enables email and text invoices for customers with a secure link through which they can submit payments to the network, the ability to securely store card information, add Buy Now and Donate Now to webpages and emails and card processing via touch-tone telephone.

Last month, TSYS announced news that ProPay was enhancing its disbursement and commission payment capabilities to support these transactions across borders and channels. The upgrades enable real-time and expedited commissions transfers and support payment recipients to choose between global EFT, wire, debit or prepaid card. In a statement at the time, ProPay's Duncan said the enhancements provide "broader paying power" for companies using ProPay.

<https://www.pymnts.com/news/payment-methods/2017/tsys-propay-launches-australia-smb-services/>



**SECURITIES**

## IHS Markit and MSCI tackle liquidity risk management

### Securities

9/27/17

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IHS Markit (Nasdaq: INFO), a world leader in critical information, analytics and solutions, today announced an alliance with MSCI (NYSE: MSCI) to help asset managers implement liquidity risk management programs and comply with SEC Rule 22e-4.

Available next month, the multi-asset class solution integrates fixed income market and liquidity data from IHS Markit with MSCI LiquidityMetrics analytics.

Slated to take effect in 2018, SEC Rule 22e-4 requires mutual funds and exchange-traded funds (ETFs) to classify their portfolios as highly liquid, moderately liquid, less liquid or illiquid.

Only 15 percent of a fund's assets will be permitted to be classified as illiquid – a potential challenge in fixed income markets where only a small minority of securities trade regularly.

“Fund managers face major hurdles in obtaining the data they need to comply with the SEC's liquidity rule. This challenge is most acute in fixed income where assessing liquidity is not dependent on trade data alone,” said Kiet Tran, managing director and head of Pricing and Reference Data at IHS Markit. “IHS Markit has unparalleled access to fixed income market data and we are pleased to collaborate with MSCI on a robust solution for liquidity management.”

In line with SEC requirements, the service will classify the liquidity of each asset in a portfolio and calculate other complex liquidity indicators, such as cost to liquidate, liquidation amount and time-to-liquidation while factoring in market impact, market depth and market activity.

The service covers equities and all fixed income instruments, including government, supranational, agency, corporate sovereign and municipal bonds, securitized products, syndicated loans and credit default swaps.

“High-quality data and reliable analytics are necessary ingredients in establishing an effective liquidity risk management program,” said Giulio Panzano, global head of Analytics product management at MSCI. “In integrating IHS Markit data we are able to offer our clients a scalable solution designed to help them manage liquidity risk and meet regulatory requirements in a cost-efficient manner.”

Since 2010, IHS Markit has provided daily liquidity scoring and liquidity metrics on more than two million fixed income securities. The new service will draw upon these and new liquidity measures produced by IHS Markit.

“We've been providing liquidity assessment tools to asset managers for nearly 10 years,” Tran said. “Sophisticated funds understand that liquidity risk is something they need to manage

alongside market risk and credit risk and that the SEC rules codify several aspects of what's already a best practice for many firms.”

<https://www.finextra.com/pressarticle/70885/ihs-markit-and-msci-tackle-liquidity-risk-management>

## BNP Paribas applies AI to alleviate trade matching delays

### Securities

10/9/17

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BNP Paribas Securities Services is implementing Smart Chaser, a trade matching tool that uses artificial intelligence to warn brokers and their clients of live trades that may require manual intervention to complete.

The French bank estimates that up to 30% of the trades processed on behalf of asset managers fail the straight-through processing test due to counterparties holding mismatching data for the same trade.

With Smart Chaser, the bank aims to be able to predict the likelihood of a delayed trade matching, ascertain the contributors to the delay and suggest a pre-designed email template to be sent by the middle office operational team to relevant clients.

Thomas Durif, global head of middle office products at BNP Paribas Securities Services, says: “Using predictive analysis, Smart Chaser will analyse historical data to identify patterns in trades that have required manual intervention in the past and proactively warn clients and their brokers on their live trading activity so they can take action promptly. We are already making good progress, having reached around 98% prediction accuracy. “

[https://www.finextra.com/newsarticle/31168/bnp-paribas-applies-ai-to-alleviate-trade-matching-delays?utm\\_medium=dailynewsletter&utm\\_source=2017-10-10&member=93489](https://www.finextra.com/newsarticle/31168/bnp-paribas-applies-ai-to-alleviate-trade-matching-delays?utm_medium=dailynewsletter&utm_source=2017-10-10&member=93489)

## Charles Schwab has new option trading platforms

### Securities

10/10/17

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Charles Schwab Corp. (SCHW) is taking its options trading service mobile, launching new web and mobile trading platforms under its OptionsXpress unit, which it acquired in 2011 for \$1 billion.

In a statement, the San Francisco discount brokerage firm said the StreetSmart Central and StreetSmart Mobile trading platforms enable customers to trade equities, options, futures and futures options from their PC or mobile device. Users can also access Schwab's education, research and advice. What's more, the company announced it has completed its integration of OptionsXpress, with all of the trading accounts migrated to Schwab.

"The innovation that was a hallmark of OptionsXpress continued throughout the integration process with the introduction of unique features like the Idea Hub idea generation tool and the popular Walk Limit order type," said Barry Metzger, senior vice president of trading services at Charles Schwab in the statement. "The result is a powerful new suite of trading platforms that captures the best of what the combined companies have to offer."

When Schwab acquired OptionsXpress back in March 2011, it paid a 17% premium to get into a lucrative side of the trading market. At the time, David Fisher, the CEO of OptionsXpress, who joined the discount broker, said the deal was focused on growing the business and not cost cutting. The unit remains in Chicago today and is at the center of that operation. It's an attractive business, one that has garnered good reviews for Charles Schwab, given that options customers tend to have larger assets and trade more actively than the average customer.

OptionsXpress has also been cited as one of the reasons the discount broker could make an attractive takeover target if consolidation ensues in the market. Seeking Alpha recently speculated that Schwab could become an attractive takeover target for a big financial firm that is betting the financial markets will be huge during the next 10 years. Rival E\*Trade has also been on a buying spree in recent years, spending \$725 million last July for OptionsHouse.

The two options trading platforms aren't the only news Charles Schwab has been making in recent days. Late last week Schwab announced a new ETF, the Schwab 1000 Index ETF, which is cheaper than its rivals. By the company's account, the expense ratio on the new ETF is one-half to one-third lower than other ETFs that track the biggest 1,000 U.S. stocks.

<http://www.investopedia.com/news/charles-schwab-has-new-option-trading-platforms/>



# **SPECIALTY FINANCE / ALTERNATE LENDING**

## Fintech lender launches API, partners with digital bank

Specialty Finance / Alternate Lending

10/10/17

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Iwoca partners with Tide as its API goes live, allowing third parties to offer loans to small businesses.

Speaking at the second day of LendIt Europe this morning, Iwoca CEO Christoph Rieche (pictured) announced the formal launch of the firm's partnership API, which has been in testing with a number of partners throughout the course of this year.

The API allows third parties to offer what Rieche describes as “seamless” access to credit, powered by Iwoca’s technology platform and underwriting process. Iwoca’s platform, which specialises in credit facilities, is able to advance credit to businesses within 10 minutes.

In tandem to turning the API live, Iwoca has announced SME-facing digital banking service Tide as the first of its partners. Tide is a fellow disruptor whose CEO George Bevis told the LendIt audience that his company is already capturing 7 per cent of all new business current account launches in the UK today. The company raised \$14m in a series A in July.

The integration between these companies will for the first time offer a credit solution to Tide customers. Iwoca will make use of the data held by Tide on its customers to further speed up credit decisions. Repayments on these loans will be deducted automatically from borrower’s Tide accounts.

In this morning’s presentation, Rieche played a slyly-filmed video of a small business owner’s attempts to inquire about getting a loan in-store with some of the UK’s biggest banks. He estimated that, on average, these banks take 2-8 weeks to reach a decision on loans. He also asserted that fintech-bank partnerships, such as the licensing deal between JPMorgan Chase and OnDeck, are not currently working “at scale”. Traditional banks are among Iwoca’s target partners for its new API.

The Tide partnership is part of a broader trend of fintech banks partnering with online lenders to offer credit to their customers. Another example is Revolut’s deal with P2P lender Lending Works. Revolut CEO Nikolay Storonsky said today that his firm is now processing 100-200 credit applications a day.

[http://www.altfi.com/article/3600\\_fintech\\_lender\\_launches\\_api\\_partners\\_with\\_digital\\_bank](http://www.altfi.com/article/3600_fintech_lender_launches_api_partners_with_digital_bank)

## LoanBook announces first in-product partnership with Sage in Spain

Specialty Finance / Alternate Lending

10/10/17

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LoanBook, Spain's largest marketplace lender to SMEs, announces a new partnership with Sage, the market-leader in cloud accounting, payroll and payments software, to offer Sage's Spanish customers a direct, in-product channel to alternative finance.

As part of the collaboration, Sage will offer its SME and accountancy customers access to LoanBook's working capital loans, both in-product and within Sage's wider ecosystem. Sage's customers will benefit from a dedicated loan request portal enabling LoanBook to access customer data in order to improve the quality and speed of its loan underwriting.

James Buckland, CEO of LoanBook, commented: "We are excited to go a step further in our collaboration with Sage with a direct in-product integration. This partnership is based on the shared vision and commitment of Sage and LoanBook to support the SME community in Spain in becoming more competitive through improved access to finance and to innovative technology solutions."

LoanBook is Spain's largest marketplace lender to SMEs, having lent €21 million during the last 12 months (achieving year-on-year origination growth of 198%) whilst achieving a net annual return of over 5% for its investors.

<http://www.altfi.com/wire/235>

## Black Knight launches the servicing analytics suite to help mortgage servicers in effectively managing risk

Specialty Finance / Alternate Lending

10/12/17

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The Data & Analytics division of Black Knight, Inc. today introduced the Servicing Analytics Suite, a unique new solution that leverages three powerful Black Knight analytics products to help servicers more easily identify portfolio risk and create effective loss mitigation strategies.

The solution seamlessly integrates with LoanSphere MSP, Black Knight's comprehensive mortgage and home equity loan servicing system currently used to service more than 30 million loans in the U.S.

The Servicing Analytics Suite is also available separately via batch or XML delivery.

The Servicing Analytics Suite leverages Black Knight's industry-leading data and trading-grade analytics to provide actionable loan-level metrics. The suite includes:

- **Dialer Optimizer** – Uses Black Knight's proven behavioral models to risk-rank loans based on probability and severity of potential loss, as well as borrower historical payment pattern. Dialer Optimizer delivers a loan-level score to help servicers effectively prioritize their collections efforts by identifying the highest-risk borrowers so they can be contacted early, to comply with investor-collection guidelines and reduce loss.
- **Prepayment & Default Scores** – Provides loan-level default and prepayment probabilities, as well as loss given default, based on Black Knight's proven predictive analytics, helping servicers quickly and efficiently identify risks in their portfolio. The scores can help with forecasting, loss reserving, retention and more.
- **Lien Alert** – Monitors loans and properties for key lien-related indicators and employs a push-notification approach to alert users, helping servicers identify early warning signs and proactively address at-risk loans.

Leveraging Black Knight's extensive public records database that covers 99.9 percent of U.S. households, the solution provides servicers with seven standard critical lien-related alerts: new loans recorded, property tax delinquency, foreclosure activity, ownership changes, value changes, lien status changes and ARM resets. Three additional key alerts – including bankruptcy, involuntary liens and judgments and MLS listings – are also available to add.

"The integration of Black Knight's Servicing Analytics Suite within the MSP platform is unrivaled in the market, providing a unique, powerful solution designed specifically for servicing and portfolio management," said Julian Grey, mortgage market leader, Black Knight Data & Analytics.

“The solution, which leverages our vast data assets and trading-quality analytics, delivers actionable loan-level metrics, and offers an array of benefits to help servicers effectively drive improved performance.”

<https://globenewswire.com/news-release/2017/10/12/1144987/0/en/Black-Knight-Launches-the-Servicing-Analytics-Suite-a-Powerful-and-Unique-Solution-to-Help-Mortgage-Servicers-More-Effectively-Manage-Risk.html>



# **DATA & ANALYTICS / IoT**

## IBM combining data science and AI for analytics advance

Data & Analytics / IoT

10/11/17

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IBM is looking to offer big data number crunchers and data scientists a way to add more machine learning and deep learning technology into the analytics process by combining two of the company's platforms developed specifically for artificial intelligence (AI) and scientific research.

Enterprise Cloud News (Banking Technology's sister publication) reports that two IBM executives, Dinesh Nirmal, vice-president for analytics development and site exec, and Sumit Gupta, vice-president for HPC, AI and machine learning, are publishing a blog post detailing the offering, which combines the company's Data Science Experience and PowerAI platforms.

Power AI is Big Blue's distribution platform for machine learning and AI that runs on the company's Power server systems.

The Data Science Experience is an integrated developer environment that IBM first introduced for the public cloud in 2016. Earlier this year, the company rolled out a version for private cloud distribution.

Taken together, the two integrated platforms look to bring additional layers of machine learning and deep learning into the big data analytics process. It also allows data scientists a greater ability to train AI and neural networks to automate some of the tasks associated with such expansive number-crunching, while producing faster and much more accurate results.

"Thanks to more powerful systems and graphical processing units (GPUs), we are able to train complex AI models that enable these insights," Nirmal and Gupta write in the post.

Specifically, IBM has been touting the use of GPUs as part of the machine learning and AI process for some months now. Since GPUs use hundreds or thousands of parallel cores, the chips allow these deep learning networks to develop information faster and accelerate the training of neural networks.

As part of this blog post, the IBM researchers noted that this combined platform will take advantage of Nvidia's NVLink, a high-speed interconnect between CPUs and GPUs that offers what the company promises is 2.5 faster speeds compared to PCI-Express 3.0.

The integrated platform will also let data scientists and researchers take advantage of deep learning networks such as TensorFlow, a machine learning workflow developed by Google. IBM has also signaled support for other frameworks, such as the open source Caffe.

By offering all these technologies combined together, IBM is looking to give data scientists, as well as the enterprises that employ them, greater insights into what customers may want.

Nirmal and Gupta use the example of a bank taking advantage of the technology to determine if a customer may default on a loan, or might be willing to invest money in different accounts. Another example is predicting equipment failures in the manufacturing process.

“These learning models continuously evolve and get smarter over time, and with it, become more sophisticated at identifying failures,” the two write in the blog post.

[http://www.bankingtech.com/1026212/ibm-combining-data-science-and-ai-for-analytics-advance/?utm\\_source=rss&utm\\_medium=rss&utm\\_campaign=ibm-combining-data-science-and-ai-for-analytics-advance](http://www.bankingtech.com/1026212/ibm-combining-data-science-and-ai-for-analytics-advance/?utm_source=rss&utm_medium=rss&utm_campaign=ibm-combining-data-science-and-ai-for-analytics-advance)

## Linedata Capitalstream integrates ExactBid RIMS solution to provide enhanced risk assessment for clients

Data & Analytics / IoT

10/11/17

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Linedata (Euronext Paris: LIN), publisher of global solutions dedicated to asset management, insurance and credit professionals, has signed a partnership with ExactBid, leading software publisher in the field of due diligence for real estate. The goal is to integrate ExactBid's RIMS support services with risk assessment into the Linedata Capitalstream credit acquisition and risk management platform.

This partnership is another step in improving the due diligence process for Linedata Capitalstream users. Lenders, financing assistants and insurers can now order services such as appraisals, environmental reports and property inspections from Linedata Capitalstream. The information is entered once, which improves the efficiency and accuracy of the data provided. In addition to status updates received by users, completed RIMS reports will arrive directly in Linedata Capitalstream so that all relevant information is available on a single platform.

Matt Cotter, CEO of ExactBid, said, "ExactBid is excited about this partnership with Linedata Capitalstream. Seamless integration allows our customers to simplify the ordering process within Linedata Capitalstream so they can work more efficiently and grow their business. We are counting on a long and successful relationship with the Linedata Capitalstream teams. "

Raegan Stuart, Head of North America Credits & Financing at Linedata, added: "In the complex land valuation market, ExactBid has achieved a true leadership position. The integration of our platforms will allow all our customers to better respond to the operational and regulatory challenges they face. This project also illustrates Linedata Capitalstream's continuing efforts to work with specialized partners to create added value for our clients. "

The integrated Linedata Capitalstream platform, dedicated to loan origination and leasing and risk management, automates critical processes and provides end-to-end processing. The services and decision-making tools offered by Linedata Capitalstream enable credit teams to better manage risk, ensure compliance, streamline product delivery and strengthen relationships with their customers.

<https://www.edubourse.com/finance/actualites.php?actu=100227>

**OTHERS**

## Tascet teams with Secured2 to launch Algo5 data security offering

Others

10/9/17

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Identification technology company Tascet is partnering with Secured2 to launch a new data security offering. The product, Algo5, aims to protect data against both internal and external breaches, hacks, and disasters, reports Julie Muhn at Finovate (Banking Technology's sister company).

The new data storage solution combines Tascet's SuperToken, which verifies a user's identity, with Secured2's Beyond Encryption, which protects data from the origination of a document to an endpoint of cloud, local, or hybrid storage. Algo5 offers "cost savings by shrinking, shredding, and dispersing data to numerous locations, each with its own encryption". To retrieve the data, users must be authorised and verified through SuperToken.

Daren Klum, CEO of Secured2, says: "Algo5 brings together two technologies – identification and data security at the file level – that are changing the way companies store, access, and retrieve data."

"Algo5 provides all of the crucial components necessary to secure data in today's high risk environment," adds Tascet CEO Larry Aubol. "This includes the identification of users, which ensures that access is allowed only by users who are known. This step is nonexistent in approaches that rely on authentication."

In June of this year, Tascet announced a partnership with Mobility Exchange to bring SuperToken to Mobility Exchange's clients. Tascet was founded in 2005. It is headquartered in Madison, Wisconsin and has raised just over \$13 million.

[http://www.bankingtech.com/1022092/tascet-teams-with-secured2-to-launch-algo5-data-security-offering/?utm\\_source=rss&utm\\_medium=rss&utm\\_campaign=tascet-teams-with-secured2-to-launch-algo5-data-security-offering](http://www.bankingtech.com/1022092/tascet-teams-with-secured2-to-launch-algo5-data-security-offering/?utm_source=rss&utm_medium=rss&utm_campaign=tascet-teams-with-secured2-to-launch-algo5-data-security-offering)

## Accuity partners R3 for financial crime screening on DLT

Others

10/12/17

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Compliance and KYC specialist Accuity has integrated its financial crime screening suite with R3's distributed ledger technology platform, Corda.

The move enables financial crime screening of customers and transactions on Corda, helping firms comply with regulations such as the EU Fourth Anti Money Laundering Directive and the USA Patriot Act.

Hugh Jones, CEO, Accuity, says that DLT has the potential to disrupt how financial services are offered but that for the technology to break through to the real world, enabling compliance is crucial.

Adds Jones: "We are now looking at working with our customers to pilot this solution for a number of other use cases such as KYC, payments and trade finance compliance."

[https://www.finextra.com/newsarticle/31188/accuity-partners-r3-for-financial-crime-screening-on-dlt?utm\\_medium=newsflash&utm\\_source=2017-10-12&member=93489](https://www.finextra.com/newsarticle/31188/accuity-partners-r3-for-financial-crime-screening-on-dlt?utm_medium=newsflash&utm_source=2017-10-12&member=93489)