



**Evolve**  
Capital Partners

## **Weekly News Update**

Week Ending 11/10/17

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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	 Specialty Finance / Alternate Lending
 Financial Management Solutions	 Payments	 Data & Analytics / IoT

## News Count

Sector	Number of News	% of Total
Bank Tech / Solutions	9	18%
BPO	2	4%
Financial Management Solutions	4	8%
Healthcare Tech	2	4%
Insurance	5	10%
Payments	8	16%
Securities	10	20%
Specialty Finance / Alternative Lending	7	14%
Data & Analytics / IoT	2	4%
Others	1	2%
<b>Total</b>	<b>50</b>	<b>100%</b>



# **BANK TECH / SOLUTIONS**

## Citizens digitizes SMB lending process with Foundation

### Bank Tech / Solutions

11/3/17

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Citizens Bank is enhancing its small and medium-sized business (SMB) lending offering by digitizing the loan application process, according to a press release published by the financial institution (FI) on Thursday (Nov. 2).

The bank is launching a new platform, built in collaboration with alternative online lender Foundation, allowing SMB customers of the bank to apply for a loan or line of credit and receive an approval online. Citizens said that, in “most cases,” applicants are informed of a decision the same business day and receive funds within three business days.

“We understand that our small business customers are busy running their businesses and serving customers, so there’s little time left for lengthy [loan] applications, documentation, meetings and waiting for answers,” said Citizens Bank president of business banking Jack Murphy in a statement. “With our new digital lending technology, we have simplified the process of applying to smaller credit requests and are making it possible for more businesses to access the credit they need online, with rapid decision making and funding.”

Foundation has struck other partnerships with traditional FIs, and spoken out about the value it sees in collaborating with traditional FIs, telling PYMNTS in 2015 that such partnerships are “a great conversation point in our industry.”

“We are trying to really work to build a solution that exists right on a bank’s homepage, so we can really partner to get the customer into the right product,” said Foundation CEO Sam Graziano at the time.

In another statement issued Thursday, Graziano again emphasized the effectiveness of bank-FinTech collaborations.

“We believe what Citizens Bank has created is the ideal model of how to leverage the collective strengths of a digitally minded bank with a digital solutions company like Foundation,” he said. “The results are already showing that the bank will be able to reward a broad array of small businesses with the type of borrowing experience they are coming to expect from best-in-class financial services companies.”

<https://www.pymnts.com/news/b2b-payments/2017/citizens-bank-smb-alternative-lenders/>

# CommBank, first direct embrace Face ID for iPhone X app login

## Bank Tech / Solutions

11/3/17

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Commonwealth Bank of Australia has become the country's first bank to let customers access their accounts using the new iPhone X's Face ID technology. In the UK, first direct is the earliest out of the starting blocks, switching all apps on the new phone over to facial recognition.

The feature was rolled out on Friday, when the iPhone X went on sale globally, replacing Touch ID, the fingerprint scanning authentication method used on older iPhones.

Face ID works by projecting 30,000 invisible infrared dots when the user looks at the phone, checking the pattern against a stored image in real time. Data is stored on the handset.

Apple insists that the technology cannot be tricked by photos or even masks and that it is smart enough to recognise users if they wear a hat or grow a beard. Data is stored on the handset.

The chances of a stranger unlocking a phone with Face ID are put at one in one million, compared to one in 50,000 for Touch ID.

"Our customers use secure fingerprint logins on the CommBank App about 30 million times a month," says Pete Steel, executive GM, digital, CBA.

"Extending that functionality to Face ID is part of our ongoing work to provide a better banking experience to our customers through simple, easy and secure features."

Delivering Face ID is just one part of the equation, as banks also have to redesign their mobile site to fit a new set of specs specific to the iPhone X screen. First direct says it has optimised its mobile app to give iPhone X customers a seamless user experience from the off.

Joe Gordon, head of first direct, says: "First direct is known for pioneering amazing customer-focused services, so we're excited to be able to deliver a fully optimised Banking App hot off the heels of the iPhone X release."

[https://www.finextra.com/newsarticle/31287/commbank-first-direct-embrace-face-id-for-iphone-x-app-login?utm\\_medium=dailynewsletter&utm\\_source=2017-11-6&member=93489](https://www.finextra.com/newsarticle/31287/commbank-first-direct-embrace-face-id-for-iphone-x-app-login?utm_medium=dailynewsletter&utm_source=2017-11-6&member=93489)

## N26 to launch in first half of 2018

### Bank Tech / Solutions

11/3/17

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Mobile-first European banking startup N26 has announced that it will launch in the U.K. in the first half of 2018.

The news comes less than two weeks after the Peter Thiel-backed startup also revealed plans to roll out in the U.S. next year.

Founded out of Berlin in 2013, N26 offers online-only bank accounts through mobile apps and the web. The company aims to offer speed and efficiency in the digital age, promising customers the ability to open an account within eight minutes of applying. Originally launched in Germany and Austria, N26 has been slowly expanding across the Eurozone and now claims more than 500,000 customers in 17 countries.

N26 has raised more than \$50 million in funding from notable backers such as Peter Thiel's Valar Ventures, which led its series A round in 2015 and rejoined for N26's \$40 million series B a year later. This money will go some way toward helping the company expand into its first non-euro currency markets — the U.S., and now the U.K.

"We believe the U.K. population will discover N26 as the first bank they'll love to use," noted N26 CEO and cofounder Valentin Stalf, speaking at the NOAH conference in London today. "Offering the best financial products to our customers with the best user experience is our top priority and the key to our success."

N26 is inviting U.K. customers to register through its website today for the chance to gain early access. Once approved, they'll be able to gain access to a full GBP current account and Mastercard.

Though the U.K. will be the first of N26's non-euro currency European markets, in theory the launch should be fairly straightforward, given that the U.K. is part of the same financial regulatory system as other European Union (EU) markets already supported by the fintech firm. But with the U.K. on course to exit the EU, things could become a little trickier for fledgling startups such as N26.

"Though there's still a lot of uncertainty on the outcome of the Brexit negotiations, we are aware of the possibility that it could affect the EU passporting in the long term, [which has] yet to be evaluated by regulatory bodies," an N26 spokesperson told VentureBeat. "If so, we will of course be prepared to deal with the regulatory setup then and find solutions to continue to service our U.K. customers."

In other words, despite the U.K.'s alarming trajectory in nosediving out of the EU, the country still represents a major opportunity as “one of the most advanced markets in Europe in terms of digital payment methods,” according to a statement issued by N26. “These advancements in technology have fueled strong demand for a fully fledged mobile banking experience,” it added.

It's worth noting here, however, that N26 may be a little late to the table, as a number of well-funded digital banking startups are already plying their trade in the U.K. These include Monzo, which has raised around \$46 million to date, and Starling Bank, which has raked in around \$70 million.

<https://venturebeat.com/2017/11/03/european-mobile-banking-startup-n26-to-launch-in-the-u-k-in-2018/>

## Unicredit challenger bank FinecoBank launches in UK

### Bank Tech / Solutions

11/6/17

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With over 1m customers in Italy, FinecoBank is turning its gaze towards the UK, establishing itself as a key player among local digital banking rivals.

Backed as a subsidiary of the Unicredit group, the Italian bank aims to set itself apart from others in the UK with its combination of banking and trading services.

FinecoBank's main proposition hinges on what it calls its "one stop solution": a multi-functional account with no fees attached that will manage a user's financial needs in house.

Customers receive a GBP or EUR debit card as part of their multicurrency bank account with no monthly fee, as well as free withdrawals, payments and international bank transfers.

This alone could make FinecoBank a worthy rival in the UK sector, offering multicurrency holdings on a current account with no fees and all exchanges made at the interbank rate.

However, its main selling point will attract users interested in utilising its in-app trading services, which currently trades on 26 equity markets and in more than 50 currency pairs. In 2016, FinecoBank recorded over 27m executed orders.

It's not the only digital bank coming over from Europe, after German challenger N26 announced over the weekend that it will be launching in the UK in early 2018.

FinecoBank hopes to appeal to customers' sense of security, entering the ring not as a start-up but as an established bank in Europe, and offering biometric-based access to its banking app.

Inside the app, the challenger bank offers domestic and international banking, brokerage and investing services.

Speaking to AltFi, FinecoBank said: "Our offer is something new in the UK market, and is very competitive compared to others out there.

"Since launching in 1999, Fineco's mission has been to enhance the customer experience and to simplify banking services. Our business model allows us to offer a range of financial services designed to meet our clients' banking and investment needs, which they can access from an innovative and user-friendly platform."

[http://www.altfi.com/article/3704\\_unicredit\\_challenger\\_bank\\_finecobank\\_launches\\_in\\_uk](http://www.altfi.com/article/3704_unicredit_challenger_bank_finecobank_launches_in_uk)

## Yolt announces integration with Starling Bank

### Bank Tech / Solutions

11/7/17

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The money management app backed by ING has integrated with its first mobile-only bank, adding Starling Bank to its platform alongside incumbents.

Yolt's aggregation functionality now allows users to view their Starling account details and transactions inside the Yolt app, alongside their other bank accounts.

Starling Bank marks the 29th bank, and first digital bank, to partner with Yolt using API integration.

It seems a natural partnership for the two firms at the forefront of the Open Banking, after both platforms have been making moves in the Open API space in recent months.

Starling Bank announced its latest payment integration with FitBit Pay in October and launched its third-party Marketplace earlier this year. Meanwhile, this latest connection by Yolt follows previous partnerships with energy comparison platform, Runpath, and international money exchange service Moneytis.

Until now, competitor app Bud has been leading the way in digital partnerships, listing fintech firms like Zopa and Wealthify under its API. Its most recent connection came in the form of an exclusive deal with travel rewards programme Avios last week.

It remains to be seen whether fellow digital banking rivals will now follow suit in order to keep up. Just last month, Monzo announced its vision for its own Open API marketplace, perhaps making way for a similar partnership.

Commenting on the news, Frank Jan Reisseuw, CEO of Yolt, said: "It is connections like these that contribute to a new and innovative banking landscape, built on the principles of Open Banking."

Likewise, CEO of Starling Bank, Anne Boden, said: "We are delighted to be the first challenger bank to partner with Yolt. Starling was founded to empower its users to manage their money more effectively and integrating with Yolt so they can manage their Starling current account alongside other accounts continues to fulfil this promise to our customers."

[http://www.altfi.com/article/3709\\_yolt\\_announces\\_integration\\_with\\_starling\\_bank](http://www.altfi.com/article/3709_yolt_announces_integration_with_starling_bank)

## CrowdStreet gains momentum as it delivers on vision of expanding access to commercial real estate investing

### Bank Tech / Solutions

11/7/17

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CrowdStreet, provider of the leading commercial real estate investment platform for investor acquisition and relationship management, is making its commercial real estate investment marketplace for sponsors and investors a reality. CrowdStreet, a pioneer in this space, is putting the power in the hands of consumers and providing investors with a superior way to build wealth through commercial real estate. Historically, investors have been unable to directly invest in commercial real estate offerings and have paid exorbitant fees to access market offerings. At the same time, the developer and operator community, known as sponsors, have had to rely on spreadsheets and manual processes to manage their investor base, which has hampered their ability to scale and grow. With offerings for both investors and sponsors, CrowdStreet has created efficiencies that break down these barriers for commercial real estate investing, significantly reducing fees and lowering the time it takes to close transactions.

With its innovative integrated online investor marketplace and software as a service (SaaS)-based investment lifecycle management solution, CrowdStreet has increased investment dollars managed on its platform by 4x, reaching \$4.2 billion in 2017, and doubled the number of investors year-over-year to more than 61,000. These results signify a major shift in confidence in online commercial real estate investing as this infographic illustrates.

"Individuals have become accustomed to leveraging the internet to make investments and track their progress. But there wasn't a comparable platform for those interested in investing directly in commercial real estate," said CrowdStreet CEO Tore Steen. "Technology and automation is making it possible for the commercial real estate market to now join other financial sectors. CrowdStreet's platform is playing a key role in this transformation, enabling companies to attract a wider base of potential investors, lower the hurdles to investing for investors, and drive greater efficiency in the commercial real estate funding lifecycle."

During the past year, CrowdStreet has launched new products and features that have helped propel usage of its platform, increased opportunities for firms to expand their universe of potential investors and generated significant returns, while improving the user experience for investors:

- New management console: A complete user interface revamp providing a premium user experience.
- Expanded CRM functionality: New features and a modern user experience that provide more tools for relationship management and investor engagement, enabling firms to better manage the investment lifecycle.
- Enhanced marketing solutions: Powerful and modernized email tools, such as HTML emails, secured attachments and delivery statistics, which enable sponsors to better engage with investors.

- Expanded and streamlined the capabilities of CrowdStreet's automated offer submission process: Multi-signer DocuSign support and online ACH payment processing speed up the time to close.
- Added product features for financial advisors: Digitizing document distribution improves investor engagement and saves firms time and money.

In 2017, CrowdStreet's technology platform has seen more than \$745 million distributed back to investors, a 3x increase from \$245 million last year. The marketplace investment run rate also grew by over 3x reaching \$250 million of equity raised this year, compared to \$76 million in 2016. Laws Enable Innovative Companies Like KBS to Go Digital

New laws enabling commercial real estate companies to use the internet to market directly to investors have dropped barriers to entry, resulting in significantly reduced fees for direct-to-investor models. An internet-based platform, like CrowdStreet's, offers companies an efficient way to extend their reach and draw in new investors at lower minimums and lower costs, while providing access for more people to invest in commercial real estate projects. This new model removes the middleman, which reduces costs and provides an unprecedented degree of deal transparency.

A recent case in point is KBS, one of the largest and most respected commercial real estate companies in the United States, which recently announced its direct-to-investor online platform - KBSDirect.com -- for accredited investors and advisors, powered by CrowdStreet's software platform. KBS is applying CrowdStreet's technology with KBS's 25-year history and \$34 billion-plus track-record of acquiring and managing institutional real estate assets to offer the \$500 million KBS Growth & Income REIT directly to investors and their advisors. KBS Growth & Income REIT already owns nearly \$150 million in commercial office properties in Portland, Ore.; Irvine, Calif.; and Houston, Texas; and has more acquisitions pending.

"We are very pleased to have worked with CrowdStreet on KBSDirect.com in making KBS Growth & Income REIT available for direct investment by accredited investors and their advisors in a professionally managed portfolio of institutional-quality commercial real estate assets with no loads or upfront fees," said KBS CEO Chuck Schreiber. "Across almost every investment sector, online platforms have increased transparency and reduced transaction costs. Now, by combining the innovative structure of KBS Growth & Income REIT with new technology, we have been able to do the same for the commercial real estate sector."

CrowdStreet, the only company offering solutions for both investors and sponsors, continues to add to its strong foundation, which will help it maintain its market leadership and meet current and potential market demands. Today, the company also announced the appointment of two new senior executives and the formation of an advisory board, which is comprised of members with broad industry expertise who will offer strategic guidance to support CrowdStreet's continued growth.

"Direct investing in commercial real estate is inevitable, and technology platforms like CrowdStreet's will enable it to scale on a global basis," said Christopher Keber, a former senior managing director at Hines who is now a CrowdStreet advisory board member and serves as head of investments and strategy at McCourt Global. "CrowdStreet is getting better sponsors and better offerings, which attracts more, high-quality investors. The platform is an amazing way for investors to get access to assets of this type, which was previously unavailable to them."

<http://www.marketwired.com/press-release/crowdstreet-gains-momentum-as-it-delivers-on-vision-expanding-access-commercial-real-2239754.htm>

## China Everbright Bank selects Wolters Kluwer's OneSumX for regulatory reporting

Bank Tech / Solutions

11/7/17

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China Everbright Bank (CEB) has chosen Wolters Kluwer's OneSumX regulatory reporting software for its operations in Luxembourg.

According to Wolters Kluwer, OneSumX uses a single source of data to ensure consistency, reconciliation and accuracy and includes the firm's regulatory update service.

This service is maintained by its staff who monitor regulation in approximately 50 countries, "helping to ensure the solution is current at all times".

CEB (Europe), a wholly owned Luxembourg-based subsidiary of the bank, was granted a licence by the European Central Bank and started operations in July 2017. Its parent, CEB, was established in August 1992 and is headquartered in Beijing.

Other banks that have signed up to use OneSumX over the last year include Nordea Bank Russia (NBR), BBVA's subsidiary in the UK, CIBC and Equitable Bank in Canada, ABLV Bank in Latvia, Sberbank in Russia and Bank of Jordan in the Middle East.

[http://www.bankingtech.com/1057362/china-everbright-bank-selects-wolters-kluwers-onesumx-for-regulatory-reporting/?utm\\_source=rss&utm\\_medium=rss&utm\\_campaign=china-everbright-bank-selects-wolters-kluwers-onesumx-for-regulatory-reporting](http://www.bankingtech.com/1057362/china-everbright-bank-selects-wolters-kluwers-onesumx-for-regulatory-reporting/?utm_source=rss&utm_medium=rss&utm_campaign=china-everbright-bank-selects-wolters-kluwers-onesumx-for-regulatory-reporting)

## Revolut applies for European banking licence

### Bank Tech / Solutions

11/8/17

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London-based Revolut has applied for a European banking licence as it prepares to start offering deposit and credit services.

App-based Revolut launched in 2015, initially focusing on prepaid current accounts before opening up to companies this year. The firm claims 900,000 users across Europe and has bagged \$90 million from investors including Index Ventures and Ribbit Capital.

As it bids for its European banking licence, the firm has been building up its relationship with the central bank in Lithuania - a country which has been aggressively pushing itself as a fintech-friendly destination.

Revolut expects to have the licence in the first half of next year when it will immediately begin offering overdrafts, personal loans and term deposits in select markets. The banking licence will also enable Revolut to protect customers funds up to €100,000.

Meanwhile, the startup also says that it has begun building its own payment processor.

Nikolay Storonsky, CEO, Revolut, says: "We delayed applying for a banking licence because we wanted to focus all of our resources on product innovation from day one. Even without a banking licence, we have attracted over 950,000 users across Europe, many of whom consider Revolut as their primary current account and spending card.

"With our European banking license, Revolut will offer enhanced consumer protection through the European Deposit Protection Scheme and will offer interest bearing deposit and credit products. We're building out a mobile-first, global financial platform to serve the needs of our unique international customers for the 21st century."

[https://www.finextra.com/newsarticle/31301/revolut-applies-for-european-banking-licence?utm\\_medium=dailynewsletter&utm\\_source=2017-11-9&member=93489](https://www.finextra.com/newsarticle/31301/revolut-applies-for-european-banking-licence?utm_medium=dailynewsletter&utm_source=2017-11-9&member=93489)

## Finastra gains new digital banking tech project in Libya

### Bank Tech / Solutions

11/8/17

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Libya-based Bank of Commerce and Development (BCD) has signed for Finastra's front-end software to launch a new online and mobile banking platform.

Finastra (formerly Misys) will provide its Fusionbanking Essence Digital Channels and Teller solutions to BCD. They will integrate with the bank's core banking system, Equation, which is also supplied by Finastra.

The two parties are long-standing partners – BCD has been using the Equation core and the Trade Innovation trade finance system for many years.

The bank will also roll out Fusionbanking Essence Islamic to support its foray into Shari'ah-compliant finance. Wissam Khoury, managing director MEA at Finastra, observes "there is a pressing demand for Islamic finance products and services in Libya, in line with the direction the local authorities are taking to fully support Shari'ah standards and principles".

[http://www.bankingtech.com/1059082/finastra-gains-new-digital-banking-tech-project-in-libya/?utm\\_source=rss&utm\\_medium=rss&utm\\_campaign=finastra-gains-new-digital-banking-tech-project-in-libya](http://www.bankingtech.com/1059082/finastra-gains-new-digital-banking-tech-project-in-libya/?utm_source=rss&utm_medium=rss&utm_campaign=finastra-gains-new-digital-banking-tech-project-in-libya)



**BPO**

## Accenture and Vlocity expand strategic alliance partnership to deliver solutions on the Salesforce customer success Platform

**BPO**

11/7/17

Accenture (NYSE: ACN) today announced an expanded strategic alliance partnership with Vlocity, Inc, a leading industry cloud company that delivers omnichannel and industry-specific cloud and mobile solutions on the Salesforce Customer Success Platform. The alliance partnership now includes a coordinated approach to the delivery, enablement, systems integration, and marketing of industry-specific cloud applications for organizations in customer-centric industries consisting of including communications & media, insurance, health insurance and the public sector.

Vlocity Industry Cloud apps are modern cloud and mobile software that embed industry-specific functionality, leading practices and business processes. Built on Salesforce, Vlocity Industry Cloud apps leverage the omnichannel capabilities of the Salesforce Customer Success Platform to help enable companies to achieve faster business agility and time-to-value from the cloud. Vlocity is one of Salesforce’s fastest growing independent software vendor (ISV) partners and was recently recognized by Forbes as a 2017 Top 100 Cloud Company.

The expanded alliance partnership complements Accenture’s market-leading cloud technology capabilities and extensive industry experience with Vlocity’s industry cloud software solutions, and provides Vlocity with access to the Accenture Global Delivery Network. Most importantly, customers will benefit from cloud software that supports their industry and delivered by cloud specialists from the leading cloud services provider.

“Industry cloud solutions now play an integral role in each client’s journey to cloud because it’s now about how cloud applications and industry business processes are brought together and delivered as-a-Service,” said Saideep Raj, senior managing director of Accenture Cloud First Applications. “To date, Accenture has built more than 35 industry clouds supporting more than 100 clients in 15 industries spanning North America, Europe, and Asia. We are excited to have Vlocity as a key alliance partner in our mission to help clients become leaders in their industries.”

“The success of our work together at leading companies is testimony to the power of Vlocity Industry Cloud apps on Salesforce, and to our deep and trusted alliance partnership with Accenture,” said David Schmaier, founder and CEO, Vlocity. “We are delighted to be expanding our relationship to help our customers achieve faster business agility and accelerate time to value in the cloud with industry-specific apps built on Salesforce, the global leader in CRM. Accenture is a leader in helping organizations move to the cloud, and together we can help every digital transformation initiative in our target industries realize tangible operating and financial benefits.”

“Delivering a superior customer experience is a primary driver in maintaining subscriber growth and profitability,” said Anne Maaranen, head of Transformation at Telia Finland. “Vlocity and Accenture are helping Telia build stronger omnichannel customer relationships, increase customer satisfaction in all of our businesses, and increase the productivity of our field sales professionals and contact center agents.”

The Accenture Vlocity global strategic alliance partnership is unique and includes multiple dimensions. First, Accenture has established a Vlocity global practice with competency centers around the world to deliver industry solutions based on Vlocity and Salesforce. These centers leverage Accenture’s position as a leading services provider in the Salesforce ecosystem. Second, the parties are collaborating on future product roadmaps with industry domain experts for each of Vlocity’s target industries consisting of communications & media, insurance, health insurance and the public sector. Third, Accenture and Vlocity have developed a strong series of cooperative go-to-market activities to position their industry offerings at leading industry events, with industry analysts, and with leading companies by industry. In addition, Bob Sell, group chief executive of the Communications, Media and Technology operating group at Accenture, serves on the Vlocity Board of Directors to further align the partnership activities.

“As more and more of the world’s largest companies shift to cloud applications and digital experiences, Vlocity and Accenture help enable companies in customer-centric industries to migrate to Salesforce, the global leader in CRM,” said Tyler Prince, EVP Alliances and Go-to-Market Innovation, Salesforce. “This alliance partnership accelerates digital transformation, by helping companies to improve their customer experiences and offer new products and services on Salesforce.”

Accenture was one of the first global companies to establish a strategic alliance with Salesforce and continues to strengthen its position as a leading Salesforce alliance partner. From introducing nearly 20 new industry solutions to training one of the largest ecosystem workforces, Accenture is unique in the Salesforce ecosystem. Accenture employs more than 11,000 Salesforce-skilled professionals and has invested in seven acquisitions in recent years as part of its investment in Salesforce capabilities.

<http://www.businesswire.com/news/home/20171107006006/en/Accenture-Vlocity-Expand-Strategic-Alliance-Partnership-Deliver>

## Atos revolutionizes enterprise AI with next generation servers

### BPO

11/9/17

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Atos, a global leader in digital transformation, launches BullSequana S, its new range of ultra-scalable servers enabling businesses to take full advantage of AI. With their unique architecture, developed in-house by Atos, BullSequana S enterprise servers are optimized for Machine Learning, business critical computing applications and in-memory environments.

In order to utilize the extensive capabilities of AI, businesses require an infrastructure with extreme performance. BullSequana S tackles this challenge with its unique combination of powerful processors (CPUs) and GPUs (Graphics Processing Unit).

The BullSequana S server's flexibility leverages a proven unique modular architecture, and provides customers with the agility to add Machine Learning and AI capacity to existing enterprise workloads, thanks to the introduction of a GPU. Within a single server, GPU, storage and compute modules are mixed for a tailor-made server, for ready availability of all workloads worldwide.

BullSequana S combines the most advanced Intel® Xeon® Scalable processors - codenamed Skylake - and an innovative architecture designed by Atos' R&D teams.

It helps reduce infrastructure costs while improving application performance thanks to ultra-scalability - from 2 to 32 CPUs - with innovative high capacity storage and booster capabilities such as GPU (Graphics Processing Unit) and, potentially other technologies such as FPGA in further developments.

"Atos is a prominent global SAP partner delivering highly performant and scalable solutions for deployments of SAP HANA. We have been working together to accelerate SAP HANA deployments by providing a full range of SAP HANA applications certified up to 16TB.

The new BullSequana S server range developed by Atos is one of the most scalable platforms in the market, optimized for critical deployments of SAP HANA. It is expected to open new additional collaboration areas between SAP and Atos around artificial intelligence and machine learning," said Dr. Jörg Gehring, senior vice president and global head of SAP HANA Technology Innovation Networks.

BullSequana S - to reach extreme performance whilst optimizing investment:

- Up to 32 processors, 896 cores, and 32 GPUs in a single server delivering an outstanding performance and supporting long-term investment protection, as capacities evolve smoothly according to business needs.
- With up to 48TB RAM and 64TB NV-RAM in a single server, real-time analytics of enterprise production databases will run much faster than on a conventional computer by using in-memory technology whilst ensuring both security and high quality of service.

- With up to 2PB internal data storage, BullSequana S efficiently supports data lake and virtualization environments.

<https://globenewswire.com/news-release/2017/11/09/1178356/0/en/Atos-revolutionizes-enterprise-AI-with-next-generation-servers.html>



# **FINANCIAL MANAGEMENT SOLUTIONS**

## Moody's Analytics introduces the ImpairmentStudio platform to help US firms meet new CECL accounting standard

### Financial Management Solutions

11/2/17

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Moody's Analytics recently launched the ImpairmentStudio™ platform to help US firms calculate and report on the allowance for credit losses under the new Current Expected Credit Loss (CECL) accounting standard.

The ImpairmentStudio solution combines Moody's Analytics credit risk expertise with accounting best practices to allow institutions to address the operational complexities of the accounting standard that will go into effect in January 2020. It simplifies and organizes the complex processes of data consolidation, model and scenario warehousing, expected credit loss calculation, and impairment analysis. In addition to its quantitative analysis, the ImpairmentStudio platform empowers management to apply qualitative adjustments to reflect their firm's unique characteristics. For a more transparent and auditable process, the solution incorporates audit trails for each step of an analysis.

"Moody's Analytics has unparalleled experience using credit data, analytics, and technology to aid institutions in meeting market and regulatory requirements. The new CECL standard fundamentally changes how credit instruments are accounted for, directly impacting US companies' financials under GAAP," said Eric Ebel, Managing Director at Moody's Analytics. "With this tool, our customers can satisfy auditors and regulators while simultaneously gaining critical insights from rich datasets and analytics, enabling them to make better business decisions that reflect the new standard."

The ImpairmentStudio solution is part of the Moody's Analytics Credit Loss and Impairment Analysis Suite, which provides credit risk models and data, economic forecasts, advisory services, and process automation solutions to assist with the implementation of expected credit loss and impairment analysis for CECL and IFRS 9.

<http://www.businesswire.com/news/home/20171102006550/en/Moody%E2%80%99s-Analytics-Introduces-ImpairmentStudio%E2%84%A2-Platform-Firms-Meet>

## Gemalto launches first of its kind on-demand security platform to protect data anytime, anywhere

### Financial Management Solutions

11/6/17

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Gemalto, the world leader in digital security, today announced the launch of SafeNet Data Protection On Demand, a centralized cloud-based services platform for companies to protect data, meet compliance mandates and manage the security of all their sensitive information in every location with unparalleled simplicity.

Today, businesses are increasingly challenged by the cost and complexity of protecting data across disparate IT infrastructures and hybrid cloud environments. SafeNet Data Protection On Demand helps solve these issues by providing a single data security-as-a-service platform that integrates easily with existing IT systems, DevOps tools and cloud services to protect wherever data is created, accessed or stored.

**Robust, Scalable Security Designed for Higher Order Business Cases and Operational Benefits**  
SafeNet Data Protection On Demand makes enterprise-grade data protection accessible to companies of all of sizes - from the smallest to the largest of enterprises. With no hardware and software to buy, configure or manage and simple pay-as-you-go pricing, companies can more cost effectively and quickly deploy data protection to secure sensitive information in any environment on demand. This empowers them to easily integrate security across all company IT systems and removes barriers between business and DevOps, expediting go-to-market timelines. Companies can scale their security operations to protect critical data in established business initiatives and new growth markets and address priorities like Big Data, Blockchain, Cloud Computing, Internet of Things and Digital Payments.

The SafeNet Data Protection On Demand Marketplace is expanding its portfolio of security services to include:

- **Hardware Security Module On Demand:** Provides protection for transactions, identities and applications by securing cryptographic keys and provisioning encryption, decryption, authentication and digital signing services.
- **Key Broker On Demand:** Enables you to manage your keys to provide simple and secure control between your enterprise-controlled security and your SaaS and cloud service vendors such as Salesforce.
- **Key Management on Demand:** Provides a central way to manage encryption keys throughout their full lifecycle, supports Key Management Interoperability Protocol (KMIP) services and acts as a key broker for organizations extending their security policies into multi-cloud environments through "Bring Your Own Key" (BYOK).
- **Encryption on Demand:** Protects sensitive data wherever it resides including files, folders, databases, storage environments, and virtual machines.

Companies also benefit from Gemalto's extensive partner ecosystem which helps accelerate the integration of data security across their multi-cloud applications. The platform is designed to work with many of the most widely utilized IT products and technology companies such as Amazon Web Services, Dell EMC, Google, IBM, Microsoft, NetApp, Huawei, Oracle and Salesforce. In addition, customers can quickly develop and build secure higher order use cases through proprietary and/or third-party APIs.

<https://globenewswire.com/news-release/2017/11/06/1174761/0/en/Gemalto-Launches-First-of-its-Kind-On-Demand-Security-Platform-to-Protect-Data-Anytime-Anywhere.html>

## LendKey partners with Allied Solutions to offer digital lending and loan participation solutions for financial institutions

### Financial Management Solutions

11/6/17

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LendKey, the leading lending-as-a-service solution for banks and credit unions, today announced a partnership with Allied Solutions to offer its digital lending solutions, including unique and innovative loan participation programs, to Allied's 4,000 plus clients.

Allied, a provider of insurance, lending and management solutions, has seen existing clients struggle to grow loans that have an attractive yield and yet still perform. LendKey's solution will provide its partners the ability to originate and buy loan participations in prime assets.

"For us, LendKey is a good solution that solves the very relevant and challenging problem of loan volume for our clients," said Dave Underdale, Chief Marketing Officer for Allied Solutions. "Many of our clients are dealing with slow loan growth and low-yielding portfolios, and need solutions that can help them effectively deploy capital and maximize returns. LendKey's single vendor platform delivers participations in multiple asset classes, which increases lending opportunities and simplifies the due diligence process for our clients."

LendKey has been successful in helping nearly 300 existing clients digitally transform areas of their lending business. LendKey offers the most unique and innovative approach to loan participations available in the market.

"Access to quality loans is a challenge facing many lenders today," said Christian Widhalm, SVP of sales and marketing for LendKey. "This partnership is the perfect fit to bring accessible loan participation programs that provide attractive yield and strong risk mitigation tactics to Allied's many well-rooted lender relationships."

<https://www.prnewswire.com/news-releases/lendkey-partners-with-allied-solutions-to-offer-digital-lending-and-loan-participation-solutions-for-financial-institutions-300549957.html>

## Infosys teams up with Adecco Group to create a mobile-first, cloud-based, end-to-end platform ‘Adia’

### Financial Management Solutions

11/8/17

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Infosys has announced that it will team with Adecco Group, a Fortune Global 500 company to create a new cloud-based platform named ‘Adia’.

Infosys logo. Reuters Infosys logo. Reuters

The company pointed out that the aim of this ‘mobile-first, cloud-based, end-to-end digital platform’ is to transform the staffing industry. The company detailed that this platform will work with ‘data, domain, technology and speed’, to create a new business in the world of staffing.

According to the details given by Infosys, this platform will change the core operations of Adecco Group which is also known as ‘the leading global HR Solutions provider’. The interesting thing to note here is the fact that ‘Adia’ has already gained momentum across a number of cities in the UK and Switzerland. Adecco plans to bring the platform to more countries in the future. Infosys explained that this new platform makes use of Adecco’s strengths to introduce new ways of conducting business and thinking about the business in the ‘digital economy’.

Key features of ‘Adia’ include the ability to manage the talent more efficiently and targeting clients and candidates across multiple industry segments. This makes it easy for companies to find staff on a temporary basis for short-term assignments.

Rajesh Krishnamurthy, the President and Head of Infosys Europe issued a statement adding, “The pace of change we’re experiencing today is unprecedented and it urges organisations to constantly renew themselves, as well as leverage technology to develop new business models, if they are to remain relevant and succeed in an increasingly evolving world. Over the past few years, the emergence of the ‘platform economy’ has set the pace of success for the most valuable companies in the world.”

Alain Dehaze, CEO of Adecco Group added, “At the Adecco Group we are focused on transformation and innovation to capture the opportunities we see in the evolving world of work. We are thrilled with the success Adia has experienced so far and we’re looking forward to continuing the international rollout over the coming quarters. As part of our co-creation strategy, we’re working with Infosys to bring innovation across other parts of the business and we are delighted to have partnered with the best-in-class to boost our digital strategy and power our vision of what’s next in the staffing industry.”

<http://www.firstpost.com/tech/news-analysis/infosys-teams-up-with-adecco-group-to-create-a-mobile-first-cloud-based-end-to-end-platform-adia-4198561.html>



# HEALTHCARE TECH

## R1 RCM and Phreesia announce partnership to create a better patient experience across the continuum of care

Healthcare Tech

10/17/17

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R1 RCM Inc. (NASDAQ:RCM), a leader in revenue cycle management and physician advisory services for healthcare providers, announced today a strategic partnership with Phreesia, a leading provider of patient intake management software, designed to transform the patient and provider experience, standardizing patient access and reducing administrative waste.

Through the partnership, R1 and Phreesia have created a unique offering that leverages R1's distinctive operating model and Phreesia's strength in patient self-service technology to provide a seamless front-end experience for patients across both ambulatory and inpatient settings.

"R1 is committed to the patient experience across all settings of care and payment models," said Joe Flanagan, President and Chief Executive Officer of R1. "This partnership with Phreesia strengthens our front-end processes so providers can focus on patient care."

The deal comes at a time when healthcare is becoming increasingly complex, patient financial responsibility is growing steadily, and large health systems are looking for ways to intake patients more efficiently and consistently.

"This partnership gives us the opportunity to provide a common and meaningful patient experience across our system," said Tony Speranzo, Chief Financial Officer of Ascension. "It brings our acute-care partner and our valued partner in ambulatory care together to modernize patient access, and that aligns perfectly with our mission to become 'One Ascension.'"

The new offering includes Phreesia's patient-centric intake management features, including self-service automation, flexible payment options and mobile pre-registration capability.

"We're so glad to be collaborating with R1 on this comprehensive offering," said Chaim Indig, Chief Executive Officer of Phreesia. "R1 and Phreesia will continue to empower healthcare organizations by removing the administrative burdens that can stand in the way of high-quality care and a great patient experience."

<https://www.wsj.com/articles/PR-CO-20171017-906433>

## Healthcare BPO market estimated to inflate with a decent double digit CAGR of 12.3% by 2023; asserts MRFR

Healthcare Tech

11/7/17

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The study report Worldwide Healthcare BPO Market covers the market analysis for the regions - North America, Europe, Asia Pacific/ Southeast Asia and Row and country analysis of China, Japan, and India focusing on top manufacturers in world market and the market share they hold including their contribution to the market growth

The Worldwide Healthcare BPO Market is growing with the rapid pace; mainly due the burgeoning Healthcare Sector. According to a recent study report published by the Market Research Future, The World Healthcare BPO Market is booming and expected to gain prominence over the forecast period. The Market is forecasted to demonstrate a huge growth by 2023, surpassing its previous growth records in terms of value & volume. World Market of Healthcare BPO is expected to reach USD 250 billion in 2023 from USD 140 billion in 2016 with a CAGR of approximately 12.7% during the forecast period 2017-2023.

Worldly the market for Healthcare BPO is increasing rapidly. The major factor that derives the growth of Healthcare BPO is the increasing development in healthcare IT. Furthermore new business models & processes and increasing use of digital technologies in healthcare are increasing the market for healthcare BPO.

With digital technologies transforming processes from electronic records to telemedicine, many healthcare providers are delivering services in innovative ways. Additionally, health services are also evolving as individuals seek greater involvement in healthcare decisions that impact them and call for easier access. Stricter requirements related to patient privacy, safety, treatment and payments, are altering compliance processes. In the recent years, outsourcing has played a major role in delivering quality patient care.

the current trend of the market - as Cloud-based BPO which is said to have revolutionized business outsourcing processes and helps healthcare organizations at a reduced costs developing World delivery models, provides secure data access. Owing to the demonstrated benefits, Cloud-based BPO is increasingly adopted.

World Healthcare BPO Market is a practice where healthcare organizations outsource business operations to vendors. Outsourcing of a number of activities like employee management, customers, and accounting helps a healthcare organization to focus primarily on patient care. The healthcare organization are able to concentrate on core activities that may directly affect the patient's health and well-being. Outsourcing is done to minimize the burden of secondary activities carried out by the hospital staff. The healthcare BPO market is growing due to an increase in the number of patients getting admitted into the hospitals, increasing volume medical records requiring management, easy healthcare delivery and maintaining quality. Business process

outsourcing has been productive for many healthcare organization as it helps in proper utilization of staff and resources available for patients care in the hospitals. Healthcare IT also favours the growth of this market. Information technology helps to maintain patient information electronically that can be used as and when required.

<http://www.digitaljournal.com/pr/3551794>



# INSURANCE

## Guidewire Software announces addition of enterprise as new solution alliance partner

### Insurance

11/1/17

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Guidewire Software, Inc. (NYSE: GWRE), a provider of software products to Property and Casualty insurers, today announced that Enterprise Rent-A-Car has joined Guidewire PartnerConnect™ as a Solution partner. Guidewire also announced Enterprise's participation in the Ready for Guidewire accelerator validation program.

Enterprise Rent-A-Car's Automated Rental Management System (ARMS®) Web Application accelerator makes it easier and quicker for an insurance company using Guidewire ClaimCenter® to integrate with ARMS. The ARMS accelerator provides insurers access to over 13 rental solutions, from reservations to rental management and invoicing. From within ClaimCenter, insurers are connected to real-time repair information, with electronic data and repair status updates that flow directly from repair facility partners using the ARMS Automotive products.

"Enterprise is dedicated to streamlining the rental process between insurance companies, collision centers, and our car rental offices, helping insurers save on loss adjustment expenses," said Mary Mahoney, vice president, Insurance Replacement Division for Enterprise. "Making our solutions Guidewire-ready will enable insurers to focus on the evolving needs of their business and allow for greater flexibility and efficiency in rental management for improved customer service."

"We are pleased to welcome Enterprise to the Guidewire PartnerConnect program as a Solution partner. We have worked with Enterprise for a number of years and are excited to expand our relationship with them. This comprehensive accelerator will make it easier and quicker for our mutual clients to integrate ClaimCenter with multiple Enterprise rental solutions, improving claims handling efficiency and enhancing policyholder customer experience," said Neil Betteridge, vice president, Strategy, Guidewire Software

<http://www.businesswire.com/news/home/20171101005547/en/Guidewire-Software-Announces-Addition-Enterprise-New-Solution>

## Brother duo launch digital insurance offering

### Insurance

11/3/17

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New insurance company Cove will use a chatbot via Facebook Messenger to connect to its customers and to sell fire and general products from when the service launches next year.

In what is believed to be a New Zealand first, Cove's bot will cut down application questions by using external databases and "a little bit of AI to guide through the process," co-founder Andy Coon told Insurance Business.

Coon, his brother Rob, and Brett Wilson, former TOWER CFO, founded the company in Auckland, in January.

Coon said Cove looked to New York insurance start-up Lemonade and other digital fintech providers' offerings, which demonstrated how simple and clear customer processes can be, and how quickly they had gained "enormous popularity" among consumers.

When Cove launches it will not rely on the new robo-advice exemption under the Financial Advisers Act (FAA) that the Financial Markets Authority (FMA) granted last month. This is because the bot has been built according to the original reading of the FAA, meaning the bot will not give financial advice.

"Robo-advice came about while we were building this (bot), and we think it's great and it gives us some flexibility to do things we hadn't planned to do initially but it's not integral to our initial launch plan," said Coon.

He added that bots can simplify the process of purchasing traditionally complex products such as life insurance (although Cove will not sell this at first), and make it a smoother process to navigate without reams of paperwork. More importantly, bots can seamlessly connect with a range of other technologies, such as facial recognition software, to detect a person's age and health from a simple selfie.

Internationally, bots in the insurance industry have enabled claims to be paid in as little as three seconds, and policies purchased in just 90 seconds, he added.

"Initially we are looking at offering insurance products that will be clear and easy to understand, easy to manage, and simple to purchase," said Cove head of product Rob Coon.

"Early feedback from consumer testing on our next range of insurance products has been extremely positive, and we look forward to introducing them to New Zealanders in 2018."

As the younger and more technologically adept market continues to grow, the insurance industry has a responsibility to transform its image from a complex, policy focused sector, to one that is more in tune with providing an exceptional user experience for all New Zealanders, Rob Coon added.

<http://www.insurancebusinessmag.com/nz/news/breaking-news/brother-duo-launch-digital-insurance-offering-83765.aspx>

## Allianz to offer small business cyber risk management services through Zeguro

### Insurance

11/8/17

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Allianz Group's specialist corporate insurer Allianz Global Corporate & Specialty (AGCS) has partnered with Silicon Valley-based software company Zeguro, to address cyber security and risk management for small to medium-sized businesses (SMBs). Through its platform, Zeguro will serve as a virtual chief information security officer (CISO) to those who purchase Allianz's cyber insurance coverage to further manage their cyber exposure and decrease the overall risk of financial loss following a cyber attack. This benefit will initially be available to U.S. clients, only.

According to the Ponemon Institute's 2017 State of SMB Cybersecurity Report, hackers have breached 54 percent of all small businesses in the U.S., up from 50 percent last year. These smaller to medium-sized businesses, which often don't have the revenue to afford their own IT departments, are especially susceptible to phishing attacks via email or fraudulent activity happening in their e-commerce storefronts.

Specifically, with Zeguro's risk management platform, AGCS clients will have control and oversight of their digital world through a simple interface that guides clients through any areas of concern, while training its employees on best practices.

In 2016, AGCS introduced its next generation cyber and professional liability coverage product called ACCEPT Protect designed exclusively for the North American market. ACCEPT Protect offers individual or blended coverage for emerging threats across the cyber, media, technology and miscellaneous errors & omissions (E&O) markets.

Allianz Global Corporate & Specialty (AGCS) is the Allianz Group's dedicated carrier for corporate and specialty insurance business. AGCS provides insurance and risk consultancy for marine, aviation (incl. space), energy, engineering, entertainment, financial lines (incl. D&O), liability, mid-corporate and property insurance (incl. international insurance programs).

Zeguro, Inc. provides automated and tailored cyber risk mitigation and insurance services to SMBs.

<https://www.insurancejournal.com/news/national/2017/11/08/470458.htm>

## AmTrust partners with Farmobile on crop insurance data

### Insurance

11/8/17

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AmTrust Agriculture Insurance, a subsidiary of multiline P&C insurer AmTrust Financial, has signed on with insurtech Farmobile to leverage the latter's data collection platform for its crop insurance clients.

Farmobile's hardware device, the passive uplink connection, transmits data to a central repository every second over cellular networks. If a connection is lost, the device stores data locally until connectivity is restored. This information is used to calculate crop insurance premium.

"Today crop insurance reporting is not a standardized process," said Jeffrey Fenster, SVP at AmTrust. "The capabilities of Farmobile's data collection system will allow AmTrust to innovate and provide additional time and cost savings to our crop insurance agents and farmers. They also standardize the data, make it portable and have an incredibly transparent sharing and accessibility model."

As part of the agreement, AmTrust also will take an equity stake in Farmobile.

"AmTrust is taking a leadership position in using digital agricultural advancements to aid in crop insurance reporting. We're inspired by their vision to leverage technology to recruit agents and help farmers," said Jason Tatge, CEO of Farmobile. "Together with AmTrust, we'll be able to deliver a faster, cheaper and smarter workflow for crop insurance reporting through better data management. In short, we help farmers and agents create shared value through efficient reporting."

<https://www.dig-in.com/news/amtrust-partners-with-farmobile-on-crop-insurance-data>

## Allianz examines blockchain solution for captive insurance

### Insurance

11/8/17

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Allianz Global Corporate & Specialty (AGCS) has successfully trialed a blockchain solution for a captive insurance application, including international cash transfers.

Allianz Risk Transfer AG (ART), an AGCS subsidiary, collaborated with accounting firm EY and blockchain advisory service provider and digital agency Ginetta to successfully create a blockchain prototype solution. ART also joined up with Citi Treasury and Trade Solutions, which provided the payment processing services related to Allianz's blockchain prototype. According to AGCS, the results prove that blockchain technology can boost the efficiency of international corporate insurance transactions.

The prototype, which is built on the blockchain framework Hyperledger Fabric 1.0, involves two types of insurance – professional indemnity and property – for a captive insurance program with local subsidiaries in the US, China, and Switzerland.

Captive insurance programs, which are established by multinational organizations that self-insure instead of purchasing insurance, are considered some of the most complicated aspects of commercial insurance, according to Allianz. Captive insurers may cover more than a hundred countries with hundreds of millions of dollars in insured assets.

“Our captive insurance blockchain prototype demonstrates that regular transactions and cash transfer between insurers and clients can be significantly accelerated and simplified,” said Yann Krattiger, principal at ART. “Automated processing replaces the exchange of thousands of emails and massive data files. Each process is transparent and can be tracked in real-time. Our customers benefit from increased speed, reliability and auditability.”

As a “fronting insurer”, Allianz works with captive owners to administer each program, leveraging the global insurer's international network in 210 markets to fully comply with local regulations.

“We are currently seeing many blockchain applications in the financial services industry and are eager to explore the potential of this exciting technology in the corporate insurance segment,” added AGCS Board Member Hartmut Mai. “The captive blockchain prototype is one further example of our commitment to leverage new technologies and drive innovation in insurance.”

<http://www.insurancebusinessmag.com/us/news/breaking-news/allianz-examines-blockchain-solution-for-captive-insurance-84200.aspx>



# PAYMENTS

## US Bank launches 2 new digital payments products

### Payments

11/3/17

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U.S. Bank this past week announced two new digital payment products that are intended to make it easier for corporate and commercial banking clients to transition from paper to electronic payments, according to a press release.

Disbursements via Zelle and Supplier Prefer Pay are intended to minimize the time and risk involved in the process of soliciting, storing and maintaining banking information for business and individual payees, according to the press release.

"Organizations are looking for payment solutions that solve real-life challenges," said Dominic Venturo, executive vice president and chief innovation officer for U.S. Bank, in the release. "With Disbursements via Zelle and Supplier Prefer Pay we make payables more secure and efficient for business clients by eliminating the upfront effort required to obtain the payees' banking information."

Disbursements via Zelle enables companies to send electronic payments to individuals using only their mobile number or email address. To make this possible, U.S. Bank uses the Zelle Network and its real-time messaging capabilities to enable clients to send money to any payee with a bank account in the U.S., either in real-time or next day.

Supplier Prefer Pay is a complete product to enroll and pay suppliers, offering multiple payment methods, according to the press release. It's intended to help businesses migrate away from checks toward the expanded use of virtual card and ACH payments. Supplier Prefer Pay processes vendor payments and provides detailed payment-related remittance information to the vendor.

[https://www.mobilepaymentstoday.com/news/us-bank-launches-2-new-digital-payments-products/?utm\\_source=Email\\_marketing&utm\\_campaign=emnaMPT11062017&cmp=1&utm\\_medium=html\\_email](https://www.mobilepaymentstoday.com/news/us-bank-launches-2-new-digital-payments-products/?utm_source=Email_marketing&utm_campaign=emnaMPT11062017&cmp=1&utm_medium=html_email)

## Merchant Consulting Group, an omni-channel integrated payment technology solutions company, partners with botkeeper, the future of bookkeeping

### Payments

11/6/17

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Merchant Consulting Group (MCG), a premier integrated payments technology company headquartered in Salem, MA, and botkeeper, a Boston, MA-based premier integrated bookkeeping SaaS platform, announced an agreement to provide omni-channel payment acceptance to botkeepers customers.

botkeeper provides businesses with a powerful combination of skilled accountants and automated data entry through the use of machine learning and AI. botkeeper clients receive 24/7 accounting and support as well as incredible insight into their financials with beautiful dashboards and unlimited reporting. With botkeeper, companies can grow from 0 to 100+ employees and on average save 50% compared to the cost of a bookkeeper or outsourced firm.

botkeeper's partnership with MCG allows them to enhance their end-user experience, with the added feature and benefit of fast secure omni-channel integrated payment acceptance.

The MCG omni-channel payment solution will provide botkeeper clients with the capability to process payments through a rock solid secure platform while saving substantial cost from current payments providers.

In partnering with MCG, botkeeper has circumvented the often complex, highly regulated and costly process of becoming a payment facilitator. As such, this partnership will allow botkeeper to focus on continued development of their world-class machine learning software and business intelligence platform, while MCG manages the sensitive payment data, PCI compliance, and other payment industry regulations.

Merchant Consulting Group Founder and CEO, Jonathan Arst, commented, "We are extremely pleased to partner with botkeeper's innovative artificial intelligence software solutions, as their understanding of seamless integrations with software platforms aligns with our omni-channel friction-less payment processing solutions improving the ability for botkeeper's customers to streamline their operations saving them time and money."

Botkeeper's Managing Director, Louie Balasny, commented, "We are excited to partner with Merchant Consulting Group. MCG has an innovative suite of payment technology solutions that will increase our ability to offer our clients friction-less payment solutions."

<http://www.prweb.com/releases/2017/11/prweb14859346.htm>

## Apple Pay Cash launches in beta

### Payments

11/7/17

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Apple's person-to-person payments service has launched in public beta, enabling American users to send money and get paid in Messages.

The service is now available on iOS 11.2 beta 2 for US customers, who will see an Apple Pay button in the apps section of Messages.

When users get paid, they receive the money in a new Apple Pay Cash card in Apple Wallet and can then use the money instantly.

Apple is partnering with prepaid payment card company Green Dot on the virtual Apple Pay Cash card, viewed by some as a stepping stone to the creation of a full bank-like payment service.

The move sees Apple take on P2P payments market leader Venmo, as well as Square Cash and bank-backed Zelle, which has just released its standalone app.

However, unlike Zelle and Venmo, Apple's service will only work across its own devices.

[https://www.finextra.com/newsarticle/31306/apple-pay-cash-launches-in-beta?utm\\_medium=dailynewsletter&utm\\_source=2017-11-8&member=93489](https://www.finextra.com/newsarticle/31306/apple-pay-cash-launches-in-beta?utm_medium=dailynewsletter&utm_source=2017-11-8&member=93489)

## BNP Paribas launches WeChat Pay in Europe

### Payments

11/8/17

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BNP Paribas is introducing WeChat Pay to retailers in France and subsequently across Europe, providing an opportunity for merchants to streamline the shopping experience for the 7.4 million Chinese tourists who visit the continent each year.

WeChat Pay is being initially rolled out at the two Paris flagship stores owned by the Galeries Lafayette Group - Galeries Lafayette Haussmann and BHV MARAIS.

The integration with WeChat Pay follows a similar agreement struck by the French bank with the messaging service's home-grown rival Alibaba, which has been aggressively pursuing deals for its own Alipay app with Europe's biggest payment processors, banks and eftpos vendors.

Between them, AliPay and WeChat command a 63% market share in digital payments across China and are using their experiences to drive into other aspects of financial services and into new geographies.

WeChat opened an office in London earlier this year and began talks with major European luxury and fashion brands and payments institutions to accommodate the brand at the checkout.

Pierre Fersztand, global head of cash management at BNP Paribas, boasts: "We're now offering the most comprehensive range of payment solutions on the market aimed at the Chinese customers of our retail sector clients."

[https://www.finextra.com/newsarticle/31310/bnp-paribas-launches-wechat-pay-in-europe?utm\\_medium=dailynewsletter&utm\\_source=2017-11-9&member=93489](https://www.finextra.com/newsarticle/31310/bnp-paribas-launches-wechat-pay-in-europe?utm_medium=dailynewsletter&utm_source=2017-11-9&member=93489)

## Coinsilium signs mobile payments MoU with UMT

### Payments

11/8/17

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Coinsilium Group Limited (NEX:COIN), the blockchain venture builder and investor that finances and manages the development of early-stage blockchain technology companies, is pleased to announce that it has signed a Memorandum of Understanding with UMT United Mobility Technology AG (“UMT”), a German company listed on XETRA, a trading venue operated by the Frankfurt Stock Exchange, and specialised in the development and implementation of individual mobile payment and blockchain solutions for large-scale customers such as PAYBACK (American Express Group).

#### Highlights:

- MoU signed with mobile payments specialist, UMT United Mobility Technology AG;
- Coinsilium and UMT to collaborate in the development of blockchain technology for mobile payments services focused on the B2C market;
- Explore the use of digital tokens as a medium of exchange for mobile payments; and
- Targets commercial agreement with UMT

Under the MoU agreement, Coinsilium will, for a period of 3 months, work with UMT to explore the potential to develop a B2C solution for a blockchain-based digital token to function as a medium of exchange specifically focused on mobile payments.

Both parties believe there are a number of opportunities to explore the development of blockchain technology solutions for mobile payment services and in the structuring of digital token offerings.

Coinsilium will also aid UMT in evaluating and determining the economic characteristics, token models and other specific properties required for a potential token sale.

Eddy Travia, Coinsilium’s CEO commented: “We are delighted to announce this MoU with UMT AG and we look forward to working with them in establishing the terms for a mutually beneficial commercial agreement in the near term. UMT is a major player in the European mobile payments arena with partnerships with major names such as PAYBACK (American Express Group).

“Our combined experience in the blockchain space makes us well placed to create innovative, reliable and safe solutions for the mobile payments industry. Our advisory team’s expertise, gained over many years, is pivotal to attracting and securing collaborations with quality partners such as, UMT.”

UMT has also advised Coinsilium that it currently holds 3,288,000 shares in Coinsilium Group Limited (NEX: COIN) representing 3.04% of the issued share capital of the Company, excluding treasury shares.

The Directors of Coinsilium Group Limited take responsibility for this announcement.

[https://www.finextra.com/pressarticle/71513/coinsilium-signs-mobile-payments-mou-with-umt?utm\\_medium=dailynewsletter&utm\\_source=2017-11-9&member=93489](https://www.finextra.com/pressarticle/71513/coinsilium-signs-mobile-payments-mou-with-umt?utm_medium=dailynewsletter&utm_source=2017-11-9&member=93489)

## Deutsche Bank goes live with Swift gpi

### Payments

11/8/17

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Intransparent deducts will soon be nothing more than a distant memory now that the reach of SWIFT's global payments innovation (gpi) has moved nearer to being the new normal. SWIFT gpi is a new standard in cross-border payments which aims to make them faster and more transparent. Payments sent using this new standard carry remittance information unaltered while funds are available the same day. The service also provides transparency over bank fees and end-to-end tracking.

On 6 November 2017, Deutsche Bank went live with its EUR gpi services and this follows the successful introduction of USD gpi services in October.

Trackable real-time cross-border payments

Connecting all parties in the payment chain via a cloud solution, the SWIFT gpi architecture has, to date, attracted more than 100 banks from Europe, Asia Pacific, Africa and the Americas. Deutsche Bank is one of an increasing number of banks going live on this journey towards trackable real-time cross-border payments - by the end of 2017 SWIFT estimates this to number 24 (see SWIFT's update gpi presentation here). The bank now processes its corporate and financial institutions cross-border payments for both EUR and USD via this new service offering - the world's two major currencies.

Corporates do not have to make changes to their operations to connect to SWIFT gpi and simply get the service added in - either via the bank's Cash Inquiry app or by speaking to customer services officers who can access the relevant information.

30 minutes end to end

Commenting on the introduction of its gpi services Michael Spiegel, Head of Cash Management and Head of Global Transaction Banking Germany states, "gpi is the new blueprint in international payments addressing the real needs of clients globally. Initial feedback has shown that many transactions between continents are processed end to end and with full tracking capabilities in less than 30 minutes."

At a Sibos Toronto 2017 session entitled 'If correspondent banking is not the future - what is?' Deutsche Bank's Head of Clearing Products, Cash Management Christian Westerhaus explained how that with SWIFT gpi "you have the opportunity to send the payments via the SWIFT network and use the new cloud-based tracker by an API (application programming interface), which we did as one of the first banks using this. We have examples of payments from China to Australia via USD clearing - we did one last week, 30 minutes from end to end."

[https://www.finextra.com/pressarticle/71520/deutsche-bank-goes-live-with-swift-gpi?utm\\_medium=dailynewsletter&utm\\_source=2017-11-9&member=93489](https://www.finextra.com/pressarticle/71520/deutsche-bank-goes-live-with-swift-gpi?utm_medium=dailynewsletter&utm_source=2017-11-9&member=93489)

## NCR partners with Samsung, unveils all-in-one commerce station

### Payments

11/8/17

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NCR Corporation, in collaboration with Samsung Electronics America, Inc., today launched NCR Silver Quantum™, an all-in-one point-of-sale (POS) commerce station featuring an integrated payment device with mobile wallet acceptance capability, customer display, loyalty scanner and Samsung Galaxy tablet. The NCR Silver Quantum commerce station provides merchants a sleek, efficient system to better manage customer POS transactions and back-office operations.

A 10.1-inch Android™ Samsung Galaxy Tab A tablet serves as the employee interface, featuring fast, touchscreen operation for easy management. It is pre-loaded with the NCR Silver Android point-of-sale app, which delivers powerful functionality such as inventory management, marketing support and sales reporting once activated through NCR. Businesses can remotely set up and customize their NCR Silver Quantum device through Samsung Knox Configure, a cloud-based service and IT administration tool offered by Samsung.

Chamblee, Ga.-based Ponko Chicken chose NCR Silver Quantum for its all-in-one functionality, intuitiveness and aesthetic. Co-owner Reiko Clark said the award-winning customer support also played a part in her selection.

The popular family-owned restaurant, which has more locations in the works, offers a unique Japanese and Western spin on a fried chicken tender. Ponko Chicken just re-opened for business after initially closing its first restaurant in 2008, and Clark plans to expand further.

“For the grand re-opening, we wanted sexy, modern-looking technology that matched our restaurant’s aesthetic,” Clark said. “NCR Silver Quantum not only looks stunning on our counter; it has everything in one package. The easy to use point-of-sale app and back office, powerful software and dedicated NCR Silver team were also huge factors in choosing this technology partner to make our expansion dreams a reality.”

NCR Silver Quantum and the NCR Silver family of solutions are designed for small- to medium-sized businesses such as retail shops and restaurants. To see the NCR Silver Quantum commerce station in action, watch this video.

NCR Silver Quantum is the first full Android-based solution in the NCR Silver lineup. In addition to incorporating a Samsung tablet and Knox Configure, NCR Silver Quantum includes an embedded RP457c mobile card reader provided by Ingenico Group, which enables the commerce station to accept a variety of payment methods, including magstripe, EMV chip and NFC/contactless transactions such as Samsung Pay.

NCR Silver Quantum offers market-leading battery life of up to 10 hours for merchants who want cordless operation, and has a small physical footprint, measuring less than 13 inches in width. “Whether you run a franchise food and beverage business or a Mom and Pop boutique, NCR Silver Quantum is as sleek as it is sophisticated,” said Chris Poelma, president and general manager of NCR Silver. “The commerce station is durable, payment processor agnostic and provides chip and mobile wallet functionality. It, along with the entire NCR Silver solution set, offers everything businesses need to operate efficiently – today, and ahead.”

Samsung’s enterprise division takes a vertical approach to business markets, and its retail practice delivers innovative in-store solutions that retail organizations can use to connect with customers, secure their operations, and enhance the opportunities presented by digital business. “The retail industry is undergoing a rapid digital transformation, and the point-of-sale process is one of the most critical areas to address,” said Ted Brodheim, vice president of Vertical Business at Samsung Electronics America. “With this new commerce station, NCR and Samsung are providing retailers with a technology solution that can simplify employee management of transactions and improve customer shopping experiences, while ensuring processes remain in smooth operation.”

NCR Silver Quantum is part of a product lineup for every stage of business, including cloud-based point-of-sale software, e-commerce integration, hardware, NCR Silver Concierge™ services, U.S.-based 24/7 live customer service, and powerful functionality such as NCR Console™ that offers advanced employee management, inventory management and reporting.

NCR Silver Quantum is now available with the NCR Silver Android POS app and will soon be available with NCR Silver Pro Restaurant Edition Android POS app. It’s offered in a bundle that includes hardware peripherals, services and a suite of cloud-based software subscription offerings. It can also be purchased separately.

<http://www.businesswire.com/news/home/20171108005838/en/NCR-Partners-Samsung-Unveils-All-in-One-Commerce-Station>

## Pivotal Payments launches new ISO and Agent Sales Partner Program website

### Payments

11/8/17

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Pivotal Payments, a leading provider of merchant services and global payment processing solutions, today announces the launch of its new ISO and Agent Sales Partner Program website. Located at <https://www.PivotalPartner.com>, the new design features quick and simple access to essential information, with streamlined menus and clear navigation. It also incorporates a responsive layout for all mobile and desktop devices.

The redesigned website caters to Independent Sales Organizations and Merchant Level Salespeople seeking more information about Pivotal's merchant account reseller programs. It offers a full spectrum of resources available to ISOs and MLSs, including a blog dedicated to the merchant industry.

In its continuous efforts to enhance its sales partner programs, Pivotal also recently welcomed bankcard industry veteran Allan Lacoste as Vice President. With over 20 years of leadership experience, he is responsible for managing the overall growth of Pivotal's North American sales divisions.

Lacoste has a proven track record of tactical sales, marketing and strategic partnerships. He has partnered with and consulted for many of the biggest names in the merchant services industry.

"We are thrilled to share our new website with our partners and soon to be partners, in order to better explain the value of joining Pivotal as a merchant account reseller," said Lacoste. "We welcome a chance to deep-dive into strategies that will improve their sales conversions and increase revenues, along with discussing our high-tech payment solutions to help their SMB merchant clients."

Lacoste joins Gigi Beyene, Vice President, Sales Channel Management who has been instrumental in the growth of Pivotal's Sales Partner Program since 2007. As an expert in strategic channel development and partnership management, Beyene's collaborative techniques and leadership have helped ISOs both launch and grow successful merchant portfolios.

"Along with a lucrative compensation program with short and long-term capital opportunities, Pivotal's sales partners benefit from our wide range of payment technologies for point-of-sale, e-commerce and mobile merchants," said Beyene. "Our partner-centric philosophy also extends to an experienced Partner Relationship Management team, tasked with supporting our partners, helping them grow their business, and ultimately achieving their financial goals."

Pivotal recently completed the move into its new flagship office, a sprawling 26,000-square-foot space located in SkySong 2, part of the ASU Scottsdale Innovation Center in Arizona.

Along with ambitious plans for growth, the company is solidifying its reputation as the ideal partner for next generation payment technologies and lucrative partner programs.

<https://globenewswire.com/news-release/2017/11/08/1177742/0/en/Pivotal-Payments-launches-new-ISO-and-Agent-Sales-Partner-Program-website.html>



**SECURITIES**

## Plancorp putting its experience in BrightPlan

### Securities

11/3/17

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PlanCorp is putting its experience and research into a new hybrid automated advice platform called BrightPlan, which it says is the first of its kind to be certified by the Centre for Fiduciary Excellence for providing prudent fiduciary practices to clients. The online service offers goals-based financial planning without requiring users to invest. They can input external accounts to track goal progress, and BrightPlan will offer advice, such as a portfolio of stocks and bonds for an existing 401(k) account, to help stay on track. Brightplan also provides automated contributions, rebalancing, dividend reinvestment and tax-loss harvesting.

Clients can choose either a digital-only service, or tap into Plancorp's team of wealth managers. "For too long, sophisticated financial life planning and investment services have been the exclusive privilege of the wealthiest 1 percent of the population," said BrightPlan founder and CEO Marthin De Beer. "My inspiration to create BrightPlan was to provide everyone that same level of access to trusted, affordable financial advice in order to achieve life's most important goals."

<http://www.wealthmanagement.com/technology/weekly-wealthtech-report-first-cefex-certified-robo>

## Wisdom Tree launches digital tools

### Securities

11/3/17

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WisdomTree is introducing a new technology suite that includes a digital portfolio construction tool powered by FinMason and wealth management tools from AdvisorEngine. The former, called Digital Portfolio Developer, provides advisors with on-demand analysis and alternative approaches to achieve better outcomes. For more complex issues, advisors can work with WisdomTree's team of asset allocation specialists for portfolio analysis and new ways to achieve certain investment goals.

<http://www.wealthmanagement.com/technology/weekly-wealthtech-report-first-cefex-certified-robo>

## Wells Fargo launches personal finance app

### Securities

11/3/17

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The bank is putting out a new mobile personal finance app called Greenhouse that it hopes will help consumers manage money and know where they stand financially. In addition to helping people pay bills on time, build savings and spend confidently, Wells Fargo says Greenhouse will provide personalized insights using artificial intelligence. The app will work with Wells Fargo banking, but exist as a standalone app.

Greenhouse customers won't incur bank overdraft fees, and purchases and payments that would overdraw an account won't be processed. Wells Fargo will release Greenhouse in a limited pilot mode in the first quarter of 2018, with a general release planned for the first half of next year.

<http://www.wealthmanagement.com/technology/weekly-wealthtech-report-first-cefex-certified-robo>

## Robo-advisory startup Birdee lands on Sutor banking-as-a-service platform

### Securities

11/3/17

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Birdee has a Luxembourg asset management license and offers clients in Belgium and Luxembourg investment opportunities in ETF portfolios. Clients can define their financial goals and go through a risk profile evaluation, after which Birdee will propose an investment strategy from one or several of its 17 model portfolios which include thematic investment in areas such as biotechnology, property or sustainable businesses.

Sutor Bank is taking on the administration of Birdee's customer portfolios as well as the trading of the ETFs. The communication between Birdee's fully digitalised investment platform and the bank's portfolio and management system is fully automated and carried out using an interface (API). The onboarding of the clients, as well as the ordering of funds and transmission of the up-to-date portfolio data, is done via the API.

Birdee was developed using technology and algorithms from financial software house Gambit. Recently the major French bank BNP Paribas acquired a majority share in the Gambit company (Gambit Financial Solutions), which therefore created new potential for the recently launched robo-advisor. The market for robo-advisors in the Benelux countries and France is less developed and is spread more thinly than the German or British markets.

"We underwent an intensive search in 9 European countries for a bank that was able to offer us what we needed for the implementation of our business model: the digital interfaces on the one hand, and the necessary investment technology on the other. We didn't find what we were looking for and we therefore decided to choose Sutor Bank as our banking partner," explains Geoffroy Linard, general manager of Birdee.

"We are already cooperating with numerous foreign banks through our collaboration with our partner Zinspilot, and our API accounts are used by businesses in Austria and the Netherlands. We are pleased to have carefully taken the next step towards internationalisation through our cooperation with Birdee. We see a significant potential in cooperating with partners within the European Union," says Robert Freitag, general manager of Sutor Bank.

[https://www.finextra.com/pressarticle/71474/robo-advisory-startup-birdee-lands-on-sutor-banking-as-a-service-platform?utm\\_medium=dailynewsletter&utm\\_source=2017-11-6&member=93489](https://www.finextra.com/pressarticle/71474/robo-advisory-startup-birdee-lands-on-sutor-banking-as-a-service-platform?utm_medium=dailynewsletter&utm_source=2017-11-6&member=93489)

## Trading Robots into R Trader Platform

### Securities

11/3/17

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RoboForex has embraced the evolving landscape of the algorithmic trading industry, launching new trading robots in its R Trader Platform. These will enable users to create their own unique robots, with opportunities to backtest and deploy complex trading strategies.

RoboForex's latest development will look to empower traders, even those with little or no programming skill. Users can harness a compilation of free information regarding the market, as well as interactive financial charts and other resources, to create their own robots. R Trader is based on UMSTEL solutions, a fintech company that is developing a web-based multi-asset trading platform.

The integration of trading robots directly into the R Trader Platform constitutes one of RoboForex's more innovative upgrades in recent months. Indeed: "The algorithmic trading industry is constantly developing, and the volume of transaction that are performed using robots is on the rise year after year. Even now, we can see that our clients are very interested in trading robots," explained Kiryl Kirychenka, Product Manager at RoboForex.

Of note, R Trader-based trading robots builder will be made available for all RoboForex clients for free, accessible in both real and demo accounts. In particular, all developed strategies may be backtested based on historical data, via a robust database extending back to 1970.

Furthermore, the new upgrade will give clients improved risk management, due in large part to better monitoring of unrealized P/L (float) for each launched strategy. Users will be able to craft automated strategies for more than 8,700 trading instruments, including American and German stocks along with indices, currency pairs, and others.

Mr. Kirychenka commented on the integration: "In the past, we had some experience with trading algorithms in StrategyQuant platform, but our builder is more complicated and variable. After a while, we realized that there was a stable demand, which allowed us to switch to a simpler 'cloud' solution. R Trader platform, which combines a convenient robots builder and access to a great deal of different trading instruments (stocks, indices, Forex, ETFs) in the same web interface, is exactly the thing that can really 'shake' the market."

[https://www.financemagnates.com/forex/brokers/roboforex-integrates-new-trading-robots-r-trader-platform/?utm\\_source=daily\\_newsletter&utm\\_medium=email&utm\\_campaign=03.11.17](https://www.financemagnates.com/forex/brokers/roboforex-integrates-new-trading-robots-r-trader-platform/?utm_source=daily_newsletter&utm_medium=email&utm_campaign=03.11.17)

## MoneyLion takes on America's savings crisis with the launch of MoneyLion Plus

### Securities

11/6/17

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Despite solid economic and wage growth in the U.S. since the 2008 crisis, a host of studies point to critically low rates of savings and widening income inequality among American consumers. In the face of this savings crisis, mobile consumer finance platform, MoneyLion has launched MoneyLion Plus to help everyday Americans overcome today's unexpected expenses while building savings for the future. MoneyLion Plus combines guided savings, simple investing, access to low-cost loans, and the personalized benefits of the MoneyLion platform, including tools to monitor credit, track spending, and earn rewards. The suite of tools is a first-of-its-kind innovation designed for consumers to build their credit, financial resilience, and first \$2,000 in savings.

Since 2013, MoneyLion has helped over 1.5 million consumers work towards their financial goals. Over this time, more than 200,000 loans have been provided, a million bank accounts linked to the mobile app, and thousands of customer interviews conducted. This data has equipped MoneyLion with deep insights about the financial challenges of the middle class and has laid the foundations for MoneyLion Plus.

"Today's U.S. household savings statistics are staggering. Seventy percent of Americans are unable to cover a \$1,000 emergency expense with their current savings, while in July the country's personal savings rate fell to its lowest point – 3.5 percent – since the 2008 crisis. This is not for lack of trying – fluctuating monthly income and expenses, combined with challenges accessing affordable credit, are derailing Americans' savings goals," said Diwakar Choubey, MoneyLion's CEO and co-founder.

"In creating MoneyLion Plus, we've used our edge in behavioral data and analytics to democratize access to private banking-like financial tools typically reserved for affluent consumers. Today's financial emergencies shouldn't derail future savings goals, and this financial wellness product combination lets all consumers access funds needed to meet short-term commitments without disrupting their long-term financial health."

A monthly subscription gives MoneyLion Plus members access to the following benefits:

- **Guided savings:** MoneyLion Plus makes it easy and convenient to save \$50 or more per month. MoneyLion's technology analyzes each member's cash flows to determine when to set aside and save money from their checking account. Via the MoneyLion mobile app, members are provided with personalized daily budgeting tips to help them optimize their spending and increase their savings even further.
- **Fully-managed investment account:** The funds saved are automatically invested into a fully-managed investment account featuring a diversified portfolio of ETFs built to suit the

financial needs and life stage of each member, all without any additional trading or management fees. These portfolios are based on simple investment strategies that will help members grow their wealth.

- Low-cost access to credit: Unexpected expenses can reset savings back to square one, preventing longer-term growth of wealth. Access to personal loans with APRs of 5.99% or less, regardless of credit score, offers MoneyLion Plus members an affordable means to manage their cash flow needs and avoid costly overdraft or late payment fees.
- Cashback bonus: MoneyLion Plus offers its members additional rewards, including an instant \$1 cashback bonus deposited into a member's investment account each day they log into the MoneyLion app. Members also earn rewards based on their investment account balance.
- MoneyLion mobile app: Members can access all of their benefits on-the-go via MoneyLion's mobile app, including viewing their savings progress, getting personalized tips and offers for saving more, and accessing their loan funds in just a few taps.

Data from MoneyLion shows that without access to similar support, consumers will typically get mired with only \$500 in savings, even after two years of effort. By contrast, MoneyLion Plus is designed to help its members reach \$2,000 in savings over the same period, even when faced with inevitable unexpected expenses.

“Knowing how to start is one of the biggest frustrations for American consumers looking to save. There's a perception that you have to have money saved in order to start investing, but with MoneyLion Plus, we're making it easy for anyone with a bank account to build their wealth and manage life's surprises at significantly lower cost,” added Choubey.

<http://www.businesswire.com/news/home/20171106005382/en/MoneyLion-Takes-America%E2%80%99s-Savings-Crisis-Launch-MoneyLion>

## Leverate joins the rapidly growing MT5 Crowd

### Securities

11/6/17

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Broker technology provider Leverate is jumping on the growing MetaTrader 5 bandwagon after signing a new cooperation agreement with MetaQuotes. The tech companies have worked together to bring the latest version of the trading platform to institutional and white label clients of Leverate.

Metaquotes has been actively pushing the fifth generation of its MetaTrader product since last year. The company stopped non-critical updates of MetaTrader 4 and enabled hedging in MT5, therefore eliminating a key obstacle for the popularisation of the platform.

The take up of MT5 has been material in recent quarters with many leading brokerages adopting the solution. The versatility of the product and its multi-asset trading focus are the key advantages for brokers making the switch.

Leverate is aiming to deliver to its clients the versatility of the newest MetaQuotes offering. With the addition of MetaTrader 5, brokers will be able to provide a truly multi-asset solution. MetaTrader 4 allows for only 1024 assets in total, a limitation that has been removed in MT5.

Leverate's Knowledge Manager, Daniel Alkaly, states: "This partnership effectively makes Leverate open for business on MT5. Should our clients want to provide their traders with the MT5 platform, but with all the added benefits available at Leverate, we can now support that need."

Modern traders are rapidly demanding more assets for trading. With the popularization of CFDs on indices, commodities, stocks, and cryptocurrencies, the versatility of MetaTrader 5 is rapidly gaining popularity with clients, brokers and technology providers.

[https://www.financemagnates.com/forex/technology/leverate-joins-rapidly-growing-mt5-crowd/?utm\\_source=daily\\_newsletter&utm\\_medium=email&utm\\_campaign=06.11.17](https://www.financemagnates.com/forex/technology/leverate-joins-rapidly-growing-mt5-crowd/?utm_source=daily_newsletter&utm_medium=email&utm_campaign=06.11.17)

## German lender BayernLB selects smartTrade's LiquidityFX solution

### Securities

11/7/17

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German state-backed bank BayernLB has integrated smartTrade's fully hosted FX solution, LiquidityFX, to support its electronic trading business across several asset classes including foreign exchange business lines.

The new partnership will help meet BayernLB's need for connectivity to a wide range of liquidity providers, as well as bolstering its aggregation, order routing, pricing and distribution capabilities. In addition, it provides the German lender with a credit margin module, which allows end clients to trade larger amounts and leverage their cash margin while enabling BayernLB to monitor and manage their risk coverage in real time.

smartTrade's LiquidityFX solution encompass several software components, designed to help FX trading services on a customized basis. It operates as a trading system that is compatible with FX Spot, forwards, contracts-for-difference (CFDs), and metals. The module will also help provide BayernLB with the LD4 matching engine and ECN connectivity for its non-bank prime products.

#### Suggested articles

[Yotpo Makes Waves in eCommerce Industry with \\$51M Funding RoundGo to article >>](#)

[BayernLB is one of Germany's top banks which is majority-owned by the state of Bavaria.](#)

Commenting on this, Henning PRELLE, Head of FX Trading at BayernLB, said: "We chose smartTrade Technologies because they show great expertise and demonstrated flexibility to accommodate us and our clients' needs. They have met our tight time to market constraint and have enabled us to launch our new platform according to schedule. With smartTrade, we feel we are working with a partner who will support us in our future needs and advise us on ways to extend our offering."

David VINCENT, CEO at smartTrade Technologies, added: "We are very pleased to be working with BayernLB and increasing our footprint in Germany. We were able to leverage on our extensive MiFID 2 knowledge to quickly adapt and implement a full LiquidityFX solution for BayernLB's internal needs as well as external requirements such as BaFin," he concluded.

[https://www.financemagnates.com/institutional-forex/technology/german-lender-bayernlb-selects-smarttrades-liquidityfx-solution/?utm\\_source=daily\\_newsletter&utm\\_medium=email&utm\\_campaign=08.11.17](https://www.financemagnates.com/institutional-forex/technology/german-lender-bayernlb-selects-smarttrades-liquidityfx-solution/?utm_source=daily_newsletter&utm_medium=email&utm_campaign=08.11.17)

## Banks join forces with energy giants on blockchain-based trading platform

### Securities

11/7/17

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ABN Amro, ING and Societe Generale are joining forces with oil giants BP, Shell and Statoil, as well as several trading houses to build a blockchain-based digital platform for energy commodities trading.

Slated to go live by the end of next year, subject to regulatory approval, the real-time distributed platform will manage physical energy transactions from trade entry to final settlement.

The partners, which include trading houses Gunvor, Koch Supply & Trading, and Mercuria, say that they plan to let the venture run as an independent entity open to the industry.

The move marks an effort to move away from traditional and cumbersome paper contracts and operations documentation to secure, smart contracts and authenticated transfers of electronic documents.

This, the partners hope, will reduce administrative operational risks and costs of physical energy trading, and improve the reliability and efficiency of back-end trading operations for all supply chain users, while also opening the door to innovative funding and financing.

In the longer term, the plan is to lead the migration of all forms of energy transaction data to the blockchain, improving data quality, strengthening security and increasing the speed of settlements industry-wide, while reducing the cost for industry participants.

Anthony van Vliet, global head, trade and commodity finance, ING, says: "Marquee brands and competitors in the energy, trade and banking industry sharing one vision gives us a great opportunity to transform processing in the energy trade commodity sector."

ING, SocGen and Mercuria have previously teamed up to test the use of blockchain technology for a live oil trade.

[https://www.finextra.com/newsarticle/31305/banks-join-forces-with-energy-giants-on-blockchain-based-trading-platform?utm\\_medium=dailynewsletter&utm\\_source=2017-11-8&member=93489](https://www.finextra.com/newsarticle/31305/banks-join-forces-with-energy-giants-on-blockchain-based-trading-platform?utm_medium=dailynewsletter&utm_source=2017-11-8&member=93489)

## Willis Towers Watson’s Asset Management Exchange selects InvestCloud

### Securities

11/7/17

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InvestCloud Inc., a global FinTech firm, has been selected by The Asset Management Exchange (AMX) to build a bespoke digital solution for its growing client base of both asset owners and asset managers.

The digital interface will provide clients with a flexible, intuitive and transparent way to access and monitor some \$2 billion of investments already on the exchange.

Established by Willis Towers Watson earlier this year, AMX is a global institutional asset management marketplace. It is an open architecture exchange that provides institutional investors with a transparent and cost-effective central marketplace where they can engage with asset managers in a smarter way. For asset managers, the exchange provides easy access to significant capital on a global basis. The goal is to minimise what AMX calls “value leakage” caused by industry inefficiencies in the investment supply chain.

InvestCloud will leverage its considerable digital capabilities to build an enhanced user experience for both asset owners and asset managers who are deploying and managing significant assets on the platform. The platform will support a wide range of asset types, which will be scalable in line with AMX’s growth plans.

Bill Jooste, Head of Digital at AMX, said: “AMX represents the future of institutional investing, using the power of smart technology to make investors’ and managers’ lives easier. We are changing the asset management model, and the initial response to our exchange has been incredibly strong. We needed to choose a partner that could match our vision and provide a superior and efficient experience for our clients, enabling us to not just save them money but also give them time back.”

InvestCloud will automate and consolidate a full suite of client reports online and in app form, tailored to the needs of each specific client base.

Will Bailey, EVP for Europe and Innovation at InvestCloud, said: “AMX is the perfect kind of customer for InvestCloud. Like us, they aim to transform the way asset managers do business - taking a smart approach that not only makes things easier for both asset owners and asset managers but also increases visibility and oversight of critical investment activity.

“Asset managers across the globe are at a turning point, and digital presents a fantastic opportunity to transform their business. Done right, digital creates a whole new way of doing business, building greater efficiencies for asset managers and ensuring better business practices, as well as fostering longer and happier customer relationships.”

In June, InvestCloud also announced its launch of a financial technology incubator at its London offices. The InvestCloud Innovation Center London follows the blueprint of its Los Angeles counterpart, and officially opened its doors in September 2017.

[https://www.finextra.com/pressarticle/71495/willis-towers-watsons-asset-management-exchange-selects-investcloud?utm\\_medium=dailynewsletter&utm\\_source=2017-11-8&member=93489](https://www.finextra.com/pressarticle/71495/willis-towers-watsons-asset-management-exchange-selects-investcloud?utm_medium=dailynewsletter&utm_source=2017-11-8&member=93489)



# **SPECIALTY FINANCE / ALTERNATE LENDING**

## LoanDepot starts JV with OfferPad

### Specialty Finance / Alternate Lending

11/2/17

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LoanDepot LLC, the nation's second largest non-bank consumer lender, announced a joint venture with OfferPad, a real estate investment company, to speed up the process of mortgage approval.

"It's a significant way to partner with an innovator in the real estate industry," Richard Calle, chief strategy officer at Foothill Ranch-based loanDepot, said in an interview. "Where it starts to get interesting is when they begin to scale."

The joint venture will be a stand-alone mortgage broker with LoanDepot acting as the wholesale lender, Calle said. It is expected to launch in the first quarter and will be based in Phoenix.

The joint venture, called OfferPad Home Loans, will use loanDepot's proprietary technology platform called Mello to provide bridge financing options to solve one of the biggest pain points for home sellers – timing the purchase of a new home with the sale of an existing home still on the market.

The bridge loan will give homeowners the flexibility to move into their new home while their existing property is still for sale, backed by the security of a guaranteed purchase from OfferPad. About one in 10 said their home purchase fell through because of the inability to sell his or her existing home, according to survey cited by loanDepot.

OfferPad, which was begun in 2015, offers to buy homes in about 24 hours for a 6% to 9% fee and subject to a home inspection. The closing can be from five to 90 days, according to its website.

The company earlier this year announced it raised \$260 million in combined equity and debt to continue expansion. It was begun by Jerry Coleman, a co-founder of Invitation Homes LP, (NYSE: INVH) which went public this year and now has a \$7 billion market cap, and Brian Bair, who was once the second highest-selling real estate agent in the U.S.

<http://www.ocbj.com/news/2017/nov/02/loandepot-starts-jv/>

## Fintech lenders are holding larger portion of the personal loan market

### Specialty Finance / Alternate Lending

11/4/17

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During the Digital Lending + Investment Conference in New York, the consumer credit reporting agency Transunion released the results of a study called "Fact versus Fiction: FinTech Lenders." In a nutshell, the study concluded that fintech lenders were not riskier than other lenders, and they are starting to represent a more significant part of the loan industry in the USA.

The study analyzed the portfolio performance of the personal loan originations between 2014 and 2016, and it compared loans issued by banks, credit unions, fintech companies, and brick-and-mortar finance companies.

One result showed that the number of loans granted by fintech firms rose significantly in the given timeframe. By the end of the year, the fintech lenders comprised 30 percent of outstanding personal loan balances which is up from four percent in 2012. Up through June in 2017, fintechs represented 32% of the personal loan market.

However, the study also revealed that fintech-provided loans often result in delinquency more often compared to the rivals, but the fintechs still had a better risk-return ratio compared to bank and credit unions.

According to the TransUnion's analysis, fintech risk-return ratios in Q2 2017 reached an average of 8.7 percent, while those for the banks and credit unions saw 6.7 and 6.3 percent, respectively. The leader with the highest ratio among the traditional companies was 11.5% on average.

Surprisingly, only 10 percent of fintech personal loans were subprime compared to 14 percent over the whole personal loans market. Furthermore, in the fourth quarter of 2016, 59 percent of fintech balances belonged to near-prime and prime-risk consumers,

Overall, consumer participation in the personal loan market has seen significant growth. In the second quarter of 2016, 14.8 million people had a personal loan; after one year, that number increased to 16.1 million. Additionally, the total outstanding personal loan volume more than doubled from \$45 billion in Q2 2012 to \$106 billion by Q2 2017.

While the personal loan market has grown considerably in terms of volume, the number of lenders has actually dropped over the same period. In 2012, there were 7,245 personal loan lenders; in 2016, there were 6,680 lenders.

One takeaway from the report was the growth and success seen by fintech lenders, who hold a considerable portion of the personal loan market today.

Their success could potentially force the traditional lending houses to adapt in the way of fintech. Such a development could potentially increase personal loan online exposure as big banks implement the same sort of user experience as the fintech companies.

Traditional lending houses could also get more aggressive in their underwriting criteria, opening up loan options to different prime tiers. If this happened, the average consumer would have better chances to get a personal loan. This would potentially change the shared collective risk in the personal loan market among personal loan lenders.

<https://lendedu.com/news/fintech-lenders-are-holding-larger-portion-of-the-personal-loan-market/>

## Accounting software giant Intuit launches direct business loans

Specialty Finance / Alternate Lending

11/7/17

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Financial software firm Intuit is offering loans directly to businesses with a lending product called QuickBooks Capital. The company, which makes tax-preparation and accounting software, said Tuesday it would enable firms to use its bookkeeping software to access up to \$35,000 in credit, with a term between three and six months. Intuit follows in the steps of a number of tech corporations — most significantly Amazon — to offer business loans to its customers.

"There are a number of tech companies that do small business lending in varying degrees," Rania Succar, head of QuickBooks Capital at Intuit, told CNBC in an email last week. "For example Square, PayPal and Amazon offer loans to merchants."

But Succar said that Intuit's product differed to those offered by competitors.

"As the largest small business accounting platform with approximately 2.4 million customers, the QuickBooks platform provides the most complete set of small business data available in the market," she said.

QuickBooks Capital uses machine learning to help small businesses demonstrate credit-worthiness.

"For example, we give small businesses the ability to get credit for future profits by looking at things such as open invoices", Succar said.

"Using machine learning, we're able to predict when those invoices are likely to be paid, thereby providing an extremely detailed picture of a business' cash flow.

According to a study by the Federal Reserve earlier this year, only 23 percent of businesses younger than five years get access to credit. Business lending is a market that has been traditionally dominated by banks. But some warn that tech giants like Google and Amazon could be set to disrupt it.

A number of fintech start-ups have already set their sights on the business lending market, with firms like LendingClub and Funding Circle offering peer-to-peer lending platforms.

Last month, digital invoice finance platform MarketInvoice said it would offer business loans for the first time.

<https://www.cnbc.com/2017/11/07/intuit-unveils-business-lending-product-quickbooks-capital.html>

## Sofi targeting medical residents

### Specialty Finance / Alternate Lending

11/7/17

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When the online lender Social Finance recently unveiled its latest refinancing product, it put a spotlight on a perhaps overlooked corner of the student loan market: medical residents.

SoFi launched an offering in October designed specifically for medical school graduates who practice in a residency program at a hospital or clinic. The company is following in the footsteps of established players like Darien Rowayton Bank and several upstarts.

Yet the move is notable not only because of the disruption it could create in a once low-profile niche, but it also shows how lenders are trying to use data to mine untapped business opportunities right under their noses and pitch those credits to investors.

SoFi refinances the federally guaranteed and private loans of graduates with advanced degrees and high-paying jobs, offering them lower interest rates than they pay on their in-school loans.

Medical school students graduate with an average debt load of \$190,000 but are typically paid no more than \$60,000 a year during residency, a fraction of their eventual earnings potential. So the savings offered by refinance loans are extremely attractive. Yet their low incomes may disqualify them for standard refinance loans.

SoFi's new product allows residents to consolidate their existing loans and make a single, \$100 monthly payment during residency or fellowship. Full repayment starts once borrowers have completed their training; or up to 54 months. Repayment terms range from five to 20 years; both fixed and variable rates are available.

Meron Colbeci, SoFi's senior vice president of product management, said it was developed in response to customer feedback and data which showed that medical residents would not qualify for the company's loans. "Residents did not have enough cash flow" to qualify, he said.

Because medical residents earn far less than a licensed and practicing doctor, SoFi projects future income to determine if a borrower has the ability to repay student loans upon completion of a residency program.

SoFi will have to square off against several competitors, however. There are already at least two refinance lenders that cater exclusively to medical professionals, including those still in residency: LinkCapital and Splash Financial. Darien Rowayton Bank also offers a medical residency refi loan in addition to its standard refinance loans for graduates with a broader range of degrees and good paying jobs. There's no question that medical residents are good credits, nearly as good as fully practicing doctors.

“Failure to complete [residency] is less than 1% after adjusting for program transfers, and once they do, the placement rate is almost 100%,” said Rich Rein, the chief financial officer and head of capital markets at LinkCapital.

Borrowers who fail to complete their residency, perhaps because they decide that they don’t care for their chosen specialty, are still highly employable in other areas, such as biotech research or medical technology. “The big risk comes down to timing — will they complete a program on schedule,” Rein said.

Yet funding residency loans can be tricky because these loans are negatively amortizing. The unpaid interest that accrues during residency is eventually recapitalized, adding to their debt load. For many potential loan buyers, even banks, “there’s a mindset, they want a current-pay asset,” Rein said. The fact that residency loans offer higher returns than standard refinance loans, because they pay slightly higher interest rates, fails to sway some investors, he said.

The prepayment profiles of residency loans are also tricky. Prepayments on typical refinance loans are pretty high, as high as 15% to 20% a year in pools of securitized loans rated by the credit rating agency DBRS, because the borrowers tend to have a lot of disposable income that allows them to repay their loans ahead of schedule. The opposite is true of residency loans; borrowers are in a poor position to make extra payments before they complete residency, which may take six years in some cases. Yet once they are fully practicing, borrowers may have an incentive to refinance again, if they can get a slightly better rate based on their current income.

For this reason, LinkCapital’s residency loan features a fixed rate of interest that steps down to a predetermined level once borrowers complete their training. This results in a lower annual percentage rate over the life of the loan than on the loans the company offers fully practicing doctors, but it also takes away some of the incentive for a borrower to refinance.

LinkCapital has been lending since mid-2015, and to date all of its funding has come through whole-loan sales, though some of the buyers have subsequently bundled the loans into collateral for bonds.

Splash Financial, based in Cleveland, is an even newer entrant. It launched a residency refinance loan this summer that is funded through forward-flow agreements with banks. The monthly payment while borrowers are in residency is just \$1 a month, as opposed to the \$100 for borrowers who refinance with SoFi, LinkCapital or Darien Rowayton. But the unpaid interest is capitalized monthly rather than at the end of the residency.

Steve Muszynski, the company’s chief executive, said the low monthly payment is a selling point, at least for borrowers. “One dollar a month really helps when you are cash poor,” he said. “We explain to banks and utilize historical data on losses in our analysis; that \$300 doesn’t even cover the interest, so what’s the difference between that and \$1?”

While many medical school graduates go into some kind of loan forgiveness or repayment program while in residency — 47% of the class of 2017, according to the Association of American Medical Colleges — they may still have monthly payments of several hundred dollars.

Refinancing is “the difference between living in a nice apartment versus one that is not so desirable, between going out to dinner, traveling a bit,” Muszynski said. He said Splash has worked with medical residents who have been taking out high interest credit cards to pay for such expenses. “They’re swapping one type of debt for another,” he said. “This is a group of individuals that is incredibly intelligent, but has not had much financial training.”

SoFi’s entrance into the residency refi market has forced Splash to rethink some of the features of its product. Some of the shorter terms that SoFi offers allow it to advertise very low interest rates, even if a five- or seven-year loan might not make sense for many medical residents since it usually take them far longer than that to fully repay.

So Splash is mulling whether to expand the range of terms it offers, just to make its products more easily comparable to those offered by SoFi and others. Splash may also eliminate features that can be perceived as negative. An origination fee [unusual among refi lenders] is being removed Nov. 17.

The company may also change its capitalization policy. “Capitalization is a function of interest rates,” Muszynski said. “We do it monthly, and they do it at the end of the [deferral] period. [Our] all-in cost should still be lower, but it’s confusing to borrowers. We’re trying to eliminate any confusion and clearly present the strongest product in the market.”

Negative amortization may be a tough sell for some banks and other investors in whole loans, but Darien Rowayton has had no problem funding residency refinance loans in the securitization market. They represent 11.4% of the outstanding balance of the bank’s most recent transaction, the \$300 million Laurel Road 207-C, which launched this week.

Since February 2015, Darien Rowayton has originated some \$309 million of medical residency loans with no defaults and no delinquencies over 60 days, according to DBRS’ presale report on the transaction.

In fact, DBRS thinks that the inclusion of medical residency loans may actually increase the appeal of such bonds for investors. That’s because the loans may help moderate prepayment speeds in these deals, which have been a concern for investors. The large principal balances and higher loan rates on medical residency loans (compared with loans that are in full repayment) provide an additional benefit for securitization investors. Any interest income from the loans that is left over after paying interest to bondholders is set aside by the securitization trust and can be used to offset a future shortfall.

<https://www.americanbanker.com/news/medical-residency-refis-may-be-just-what-the-doctor-ordered>

## Redline's lendtech powers new motor finance platform at Shawbrook Bank

Specialty Finance / Alternate Lending

11/7/17

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UK-based challenger bank Shawbrook has launched a new lending platform for the motor finance marketplace, powered by Cognition Direct, a direct-to-customer loan decisioning engine from Redline.

Redline is already working with Shawbrook on the bank's other consumer products: home improvements, retail finance and personal loans.

The vendor says its team "designed, built and implemented" Shawbrook's lending platform, which provides applicants with "a swift and engaging customer experience".

Contract agreements are administered and executed by an ID verified e-signature solution, provided by Bonafidee.

Redline says Shawbrook "carried out a thorough external procurement process to fully consider all relevant suppliers in the marketplace" prior to choosing Cognition Direct.

Steve Toms, MD of Redline, says his company "had to prove the ability to respond quickly and to deliver innovative functionality against a backdrop of regulatory change" to win the business.

[http://www.bankingtech.com/1056032/redlines-lendtech-powers-new-motor-finance-platform-at-shawbrook-bank/?utm\\_source=rss&utm\\_medium=rss&utm\\_campaign=redlines-lendtech-powers-new-motor-finance-platform-at-shawbrook-bank](http://www.bankingtech.com/1056032/redlines-lendtech-powers-new-motor-finance-platform-at-shawbrook-bank/?utm_source=rss&utm_medium=rss&utm_campaign=redlines-lendtech-powers-new-motor-finance-platform-at-shawbrook-bank)

## ID Finance launches new AI fraud-scoring engine

### Specialty Finance / Alternate Lending

11/8/17

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ID Finance has integrated a new AI-based fraud-scoring engine to enhance its credit scoring capabilities. By eliminating fraudulent loan applicants, ID Finance has been able to improve the quality, precision and speed of its credit scoring technology, boosting its loan approval rate by 50%.

The engine, developed in-house, uses machine-learning to analyse information from 15 external sources and several hundred data points relating to the applicant's authenticity and detecting atypical behaviour or anomalies in the data provided. The quality of supporting documentation uploaded is also assessed for authenticity.

“By retrospectively analysing fraudulent loan applicants and identifying various red flags, we've been able to develop a powerful algorithm which eliminates these cases early on. As well as helping us reduce fraud, it has allowed us to dramatically improve our loan approval rate without impacting risk,” comments data scientist Irina Khoroshko, who led the development of the fraud-scoring technology at ID Finance. “Ultimately it means we are able to increase financial accessibility by extending credit to more people and helping them rebuild their credit history.”

The fraud scoring system was developed in-house by ID Finance's team of data scientists and risk analysts and based on meticulous analysis of previous fraudulent applications. The engine

“This has been possible thanks to extensive collaboration between our risk and security teams as well as constant experimentation and reiteration of our data science tools,” adds Boris Batin, co-founder and CEO. “Our aim is to have the best performing risk management system in the industry and we are making excellent progress.”

<https://ibsintelligence.com/id-finance-launches-new-ai-fraud-scoring-engine/>

## A combination of blockchain and standard verification for effective decentralized lending

Specialty Finance / Alternate Lending

11/8/17

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Lending and borrowing are intrinsic aspects of the businesses and financial systems of the world. They are fundamental parts of the banking and financial services industry that are essential for the required liquidity and wealth distribution necessary for the sustenance of the economic environment.

Businesses, especially the Small and Medium scale Enterprises (SMEs) need funds to survive. But the risk of not meeting up with the obligations of loan repayment makes it somewhat difficult for banks to do business with them. In cases where there are possibilities of accessing such loan services, the requirements and procedures involved are often too tedious that beneficiaries are even discouraged ahead of time.

Blockchain lending is a development that is growing in popularity and offering alternative and less stressful ways of acquiring loans quicker and more efficiently even at lower interest rates.

Lendoit is a decentralized peer-to-peer lending platform which connects borrowers and lenders from all over the world in a trusted, fast and easy manner using the advantages of Smart Contracts and Blockchain technology. Lendoit does not use Tokens as collaterals, instead, it combines efficient methods to mitigate the chances of lenders losing their money such as 3rd party professional scoring/verification local companies, smart compensation fund, syndicated loans and a collectors market where default debt can be sold.

By implementing blockchain technology, peer-to-peer lending increases the opportunities and exposes borrowers to a wider range of available lenders, and also eliminates a huge part of the running costs usually associated with traditional lending systems. This permits the relatively cheaper interest rates charged for borrowing.

Considering the relative anonymity of the decentralized blockchain environment, to protect lenders from the possibility of losing their investment and other associated risks, Lendoit offers a robust system which overlaps between blockchain technology and conventional verification systems. Therefore, prior to borrowing, intending borrowers are subjected to standard KYC verification during application, while other aspects of the loan acquisition and repayment processes are based on an Ethereum Smart Contract.

During repayment of a given loan, the borrower repays the funds including the interest to the Smart Loan Contract using his wallet, the lender can then withdraw the principal loan funds from the Smart Loan Contract, in the same lending currency. But the interest is received into the lender's wallet in Lendoit Tokens (LOAN) after an automatic conversion using the Smart Conversion Contract, according to the current rate of the Smart Conversion Contract.

On the Lendoit platform, loans can be given in any of the ERC20 currencies, and the platform has developed a disruptive ecosystem while the platform benefits by charging a small fee from the Smart Loan Contract, paid in LOAN tokens, using the Smart Conversion Contract.

<http://www.livebitcoinnews.com/blockchain-standard-verification-effective-decentralized-lending/>



# **DATA & ANALYTICS / IoT**

## CUNA Strategic Services and CUNA Mutual AdvantEdge Analytics to empower credit unions with better data management and advanced analytics

Data & Analytics / IoT

11/3/17

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CUNA Strategic Services announced a new strategic alliance with CUNA Mutual AdvantEdge Analytics. AdvantEdge Analytics strives to empower credit unions with better data management and advanced analytics to improve member experience. This industry collaboration will not only support credit unions with potential new growth opportunities through data analytics, but will also work to improve current data challenges credit unions face regarding data fragmentation, business intelligence and analytics capabilities.

“As credit unions navigate the growing change and disruption in the financial services industry, we see AdvantEdge Analytics as the natural partner who not only has vested interest and industry credibility, but also the investment and scale to build an analytics platform that benefits the credit union system as a whole,” said Eric Gelly, President of CUNA Strategic Services. “Credit unions have an incredible opportunity to grow their reach and serve more members if they can tap into the power of their data. We are excited to partner with AdvantEdge Analytics on this journey.”

As an industry leading end-to-end data management and analytics solution, AdvantEdge Analytics was selected as a strategic partner by CUNA Strategic Services to help solve the numerous challenges credit unions face in taking full advantage of their data assets. A first for the credit union industry, this solution brings together data management, reporting and performance management and advanced analytics services into one seamless offering.

“Harnessing the value of data analytics is essential for credit unions to continue to grow and thrive for the future,” said Tim Peterson, President of AdvantEdge Analytics. “Through this important partnership with CUNA Strategic Services, we will closely foster collaboration among the credit union community to build and strengthen a data analytics platform the entire credit union industry will benefit from, both today and for the future.”

AdvantEdge Analytics provides an industry-leading integrated suite of software tools and intelligence. As part of CUNA Mutual Group’s multi-year investment in innovation and data analytics, the company is focused on significantly expanding the scale of data to help credit unions gain stronger member intelligence, accelerate analytics adoption and strengthen market share.

<https://www.cuinsight.com/press-release/cuna-strategic-services-cuna-mutual-advantedge-analytics-empower-credit-unions-better-data-management-advanced-analytics>

## How analytics help health plan improve behavioral healthcare

### Data & Analytics / IoT

11/8/17

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The use of technology by care teams is helping to improve the management of care for patients covered by Inland Empire Health Plan in California, which serves 1.25 million residents in Riverside and San Bernardino counties.

Inland's efforts were recognized through an innovation award from the California Department of Health Care Services for its improved management of covered members. The annual award recognizes creative interventions by Medi-Cal plans seeking to improve the quality of members' care with a focus on using best practices.

Inland Empire Health Plan provides funds to a dozen healthcare organizations with 30 participating clinics to develop care teams that include a behavioral health clinician, nurse care manager, care coordinator and a primary care physician champion. The teams manage a caseload of patients with chronic medical, mental health or substance abuse conditions.

"Many members who have a chronic medical condition coupled with either a mental health or substance abuse disorder have been receiving fragmented care that has not adequately addressed their behavioral health needs," says Jennifer Sayles, MD, chief medical officer at Inland Empire Health Plan. "This program integrates care across multiple providers and healthcare systems, improving members' health outcomes while reducing their use of emergency rooms and urgent care clinics."

For example, under its Behavioral Health Integration and Complex Care initiative, Inland Empire assigns "practice coaches" to further support physicians in adopting data analytics that include predictive risk modeling to identify the most complex or high-risk individuals in each practice.

The practices also learn how to use a registry to collect health and behavioral outcomes to assess which patients are progressing and which are not. In the past 18 months, participating patients have significantly decreased blood pressure and depression disorders, an analysis of the program shows.

<https://www.healthdatamanagement.com/news/how-analytics-help-health-plan-improve-behavioral-healthcare>

**OTHERS**

## Regulation can't solve cybersecurity problems, Fed official says

Others

11/8/17

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More rules may not be the best answer to protecting the financial system against cyber attacks, a Federal Reserve official said.

“I don’t think the solution to the cybersecurity problem rests in regulation,” Arthur Lindo, senior associate director of the Fed’s division of supervision and regulation, said at a banking conference in New York. “We’re going to try a more flexible approach.”

The Fed and other regulators issued a notice of proposed rulemaking on cyber risk management standards last year, which is typically followed by a prospective rule. After the industry and others involved in computer security discouraged regulators from creating a standard, they decided not to proceed, Lindo said.

Lindo’s comments come weeks after Equifax Inc. announced a massive consumer data breach that led to the theft of personal information of more than 145 million people. Lawmakers including Idaho Republican Mike Crapo, head of the Senate Banking Committee, have asked the Fed and other regulators whether they need more authority to help ensure credit bureaus adequately protect consumers’ information in the wake of the attack.

Equifax's data breach may be the most serious, given that it covered 143 million consumers and involved reams of confidential information, but it wasn't the largest. Following are the biggest to date.

There are already lots of rules and regulations that banks and other financial institutions have to follow when it comes to cybersecurity. Several lenders and trade groups collected all U.S. and global guidance documents, regulatory requirements and recent proposals on cybersecurity into a “financial sector profile,” said JPMorgan Chase & Co.’s Kevin Gronberg, who was also on the panel. It ended up being a 2,000-line spreadsheet showing a lot of overlap between rules and demands from different regulators, Gronberg said.

“We tried to put it all into a common language, so we can reply with the same answer when we get the same questions from different regulators,” said Gronberg, vice president of global cyber partnerships.

<https://www.dig-in.com/articles/regulation-cant-solve-cybersecurity-problems-fed-official-says>