

FALL 2017

# FinXTech

## RESOURCE DIRECTORY

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Powered by **Bank**Director.

New ideas and innovations continually impact the business of financial services. As a team that supports bank CEOs and their boards - through Bank Director - and CEOs and their internal teams - through FinXTech - we appreciate how and why financial institutions continue to shift their attention towards technology, data and algorithms to enhance financial performance while keeping pace with customer expectations.

Accordingly, we take distinct pride in sharing an update to our FinXTech Resource Directory to help executives better discover companies that can help accelerate a bank's growth.

FinXTech helps banks in the United States to discover technology firms qualified to support them. Therefore, we designed this guide around the talents and capabilities of a list of qualified companies given their current support of banks today. We share this information to help a bank's executive team identify who truly works in partnership with financial institutions today. While not all-encompassing, this guide does provide an overview on various services available to a bank along with a key point of contact.

Should your interests align with certain categories and you'd like additional ideas on who to partner with, please don't hesitate to contact me or our team. We see a natural intersection between banks and technology firms, and endeavor to help both parties connect, explore what's possible and potentially engage in growth-oriented activities.



**Al Dominick**

CEO | Bank Director & FinXTech

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## ABOUT THE RESOURCE DIRECTORY

Connecting with forward looking bank leaders of today, FinXTech Partners have been approved by Bank Director as “bank-friendly,” invested in the future of banking and open to collaboration. For banks looking to find the right connection, the FinXTech Resource Directory is a list of our approved FinXTech Partners.

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**Deloitte.**

Deloitte's financial services industry specialists provide comprehensive, integrated solutions to the banking & securities, insurance and investment management sectors. The breadth of services and industry knowledge allow Deloitte practitioners to understand each client's unique business needs. Deloitte's digital transformation, innovation and fintech services offer end-to-end capabilities from inspiration to implementation.

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Thomas Jankovich, Principal &  
Innovation Leader, US Financial  
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Consulting

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# LATHAM

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LATHAM & WATKINS

Latham & Watkins' global fintech practice combines corporate, regulatory and technology expertise to advise both financial institutions and emerging companies on groundbreaking complex fintech transactions. Latham's platform provides unrivalled legal resources and industry knowledge across globally integrated financial regulatory, technology transactions, mergers & acquisitions, emerging companies, antitrust and tax practices to deliver holistic advice for clients' commercial transactions.

Vivian Maese, Partner

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**HEADQUARTERS**

**Latham & Watkins LLP**

**Category**

Legal

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**Twitter**

@lathamwatkins

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[www.linkedin.com/company/latham-&-watkins](http://www.linkedin.com/company/latham-&-watkins)





Akouba provides a cloud based, end to end commercial loan platform that enables banks, credit unions and other financial institutions to lend money to small businesses simply, efficiently and profitably through an omni-channel experience.

Chris Rentner, CEO

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**HEADQUARTERS**

**Akouba**

**Category**

Lending

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Detalus is an innovative team of entrepreneurs and investors passionately devoted to building, operating, financing and turning around companies at all stages of the business life cycle. With decades of experience in strategic planning, operations, marketing & business development, finance and talent development at both start-ups and banking institutions, they bridge the gap between financial technology and traditional financial services.

Brandon Janosky, Director

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Consulting

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**KEEFE, BRUYETTE & WOODS**  
*Specialists in Financial Services*

A Stifel Company

KBW is the leading authority in financial services, positioned at the intersection of fintech and banking. With the deepest investment banking coverage in depositories and fintech, KBW is the leading advisor in M&A, equity and debt capital. Since 2004, KBW has advised on an industry-leading 530 M&A transactions, totaling \$217 billion.

Keith Meyers, Managing Director

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**HEADQUARTERS**

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A Stifel Company**

**Category**

Investment Firm

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**Category**

Consulting, Lending, Mobile, Payments,  
and Security



AFT is the industry's premier resource for networking and professional development for those companies and executives serving financial institutions (FI's), including banks, credit unions, lenders and payment companies. The organization's members represent virtually every area of technology, data or services needed to help FI's succeed in today's dynamic marketplace.

## Association for Financial Technology (AFT)

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**Category**

Payments



Autobooks is a cash-management solution that works with core processors to help financial institutions bring treasury services to small businesses. They 'bundle' all aspects of a business's back-office (receivables, payables, payments and accounting) and deliver it as a white-label solution, embedded via internet banking.

## Autobooks

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**Category**

Mobile



BanQu is a software technology company on a mission to connect refugees, the displaced and the world's poorest to the global economic ecosystem through a secure, portable digital identity and transaction history capability through a proprietary blockchain-based platform.

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Payments



Bannockburn Global Forex, LLC is a boutique capital markets trading firm specializing in foreign currency advisory and execution services. Bannockburn works with middle market banks nationwide to develop foreign currency exchange as a proactive line of business, to provide a source of non-interest income and strengthen their customer relationships.

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**Category**  
Legal

## BARACK FERRAZZANO

Financial Institutions Group

The Barack Ferrazzano Financial Institutions Group has 30 bank lawyers representing over 250 financial institutions, addressing the entire spectrum of industry-related legal issues. They formulate creative solutions, emphasizing relationships, service and stability. They are consistently ranked as a top law firm in bank mergers and regulatory issues.

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**Category**  
Lending

**BIZ|EQUITY®**  
*What's Your Business Worth?™*

BizEquity is the creator of the industry's first cloud-based online business valuation platform and service. Headquartered in Wayne, PA, with satellite offices in Singapore, São Paulo and London, BizEquity has valued over 13 million businesses to date and is recognized as the global online leader in business valuations.

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**Category**  
Lending



Blend is a Silicon Valley technology company transforming the multi-trillion dollar home mortgage industry. Blend's technology delivers speed and efficiency to lenders, so they can serve the modern borrower and safely navigate the industry's changing rules and regulations.

## Blend

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**Category**  
Legal



Bryan Cave LLP has a diversified legal practice rooted in the financial services industry. The firm represents a wide variety of clients, including banks of all sizes, both public and privately-held corporations, and emerging companies. Aided by extensive investments in technology, Bryan Cave's 850+ lawyers efficiently serve clients' needs in key business and financial markets worldwide.

## Bryan Cave LLP

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https://www.linkedin.com/company-beta/162808/

**Category**

Lending and Risk



Built is an enterprise technology company on a mission to simplify the way construction loans are managed. Their software helps banks deploy capital into construction more efficiently and with less risk while providing borrowers and builders a convenient digital experience with full transparency through project completion.

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**Category**

Consulting



CDW is a leading provider of technology solutions and services dedicated to supporting the highest standards of trust and performance for the financial services industry. For over 26 years, CDW has continued to help banks assess and align their IT infrastructures with growth strategies, managing regulatory compliance and costs.

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**Category**

Payments



CheckAlt is the largest independent provider of lockbox and treasury solutions in the country. CheckAlt's solutions include lockbox processing across 14 locations nationwide, consolidated item processing, omnichannel integrated treasury solutions and mobile capture services. CheckAlt's client base includes 600 financial institutions.

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**Category**

Mobile, Payments, Risk and Security



Computer Services, Inc. (CSI) is a customer service company that delivers innovative technology solutions to financial institutions nationwide. A total solutions provider, CSI offers core processing, managed services, digital banking solutions, payments processing, electronic and print distribution, treasury management and regulatory compliance solutions.

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**Category**  
Consulting



Crowe Horwath LLP is one of the largest public accounting, consulting and technology firms in the U.S., providing audit, tax, advisory, risk and performance services. Their dedicated team of more than 800 professionals has more than 50 years of experience, and serves more than 1,800 financial services organizations. Crowe assists diversified financial organizations with deep specialization in the areas of risk and information consulting, regulatory compliance and PCI compliance. Crowe serves clients worldwide as an independent member of Crowe Horwath International.

## Crowe Horwath LLP

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**Twitter**

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**Category**  
Security



DefenseStorm is a security data platform designed exclusively for banks and credit unions that watches everything on your network and matches it to your policies, ensuring that you are both secure and compliant. DefenseStorm unifies detection, investigation, reporting and compliance into a single place to manage cybersecurity data.

## DefenseStorm, Inc.

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**Category**

Payments



Earnix integrated customer analytics software empowers financial services companies to achieve optimal business performance through data science and predictive analytics. The Earnix analytical solutions drive superior product, pricing and marketing decisions, while ensuring alignment with changing market dynamics. Earnix combines predictive modeling and optimization with real-time connectivity to core operational systems, bringing the power of analytic-driven decisions to every customer interaction.

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@Earnix\_Inc

**LinkedIn**[www.linkedin.com/company/earnix](http://www.linkedin.com/company/earnix)**Category**

Mobile, Lending and Payments



Finastra unlocks the potential of people and businesses in finance, creating a platform for open innovation. They provide the broadest, deepest portfolio of financial services software available and deliver mission-critical solutions for financial institutions of all sizes, on premises or in the cloud.

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**Category**  
Lending



Foundation, a digitally enabled lender and credit solutions provider to banks, develops integrated small business lending solutions. With Foundation, banks are enabled to deliver credit online, drive cost efficiency into their lending process and maximize customer retention. Foundation also has the operational and compliance capabilities to be a committed and reliable partner.

## Foundation Group LLC

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@foundationgroup

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**Category**  
Mobile



Geezeo offers more than 400 financial institutions an integrated suite of online tools and services, including its proven Personal Financial Management (PFM) solution. The Geezeo solution is thoughtfully integrated within your online banking platform, giving you the ability to drive growth, engagement and advocacy.

## Geezeo

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**Twitter**

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**Category**

Legal and Risk



Hexanika is a big data software company, which has developed an end-to-end solution for financial institutions to address data sourcing and reporting challenges for regulatory compliance. Hexanika's solution improves data quality, keeps regulatory reporting in harmony with regulatory requirements and keeps pace with the new developments and latest regulatory updates.

**Hexanika****Contact Name and Title**

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Legal



Jones Day is a global law firm with 44 offices throughout the world. Its unique governance system fosters an unparalleled level of integration and contributes to its perennial ranking as among the best in the world in client service. Jones Day provides significant legal representation for almost half of the *Fortune* 500, *Fortune* Global 500 and *FT* Global 500.

**Jones Day****Contact Name and Title**

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**Category**

Data &amp; Analytics, Lending, Mobile and Risk



Lending Technologies Corporation is a fintech company with customers in the USA and Switzerland. Its technology streamlines small and medium sized enterprise (SME) lending. By digitizing processes, lenditapp is changing how financial institutions create loan packages, onboard and retain customers. Customers include banks, alternative lenders and financial services.

**Lending Technologies Corporation****Contact Name and Title**

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**Category**

Lending



LendingFront is a highly sophisticated cloud based platform that enables lenders to originate business loans quickly and efficiently. LendingFront operationalizes all key lending activities into one highly automatable and flexible platform that streamlines loan processing, data, underwriting, scoring, documentation, closing, collection and monitoring.

**LendingFront****Contact Name and Title**

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**Category**  
Lending

## LendKey

LendKey is the leading lending-as-a-service provider for banks, credit unions and specialty finance companies. The LendKey platform provides turnkey access to the many components of a successful online lending program, from marketing and demand generation to loan decisioning, digital origination, loan servicing and balance sheet management.

### LendKey

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**Category**  
Consulting



Mercer Capital is one of the largest business valuation and financial advisory firms in the nation. Financial institutions represent the firm's largest industry concentration. Mercer Capital assists depository institutions, fintech companies, asset managers, insurance companies and specialty financial companies nationally with significant corporate valuation requirements, transactional advisory services and other strategic decisions.

### Mercer Capital

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**Category**  
Lending



Mirador is a white-labeled borrower experience that provides an omni-channel (web, mobile, in-branch) solution that combines an online loan application, automated credit file preparation and enhanced risk management tools. Mirador is designed to reduce the obstacles between traditional lenders and small business access to quick credit.

## Mirador

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**Category**  
Mobile



Mitek applies its global mobile capture and identity verification technologies to optimize the mobile user experience for thousands of financial services organizations and leading brands across the globe.

## Mitek Systems, Inc.

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**Category**  
Lending



nCino is the worldwide leader in cloud banking. Through its Bank Operating System, nCino leverages the power and security of the Salesforce platform to deliver a complete banking solution. Dedicated to transforming financial services through innovation, reputation and speed, nCino's technology enables financial institutions to increase efficiency, transparency and profitability.

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**Category**

Consulting, Lending, Mobile and Payments



Nearshore Partners is a software development and technology services company, founded in San Francisco, CA with development centers in Argentina. Nearshore Partners is a leading provider for the fintech world and understands the complexities the industry faces, the quality, flexibility and quick time to market needed. Nearshore Partners delivers value consistently.

**Nearshore Partners**

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**Category**  
Lending



**NEWGEN**

Newgen Software Inc. is a global leader in banking process automation with more than 200 leading banks and financial services institutions as its clients.

Newgen's banking process management framework automates critical business processes for banking institutions across commercial lending, consumer lending, customer on-boarding, online account opening, trade finance, digital and mobile customer experience strategy.

## **Newgen Software Inc.**

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**Category**  
Data & Analytics

**NOVANTAS**

Novantas is the industry leader in analytic advisory services and technology solutions for banks. They create superior value for retail and commercial banks through deep and insightful analysis of the information that drives the financial services industry across pricing, product development, treasury and risk management, distribution, marketing and workforce management.

## **Novantas**

**Contact Name and Title**

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**Category**  
Mobile

## NYMBUS

Nymbus provides the most modern and advanced core processing platform built to date, transforming the way traditional banks and financial institutions support and interact with their customers. They offer a secure, cloud-based, holistic system that includes all of the mission-critical functions needed to effectively respond to today's digital revolution.

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**Category**  
Payments



Opus Consulting Solutions is a leading technology services and solutions provider focused on the payments industry. Headquartered in Chicago with CMMI Level 5 certified delivery centers in India, their 800+ professionals combine a wealth of experience, domain expertise, technology capabilities and mature processes.

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**Category**  
Mobile



Today, customers expect business to be effortless, but pseudo-security gets in the way. Payfone instantly verifies your customers with the digital identity inherent in each mobile phone. Stop interrogating. Start welcoming.

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**Category**  
Data & Analytics and Lending



PayNet provides credit ratings on small businesses enabling lenders to achieve risk management, growth and operational efficiencies. PayNet's proprietary database encompasses over 24 Million contracts worth over \$1.4 Trillion.

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Lending



PrecisionLender is a web-based pricing management solution used by thousands of lenders daily to price over \$12 billion in commercial loans and deposits each month. With PrecisionLender, loan officers can have constructive conversations focusing on the borrower's needs allowing them to handcraft a solution that works for both the borrower and the bank.

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**Category**  
Consulting



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Protiviti is a global consulting firm that delivers deep expertise, objective insights, a tailored approach and unparalleled collaboration to help leaders confidently face the future. They provide consulting solutions in finance, technology, operations, data, analytics, governance, risk and internal audit through their network of more than 70 offices in over 20 countries.

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**Category**  
Security



Q6 Cyber is an innovative cybersecurity company that transforms the security paradigm from reactive to proactive. The company's proprietary technology and human analysts monitor the digital "underground" to collect targeted and actionable threat intelligence. Armed with that intelligence, its clients proactively identify and respond to emerging threats, fraud activity and existing data breaches.

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**Category**  
Lending



Sageworks provides an innovative lending platform that covers the full life-of-the-loan and drives more profitable growth and risk mitigation at U.S. financial institutions. With Sageworks' web-based solutions, institutions adopt an online loan application and approval process that provides a frictionless borrower experience and uniquely overcomes common data-entry and management inefficiencies.

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Legal



Stinson Leonard Street LLP's fintech attorneys bring a unique convergence of bank regulatory and technology experience to facilitate the expansion of mobile banking, online financial services, financial data services, payment technologies and other disruptive financial technologies. They advise on regulatory, compliance, corporate and securities, M&A, licensing, privacy and intellectual property matters.

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William Mills Agency is the nation's largest independent public relations and content marketing firm to the financial services industry. Founded in 1977, the Atlanta-based company established its reputation through successful execution of media relations, marketing and crisis communications campaigns for companies ranging from entrepreneurial start-ups to large, publicly traded corporations.

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World First USA, Inc. is a market-leading international payments company, helping individuals and businesses manage cross-border payments quickly, securely and transparently. Specializing in foreign currencies and money transfer, World First is an alternative to correspondent banking, providing competitive pricing and a high level of customer service to their partners and clients.

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The ZRent platform is an online rent collection tool that allows landlords to collect funds electronically, creating an automatic and seamless payment process for both tenants and landlords. ZRent is an independent division of Leader Bank, which licenses its innovative rent collection technology to community banks to attract and retain property owners as clients.

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## 2017 ADVISORY GROUP

Providing views and advice on the issues facing the financial industry

FinXTech's 2017 Advisory Group is comprised of a select number of technology startups founders, established technology providers, innovation leaders in banking, investors and government and non-government policy leaders – all of which make up FinXTech's ecosystem. Advisors are charged with informing FinXTech with the changes that are constantly occurring within their industry and how they are impacting the financial community – allowing FinXTech to provide the most relevant and most up-to-date information to bank leaders across the U.S.

**2017 Advisory Group Members****Jo Ann Barefoot**

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Barefoot Innovation Group

**Pete Chiccino**

Executive Vice President &  
Chief Information Officer  
The Bancorp Inc.

**Thomas Brown**

Partner, Litigation  
Department  
Paul Hastings LLP

**Sima Gandhi**

Head of Business  
Development and Strategy  
Plaid

**Michael Butler**

President & CEO  
Radius Bank

**Ryan Gilbert**

General Partner  
Propel Venture Partners

**Michael Carter**

Founder & CEO  
BizEquity

**John Gill**

Chief Operating Officer  
& Chief Risk Officer  
Somerset Trust Company





**Joe Guastella**  
Global & U.S. Managing  
Principal, Financial Services  
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**Atul Kamra**  
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**James Hale, III**  
Founding Partner  
FTV Capital



**Aditya Khurjekar**  
CEO & Co-Founder  
Let's Talk Payments



**Fatema Hamdani**  
Managing Director  
SyntraPoint



**Jimmie Lenz**  
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**Adrienne Harris**  
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**Walt Levengood**  
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Brookdale Senior Living  
Solutions



**Greg Ott**

President  
Nav Inc.



**Christa Steele**

Former President, CEO &  
Board Member, Mechanics  
Bank; Founder, Boardroom  
Consulting LLC



**John Pizzi**

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BaseVenture



**John Thompson**

SVP & Leader,  
Program Team  
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**Dennis Roman**

Chief Marketing Officer  
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**Huma Usmani**

CMO & Co-Founder  
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**Gregg Schoenberg**

Founder  
Wescott Capital



**Andres Wolberg-Stok**

Director  
Citi Fintech



**Chris Skinner**

CEO  
The Finanser Ltd



**Jon Zanoff**

Founder  
Empire Startups

# 2016 TECHNOLOGY SURVEY: TROUBLE AT THE CORE

By: **Emily McCormick**, director of research for Bank Director

**In June and July, Bank Director conducted a survey of 199 board members and senior executives of U.S. banks between \$250 million and \$20 billion in assets, including CIOs, CTOs and chief executive officers.**

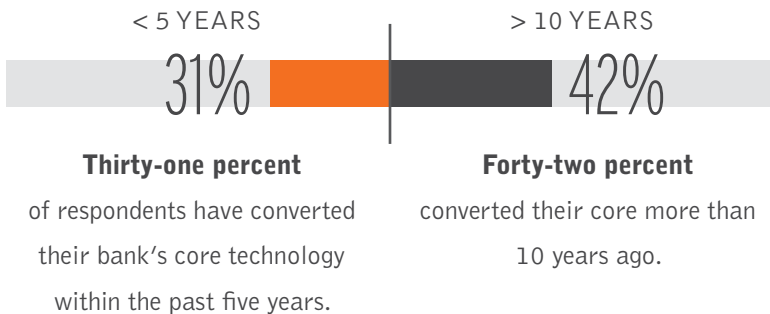
A growing number of technology providers seek to partner with and serve the industry, filling the innovation gap created by slow-to-respond core providers. Nineteen percent of bank executives and directors—including 30 percent of bank CIOs and CTOs—report that their bank has pulled back on plans to integrate a more innovative product, service or delivery channel due to the inability or unwillingness of the bank's core processor to support that activity. An additional 11 percent of total respondents—and 22 percent of technology executives—say they've pushed on with plans to innovate despite negative pushback from the core. The survey also finds that the ability to effectively use data plagues respondents. Seventy percent indicate that their bank could better use data to serve the needs of existing customers, or identify new customers. A further 15 percent say their institution doesn't use data analytics.

*The 2016 Technology Survey is sponsored by CDW, headquartered in Vernon Hills, Illinois.*

## 2016 Technology Survey Key Findings:

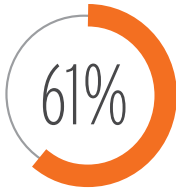


**Cybersecurity still looms large:** Having a strong technology infrastructure in place to protect against cyberattacks remains the top technology concern for survey participants, at **72 percent**.



Respondents report that their bank works with **a median of five technology firms**, including the core provider.





**Sixty-one percent** of participants see fintech firms as both competitors and partners.

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Online marketplace lenders should be more heavily regulated, say **60 percent** of respondents.



41%

18%



**Forty-one percent** worry that they'll lose loans to these lenders, but **18 percent** don't think these lenders have long-term viability.



**Seventy percent** of respondents believe that technological innovation is a priority for their board, but just **42 percent** discuss technology at every board meeting.

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To review the full survey results, please visit [BankDirector.com](http://BankDirector.com).

# FinXTech

The Intersection of Financial Institutions  
and Technology Leaders

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