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MARCH - 19 - 2018

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Top 25 FinTech Solution Provider Companies - 2018

Thanks to technological advancements, automation has become a way of life for most people. For the finance industry, automation, along with mobile technology and cloud computing has given rise to the concept of on-demand finance. Analysis of the market also shows that most consumers are more comfortable managing their money and business online. From paying bills, making investments, to transferring funds, the preference toward online ways of completing a task is stronger than ever before. It is expected that the market will move toward enabling automated financial decisions in the coming years, and consequently, several applications will be available that are dedicated to help people live an automated financial life.

Citing the direction the market is headed, financial institutions are now more open toward adopting technology which can help them roll out efficient services with the touch of personalization.

As such, the image of fintech companies is changing from being technology disruptors to partners in the digital-first world. Investments into technologies have also swollen many folds, which is a clear marker of the financial institutions' willingness to spend hefty amounts in a bid to offer modern services that keep them from lagging behind and becoming obsolete.

To help CTOs, CIOs, and CEOs find the right solutions, a distinguished selection panel comprising of CEOs, CIOs, VCs, industry analysts, and the CIO Applications' editorial board has selected a list of fintech solution providers that exhibit innovative technologies.

We have considered the vendor's ability in building solutions and services that can effectively, yet economically, help banks and other industry incumbents join the digital revolution. We present to you "Top 25 FinTech Solution Provider Companies - 2018".



Company:

Intelli Group

Key Person:

Panos Gialelis
MD

Website:

intelli-corp.com

Description:

A specialized IT consulting firm, enabling digital transformation in the realm of banking, insurance, telecom and services

Intelli Group

Orchestrating Digital Transformation

The digital shift in the financial sector is not coming, but it's already here. In the era of on-demand finance, where customers manage most of their transactions online, the glacial pace and bureaucracy of traditional financial services pose a critical bottleneck. Consequently, to keep pace with the demands of the tech-savvy customer, banks, and other financial institutions must adopt a customer-centric approach rather than a product-centric one. Bridging this gap between banks and digital natives, Intelli Group initiates digital strategies to assist companies to build an innovative roadmap for their future. The company aims to orchestrate the digital transformation of financial institutions by enabling online self-service customer interactions with its broad portfolio based on the SynChordia™ Business Suite, allowing them to launch a series of new digital offerings that follow the whole customer lifecycle—from engagement, retention to revenue assurance.

Intelli Group leverages the most effective way to understand and bring organizations from traditional banking to digital banking through an omnichannel approach

SynChordia™ Business Suite provides a complete solution offering for financial institutes that includes Online Customer Onboarding, Back-Office Automation, Digital Lending, Service Lifecycle Management, Digital Loyalty & Analytics, and Debt Management & Recovery. As a specialized IT consulting firm, Intelli Group is governed by the mission to enhance the corporate value

of their customers in a quantifiable manner and in optimal time. “We are focused on increasing our customers’ competitive advantage through the combination of first-class services, multinational expertise, and in-depth understanding of the dynamics that affect their industries,” says Panos Gialelis, the managing director of Intelli Group.

According to Gialelis, an efficient digital transformation program begins with an understanding of digital customer behavior, preferences, choices, stated as well as unstated needs. To that end, “Intelli Group leverages the most effective way to understand and bring organizations from traditional banking to digital banking through an omnichannel approach,” he adds. Intelli Group offers omnichannel services perfectly aligned with specific parameters as well as KPIs to address the challenge of bringing down significant operational costs.

Aimed at providing software solutions for the financial, telecom, and services sectors, Intelli Group has deployed over 1,000 projects and supported over 200 enterprises during its journey, providing significant added value to its customers. Intelli Group offers financial institutions with inexpensive, user-friendly, and an automated customer onboarding and verification platform that allows organizations to study customer behavior and transfer the information to the stakeholders at the right time, thereby opening the scope for cross-selling of their products. In addition, organizations can increase credit limits of the customer by attaining data from alternative sources such as analytics and financial transactions. These processes further enhance fraud detection



measures along with customer profiling, credit risk assessment, as well as debt handling measures.

What makes Intelli’s SaaS offering unique is its simplicity in deployment, cost-effectiveness, scalability as well as minimal initial capital expenditures. In an instance, the company automated the entire back-office process for Citi Bank, reducing time-consuming paper-related processes such as loan provision, cheque processing, invoices processing, insurance products, mortgages, and credit cards. Thus, Intelli Group succeeded in reducing the cost efficiently and improving the time needed for the related services provision.

In the coming years, the company will extend its business in international markets, especially in Europe. Besides, with the company also intends to enhance their products and solutions, which will serve as a key metric for providing an added value to their clients. “Intelli Group strives to become the leading organization in the fintech space to have leveraged smart automation for streamlining operations, thereby reducing costs as well as errors,” says Gialelis. CA