



Banking
CIO
Outlook

TOP 10
TREASURY 
MANAGEMENT
SOLUTION PROVIDERS -2016

With the changing global market, crashing of stock events and other economic crisis, Treasury Management Systems (TMS) have become an inevitable part of managing an enterprise's liquidity. It allows firms to govern the policies and procedures of financial activities in real time, while mitigating the operational, financial, and reputational risk.

A sophisticated, flexible, and automated treasury solution offers agility, reduces cash flow risk, increases revenue, and boosts market share. This will lead to multi-level improvements in a firm's operational efficiency. As a result, financial institutions today demand offerings that integrate with the entire value chain to boost speed and straight-through processing; along with intuitive and easy usage, driving them toward a single treasury management solution from one provider.

With this market opportunity, there are scores of solution providers that are devoted to providing treasury management solutions and best practices that support clients' needs. Even smaller banks are launching and expanding their treasury management functions due to the emerging market opportunities.

In order to assist CEOs, CIOs, and other executives find the right TMS for their enterprise, Banking CIO Outlook presents Top 10 TMS providers. The listing gives insights into how these solutions efficiently manage a firm's liquidity and financial activities within an acceptable level of risk, consolidating the company's funds optimally and profitably.

We present to you Banking CIO Outlook's Top 10 Treasury Management Solution Providers 2016.

Top 10 Treasury Management Solution Providers 2016

Company	Management	Description
Axletree Solutions North Brunswick, NJ axletrees.com	Mohan Murali, CEO	Axletree Solutions is a Treasury Management specialist and SWIFT Connectivity expert, providing end-to-end solutions to banks and Fortune 500 companies worldwide.
FinMechanics Singapore finmechanics.com	Anindya Sarkar, CEO	Provider of specialized services and solutions for leading global and regional banks and financial institutions in the Asia-Pacific region.
Industry Avenue Technologies Houston, TX industryavenue.com	Hari Iyer, President and CEO Sandro Giannetti, Director, Treasury Services	Offering clients a mix of both technology products and treasury consulting services to help them address FX exposure risk, optimize liquidity, and manage a host of other Treasury functions such as contingent liabilities, debt, and bank accounts.
Kyriba San Diego, CA kyriba.com	Jean-Luc Robert, Chairman and CEO	Provides cloud-based proactive treasury management solutions.
OpenText [NASDAQ:OTEX] Waterloo, Canada opentext.com	George Schulze, SVP, OpenText Information Exchange	OpenText enables the digital world by simplifying, transforming, and accelerating enterprise information exchange in the cloud.
Promontory Interfinancial Network Arlington, VA promnetwork.com	Charles "Duffy" Mees, CIO	The company offers best-in-class solutions and services for banks and other financial institutions.
Reval New York City, NY reval.com	Jiro Okochi, CEO and Co-Founder	Provider of comprehensive and integrated SaaS solutions for treasury and risk management.
SS&C Technologies Windsor, CT ssctech.com	Tom McMackin, Senior Vice President John Hansen, Director	SS&C provides the global financial services industry with a broad range of highly specialized software, software enabled-services, and SaaS solutions for operational excellence.
TreasuryXpress New York City, NY treasuryxpress.com	Thomas Leitch, Vice President, Business Development	A provider of cloud-based treasury management solution.
ZM Financial Systems Chapel Hill, NC zmfs.com	Butch Miner, CPA, CFA, and Co-Founder Dai Zhao, PhD, CFA and Co- Founder	Provides quantitative financial modeling, portfolio, and risk management experience to global financial institutions.

FinMechanics

Comprehensive Solutions for Treasury and Capital Markets

FinMechanics, a financial markets consulting company started in 2007 by Anindya Sarkar and three co-founders, was faced with both new opportunities and unique challenges in the wake of the global financial crisis. The credit crunch in 2008 made the financial markets extremely volatile. A young company found itself tackling very different issues and challenges from the ones it had set out to solve. They were repeatedly faced with gaps in solutions and leading capital markets technologies not keeping pace with the rapid changes around them.



Anindya Sarkar

Increasingly, clients asked FinMechanics to develop tools tailored to the changing business needs instead of making the existing ones work with sticky tape. What started as tools to aid risk, front office and sales teams evolved into enterprise software for global markets of banks. “We want to deliver a complete range of solutions and services to be the partner of choice for treasury, capital markets and risk departments of banks,” says Anindya Sarkar, CEO, FinMechanics.

Headquartered in Singapore with offices in Kuala Lumpur and Mumbai, the organization is split into two business lines—Consulting and Products.

The Consulting Practice of FinMechanics enables clients to derive business benefits in the form of enhanced profitability, reduced costs and time

to market, regulatory compliance and decision making tools. The consulting team works on derivatives pricing, collateral management, credit/funding adjustments and model validation. They also solve problems faced in transfer pricing, market risk, counterparty credit risk and P&L reconciliation across front office, risk and finance. The team works with operations and middle office to implement systems and processes to increase STP rates and automate settlements and trade clearing.

The Product suite of FinMechanics has three platforms—FM Converge, FM Connect and FM Physicals.

FM Converge offers a highly responsive platform to price, structure, and manage risk. Born out of the financial crisis, the platform incorporates funding, collateral and credit costs on a pre-trade basis. Anindya points out that FM Converge seamlessly integrates with the existing trade repositories and back office systems of banks, resulting in a very high return on marginal investment. FM Converge is in use at mid-size banks

“Technology led innovation in financial markets provides a bigger competitive advantage than ever before”

along with large multi-locational trading desks. The platform allows replacement of its native pricing library with a bank’s own library or a popular third party library such as Numerix, OpenGamma, etc.

FM Connect is a cross-asset Single Dealer Platform (SDP) effectively taking the bank’s sales team to their customers’ desktop and handheld devices. It enables the bank’s customers to view and transact on streaming tradable quotes and negotiate prices for vanilla and exotic financial instruments. The client layer workflows along with look and feel can be fully tailored to meet each bank’s requirement. The platform brings the best in e-commerce technologies to the corporate clients of banks.

FM Physicals is an integrated front to back platform for commodities. The platform helps improve efficiency in physical trading of precious metals, base metals and wholesale banknotes business and can be adapted to other commodities. The platform handles all kinds of trade variations and their hedges with pre-deal inventory and limit checking, spreading rules, deal lifecycle and accounting.

FinMechanics plans to enrich the platforms, especially in the area of regulatory changes related to FRTB and Basel IV. “We believe technology led innovation in financial markets provides a bigger competitive advantage than ever before,” says Anindya. FinMechanics’ key differentiation lies in its specialized techno-functional team updated with the latest in quantitative finance, depth across financial markets and the ability to adopt latest technologies. In the near future, FinMechanics plans to expand its geographical footprint to London, New York, and Sydney. **BC**