

# CIOReview

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The Navigator for Enterprise Solutions

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## 100 Most Promising Oracle Solution Providers

Oracle is the world's leading supplier of software for information management and is best known for its sophisticated relational database products which are used in Fortune 1000 corporations. It is no secret that Oracle solutions and products are at the heart of many enterprises across the world. Be it running financials, Server and Storage Systems, Middleware, Engineered Systems; Oracle is the knight in shining armor for every CIO.

Oracle has its reach in the Engineering and Construction, Financial Services, Healthcare, Insurance, Life Sciences, Oil and Gas, public sector amongst others. Products such as the Oracle Hyperion, E-business Suite, Oracle DB, Fusion Sales Cloud, Fusion HCM and many others form the core of the enterprises ecosystem.

Although for most of the 35 years since its founding, Oracle has been firmly fixated on the on-premises software market. Today, the company that only a few years ago marginalized the promise of cloud computing is now firmly entrenched in the SaaS camp, and even goes so far as to say that its cloud business is key to its success moving forward.

In this changing environment, the downside of being such a giant is that a prospective customer would need to sift through a huge stack of products to narrow down on the one that suits their business. Today's CIOs are on the lookout for partners who are leading consulting and

solutions providers with strong business acumen, industry focused consultants and practices, change management skills, and tools built for specific industries. Furthermore, Oracle clients desire for fully managed solutions from firms with an "asset heavy" footprint, global data presence and strong skills around infrastructure management.

The Industry giant partners with many vendors big and small, ranging from multinational corporations to small players to specialist providers. Existing within this universe of Oracle partners are a select few who are above the league. And through this edition of CIOReview, we will help clients get more insights into the capabilities of the major global service providers who are strong in Oracle technologies.

As a prelude to CIOReview's 100 Most Promising Oracle Solutions Providers 2014, our selections panel the capabilities of thousands of vendors in this space that have skills to tackle complex challenges. The companies featured have showcased an in-depth expertise in delivering integrated and innovative technologies to streamline operations across the Oracle landscape. A distinguished panel of CEOs, CIOs, VCs, industry analysts and the editorial board of CIOReview selected the final 100 companies that are at the forefront of tackling today's challenge in the Oracle ecosystem.

We present to you CIOReview's 100 Most Promising Oracle Solutions Providers 2014.



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### Company:

Aithent

### Description:

A provider of regulatory compliance management solutions for financial services, government, healthcare and insurance organizations around the globe

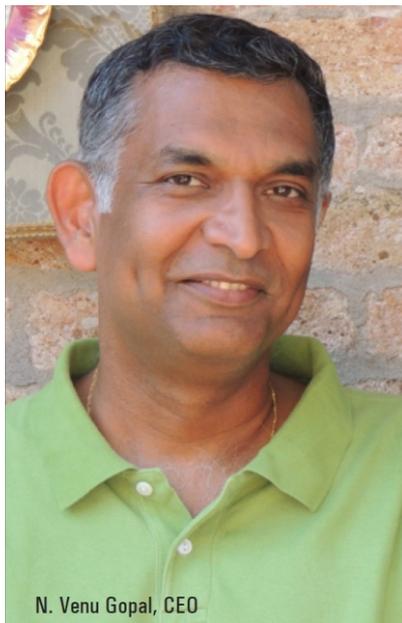
### Key Person:

Venu Gopal, CEO

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# Aithent: Providing Compliance and Risk Management Solutions for a Wide Range of Industries

By Joe Philip



N. Venu Gopal, CEO

**B**usinesses and institutions constantly seek ways to operate more efficiently and economically to deliver more and better services to their customers. At the same time, these organizations must protect themselves and their customers against the ever-growing specter of fraud and risk. In addition, government regulations intensify the pressure felt by the companies as they adapt to new technologies that help address the operational challenges they and their customers face in today's competitive business landscape.

## Addressing the Idiosyncratic Needs

Aithent, a global provider of software services and solutions, has

been providing organizations in the finance, insurance and healthcare sectors as well as government agencies with flexible and scalable solutions that address risks and regulatory issues. Since its inception in 1991, Aithent has been the undisputed leader in creating high-value licensing/permitting/identity management solutions for the regulatory sector, cloud-based regulatory and compliance solutions and fraud risk management solutions for a wide range of industry sectors.

The firm stands-out with a singular ability to understand customers' process requirements and preferences. This skill has resulted in the creation of modules and components that are scalable, flexible and easily configurable to meet the idiosyncratic requirements of customers. "Each customer is unique and uses a plethora of systems, both internally developed and third-party solutions, as such we position ourselves to quickly adapt to a solution suiting our customer's unique environment, independent of whether the system is being deployed in the cloud or on-premise", says N. Venu Gopal, CEO, Aithent. One such solution is the Aithent Fraud Manager (AFM), a solution that can be deployed to support the needs of a single channel within a financial institution and scale to support the needs of the entire enterprise across all channels. AFM monitors transactional and customer information and generates

timely alerts and allows the institution to investigate and process those alerts in coordination with alerts from third-party detection systems supporting Bank Secretary Act and Anti-Money Laundering (BSA/AML) and Regulation E regulatory needs.

## Finding Potentials

Always known for selecting the right stack of technologies, Aithent's push towards perfection cannot be held back. "We've partnered with Oracle because its technology stack offers the right mix for us plus its partner program lets us market our solutions cost-effectively," Gopal said. Aithent's solutions aid a wide range of market segments which must contend with demanding regulations and a challenging business environment. For example, its solutions have been embraced by financial institutions with assets in excess of \$80B and by those with \$1B or less in assets, with each realizing meaningful, measurable benefits.

Over the next few years the firm looks to focus on growing market share at a rapid pace within the financial regulatory market and strives to provide the right combination of data science and data visualization techniques to better service the needs of its user communities. At the same time, the company will further invest in its cloud-based offerings across all product lines.