

ENTERPRISE IRELAND

FINANCIAL TECHNOLOGIES & SERVICES

Company Portfolio



FRONT OFFICE – CUSTOMER SALES/SERVICE CHANNELS

Investment banking & funds management	Retail & commercial banking	Insurance & pension
Order management Barracuda FX	Branch & ATM technologies CR2 , Zarion , Antuar	Marketing OSG Group , Financial Risk Solutions , VISION
Corporate finance & treasury FTI Treasury Management , Salmon Software , Aztec Money	Cash management FTI Treasury Management , Salmon Software , System Dynamics	Distribution OSG Group , System Dynamics , Financial Risk Solutions , VISION
Risk & regulation Quaternion , AQ Metrics , RiskSystem , ViClarity , Gandon , Fenergo , Terranua , Carne Group , Centaur , Chasing Returns , Irish Stock Exchange , Credit Expo , Information Mosaic	Loan & mortgage Zarion , inCol	Claims management Exaxe , ClaimVantage , FINEOS , Financial Risk Solutions , DocoSoft
Investment & banking data and research Peracton , MoneyMate , Corlytics , EagleAlpha , FundCals	Online & mobile payments wallets CR2 , Acquirer	Insurers Blue Insurance , XSDirect
Training & eLearning Interactive Services , FTI Treasury Management , Intuition , VISION	Prepaid & loyalty CR2 , Acquirer , Savvy	Pension Exaxe , Financial SatNav
Investment & fund management Abbey Capital , ML Capital , Three Rock Capital Management , Trinity Fund Management , Gandon , Amarenco , Goldcore , Alder Capital	Currency Salmon Software , FEXCO , Monex , Continuum Commerce , CurrencyFair	Regulatory capital Insurance Regulatory Capital
Payments, security, penetration testing etc IT Guarded , Acquirer , Espion , Ward Consulting , VigiTrust , Sysnet , Sentenial , Sytorus		
Mobile security, authentication Daon , Moqom , Touchtech , Actus Mobile , Onaware , Trustev		
Customer insight and management CR2 , Zarion , VISION		
Fraud prevention Trusdev		

MIDDLE OFFICE

Regulatory compliance consultancy & technology Sysnet , AQMetrics , Fenergo , FTI Treasury Management , VigiTrust , Zarion , OSG Group , System Dynamics , Financial Risk Solutions , Acquirer , Vizor , XRS
Risk management & related technology Rockall , Exaxe , Peracton , AQMetrics , FTI Treasury Management , ClaimVantage , Financial Risk Solutions , Acquirer , Corlytics , FundRecs , Terranua , Rubicon , ServiceFrame

BACK OFFICE

Customer and account information – on-boarding & maintenance <i>Fenergo, Zarion</i>	
Banking and Investment	Insurance & Pensions
Treasury management <i>FTI Treasury Management, Salmon Software, Bankhawk</i>	Underwriting <i>Financial Risk Solutions, Zarion, VISION</i>
Foreign exchange <i>FTI Treasury Management, Salmon Software, Financial Risk Solutions, Barracuda FX</i>	Policy administration <i>Exaxe, FINEOS, Zarion, OSG Group, VISION, DocoSoft</i>
Corporate actions <i>FTI Treasury Management, Financial Risk Solutions</i>	Claims management <i>FINEOS, ClaimVantage, Zarion, OSG Group, VISION, DocoSoft</i>
Collateral management <i>Rockall, Fenergo</i>	Claims processing BPO <i>Zarion, OSG Group</i>
Tax services <i>Taxback, Fintrax</i>	Fund administration technology <i>Financial Risk Solutions</i>
Professional services, financial reporting <i>Doran & Minehane</i>	Document management and workflow <i>Fenergo, ClaimVantage, Zarion, VISION, FlowForma</i>
	Pension fund administration <i>Zarion, Financial Risk Solutions, Exaxe</i>
	Fund administration & investor services <i>Zarion, Financial Risk Solutions, FundCalcs, Trinity Fund Admin, Gandon, ML Capital, Silverfinch</i>
	Loss adjustment <i>Thornton Group</i>
Business process outsourcing <i>Certus, FTI Treasury Management, Zarion, OSG Group</i>	
Payments clearing and settlement – domestic & international <i>FTI Treasury Management, Salmon Software, Sentenial</i>	
Business and customer service transformation <i>Pathfinder, Vision</i>	

INFRASTRUCTURE

Security software and solutions <i>Sysnet, VigiTrust, Acquirer, IT Guarded</i>
Storage and virtualisation <i>Waratek</i>
Network management and monitoring <i>Corvil</i>
Infrastructure management & security <i>Waratek, Baker Security & Networks, IT Guarded, Espion, Ward Consulting, iQuate</i>
Contact centres & knowledge-based outsourcing services <i>OSG Group, Abtran, Version 1, Certus, CPL, iNavtas</i>
Mobile solutions <i>Mogom, Daon, Touchtech</i>
Corporate pension platform (administration investment management & trusteeship) <i>SourcePensions</i>

CORPORATE OPERATIONS

Finance & treasury <i>FTI Treasury Management</i> , <i>Salmon Software</i> , <i>Financial Risk Solutions</i>
Human resources & staff benefits <i>e-Frontiers</i> , <i>Global Shares</i> , <i>Groupschemes</i> , <i>Globoforce</i>
Business Administration <i>OSG Group</i> , <i>Abtran</i>

PAYMENT PROCESSING & SERVICES

Gateways & processors <i>WorldnetTPS</i> , <i>Payzone</i> , <i>Sentenial</i> , <i>CipherApps</i>
Prepaid & loyalty <i>Savvy</i> , <i>GroupSchemes</i> , <i>The Gift Voucher Shop</i> , <i>Smart Transfer</i>
Infrastructure & security <i>Waratek</i> , <i>Acquirer</i> , <i>Espion</i> , <i>Ward Consulting</i> , <i>IT Guarded</i>
Currency <i>CurrencyFair</i> , <i>Transfemate</i> , <i>Fexco</i> , <i>Monex</i> , <i>Continuum Commerce</i>
Mobile Payments <i>Actus</i> , <i>Chuey</i> , <i>Daon</i> , <i>Ding</i> , <i>Fire Financial Services</i> , <i>Moqom</i> , <i>PennyOwl</i> , <i>TouchTech</i> , <i>Trustev</i>

Select Company Profiles

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[PAYZONE IRELAND LTD](#)

[IQUATE LIMITED](#)

[EXPERT REVENUE SYSTEMS](#)



Business Description:

Barracuda FX are an Irish-based company specialising in the provision of enterprise class FX Order Management for the investment and private banking arms of banks. In their short history, they have become the number one provider of pure FX Order Management solutions supporting deployments across 45 countries.

Leveraging the management team expertise in FX, together with their strong customer service ethic, Barracuda is a partner that strives towards a high quality customer experience at the core of everything they do.

Products and Services:

- FX Order Management
- Liquidity Management
- Execution Management

Value Proposition:

Barracuda FX's innovative FX Order Management Solution allows clients (Banks and Corporates) to increase their FX trading revenue, reduce operating costs and maximise profitability with complete control and confidence.

- Designed in conjunction with traders and sales staff, the Barracuda OMS is extremely fast, easy to use and intuitive.
- Unique visualisation of order books help identify order distribution and key support/resistance levels.
- The OMS facilitates full Auto Execution of orders based on fully configurable rules.

Standard and Certificates:

Barracuda FX wins Best Order Management award at P&L 2014 Readers' Choice Awards for fourth consecutive year

Sector(s) Served:

• FX Trading • Investment and Private Banking • Brokers • Capital Markets • Financial Services

Address:

Guild House
Guild Street
IFSC
Dublin 1
Ireland

Geographical Market(s) Served:

• Ireland • United Kingdom (UK) • Europe • United States of America (USA) • Australia • New Zealand

Contact Details:

Phone +353 1 4301825

Website www.barracudafx.com

Email kieran.fitzpatrick@barracudafx.com

AZTEC MONEY

Business Description:

Aztec Money is an online trade finance platform where trade suppliers can upload and receive funding for their outstanding invoices.

Aztec offers suppliers of goods and services from any industry access to non-bank invoice finance, without restrictions or limits, via its online marketplace or supply chain finance solutions.

We offer simple reverse funding programs covering suppliers globally irrespective of supplier size, location or credit quality.

Aztec operates a multi-lingual, self-service system for suppliers with funding available via our online portals 24-7.

Aztec Money can facilitate up to \$30 Billion of supplier finance with capital provided by institutional investors.



Products and Services:

Benefits for Supply Chain Financing

- Off balance sheet alternative to traditional trade finance lending
- Increase Free-Cash-Flow through invoice sales
- Zero cost, zero integration, rapid global deployment
- Finance suppliers currently NOT supported by existing trade finance
- Increase Trade payable terms without impacting supplier liquidity
- Global coverage of ALL suppliers at low funding rates

Benefits for Trade Suppliers

- Fast access to non-Bank capital
- Online, self-service, local language portal
- No funding limits, rejections or restrictions
- No credit, borrowing or insurance
- Longer payment terms
- No contractual tie-ins

Value Proposition:

Aztec Money, with its presence in over 38 countries, is able to service suppliers of any size. We provide a self-service finance solution that is based on the true-sale of invoices and by partnering with corporate debtors can ensure that no rejection or limits are placed on financing.

Sector(s) Served:

- Financial

Address:

1st Floor
Georges Quay Plaza
Georges Quay
Dublin 2
Ireland

Geographical Market(s) Served:

United States of America (USA), Mexico, Canada, Colombia, Chile, Peru, Ireland, Spain, United Kingdom (UK), Greece, Italy, South Africa, UAE, Russia, Ecuador, Singapore, Malaysia, Thailand, Japan, Indonesia, Hong Kong, India, Bangladesh, Australia, Costa Rica, Morocco, Philippines, Poland, Turkey

Contact Details:

Phone +353 1 9075216

Website www.aztecmoney.com

Email Gianfranco.pirastu@aztecmoney.com

Business Description:

Quaternion Risk Management (QRM) is a boutique capital markets consulting practice with deep sector specialization in quantitative risk management, providing expertise and software solutions and the delivery of complex projects in the trading, risk and finance functions.

Quaternion's clients are tier one Investment Banks, European Commercial banks, Bank Resolution vehicles, Auditors, Hedge Funds and Corporates. Our projects range from the design or optimization of pricing models to the re-organization and system implementation in any capital markets activity.

Products and Services:

1. Consulting Services
 - a. Quantitative Analysis
 - b. Support: System Implementation, Design, Training
2. Software: Quaternion Risk Engine (QRE)
 - a. Pricing Validation
 - i. Independent pricing and risk quantification for complex portfolios of bond and derivative instruments.
 - ii. Verify and provide visibility on existing risk models and systems.
 - iii. Validate in-house quantitative development.
 - b. Specialist Validation
 - i. Analysis of sophisticated derivatives.
 - ii. Expected and potential exposure refinement.
 - c. Core Pricing Library
 - i. Reduction of operational risk with single system.
 - ii. Replacement of expensive existing 'black box' systems.
 - d. Audit & Corporate
 - i. CVA, DVA and other metrics for all portfolio sizes and complexities for IFRS and other regulatory requirements.
 - e. Customised Analysis & Integration
 - i. Design and execution for specific analysis: CVA, Multi-curve pricing, etc.
 - ii. Design and integration using third party software.

Value Proposition:

QRM delivers value-add through:

1. Achieving compliance with regulatory requirements.
2. Reduction of operational risk through expert independent validation and oversight.
3. Reduce costs through efficiency & speed of execution with specialist resources.
4. Reduction of capital requirements and costs of capital.
5. Competitively priced licenses and services.

Sector(s) Served:

• Banks (Tier 1, Investment Banks, other banks) • Audit • Corporate • Energy • Insurance • Regulatory • Hedge Funds

Key Clients:

• Please contact us for further information

Address:

54 Fitzwilliam Square
Dublin 2
Ireland

Geographical Market(s) Served:

Global Marketplace

Contact Details:

Phone +353 1 6787922

Website www.quaternionrisk.com

Email caroline.tonkin@quaternionrisk.com

Business Description:

Fenergo is an award-winning provider of Client Lifecycle Management solutions designed to help investment banks and capital market firms manage the end-to-end regulatory onboarding process – from onboarding, to management of client and counterparty data and regulatory compliance with existing and emerging KYC, classification and OTC derivative regulations. These solutions simplify and rationalize often complex operational interactions of client lifecycle management by orchestrating onboarding, regulatory compliance and KYC activities across all touchpoints within the bank.

Products and Services:

Fenergo's Client Lifecycle Management platform is comprised of three core product pillars, which include:

- Client & Counterparty Data Management
- KYC & Regulatory Compliance Management
- Client Onboarding Lifecycle Management

Value Proposition:

Fenergo's Client Lifecycle Management solutions enable financial institutions to manage client and counterparty data, documentation and regulatory requirements effectively. The company's USPs are based on its Product (content-rich data model and business rules engine that supports global KYC and regulatory requirements for institutional client onboarding), People (financial technology specialists with global experience in onboarding and KYC regulations across multiple regions) and Know-How (the in-depth knowledge of Fenergo's Subject Matter Experts on key areas of regulation, compliance, data management, onboarding and BPM).

Standard and Certificates:

Best Enterprise Data Management (Inside Reference Data, 2014)
Technology Innovation of the Year Award (ISA, 2013)
Best Customer Onboarding Solution (Compliance Register, 2012)

Sector(s) Served:

• Financial Services • Capital Markets • Investment Banks • Wealth Management • Asset Management • Corporate Banks • Private Banks • Business Banks • Wholesale Banks • Exchanges • Central Banks & Regulatory Bodies

Key Clients:

• BMO Capital Markets • Scotiabank • Rabobank • Lloyds Banking Group • RBS • National Asset Management Agency • RBS • Bank of Montreal

Address:

Ormond House
Ormond Quay
Dublin 7
Ireland

Geographical Market(s) Served:

United Kingdom (UK), Ireland, Europe, North America, Asia Pacific

Contact Details:

Phone +353 1 9013600
Website www.fenergo.com
Email info@fenergo.com



Business Description:

TerraNua was created in 2000 and was a fully owned subsidiary of Fidelity Investments until 2008 when it became an independent entity. Since 2008, TerraNua has primarily focused on its compliance automation solution MyComplianceOffice (www.mycomplianceoffice.com). The MyComplianceOffice solution for Code of Conduct, Conflict of Interest and Personal Trade Monitoring is sold to a broad range of financial services and large corporate firms. TerraNua's MySurveillanceOffice for Trade and Portfolio Surveillance compliance is primarily marketed to the investment sector within financial services. See also <https://www.mysurveillanceoffice.com/>

Products and Services:

TerraNua provides a range of unique and complementary products that focus on improving an organization's Governance, Risk & Compliance functions through streamlined processes, reduced costs and significant customer service improvements.

Blue Chip clients worldwide have implemented TerraNua products as their solution to some of the challenges facing the financial services industry.

All of our products are highly usable, can interface easily with existing systems, are designed to be intuitive and generally require little or no user training.

MyComplianceOffice is a comprehensive solution to enable you to manage your compliance program effectively and efficiently.

Your compliance activities, events and documents are all managed and stored in the application ensuring ease of tracking and control of your compliance program.

Value Proposition:

- Value: Affordable, cost effective
- Innovative Software: Integrated, single structure, dashboard, breadth of compliance functionality, constantly evolving and enhancing products
- Comprehensive Integrated Trade Capture Methods: Unparalleled breadth of alternative trade capture solutions
- Differentiating Features: Task management, dashboard firm (ease of use/monitoring), flexibility
- Excellence in Implementation and Ongoing Support: Dedicated support with detailed compliance, industry and product domain support covering globe from support locations in US West Coast, US East Coast and Ireland
- True Multi-Tenant SaaS Solution: All trade capture, upgrades, and infrastructure managed by MyComplianceOffice (as opposed to client)
- Long term Focus: Objective is to provide the most cost effective, industry leading, comprehensive, integrated compliance solution for the investment industry

Sector(s) Served:

• Financial Services • Investment Services • Brokers • Dealers • Governance, Risk & Compliance, Large Corporations (>1,000 employees)

Key Clients:

• Prudential • Brown Brothers Harriman • Depository Trust and Clearing Company • Aberdeen Asset Management • Fitch Ratings

Geographical Market(s) Served:

Ireland, United Kingdom (UK), Continental Europe, United States of America (USA)

Contact Details:

Phone +353 1 4247100

Website www.TerraNua.com

Email info@terranua.com

Address:

Unit 2C
Avonbeg Industrial Estate
Long Mile Road, Walkinstown
Dublin 12
Ireland

INTERACTIVE SERVICES



Business Description:

Interactive Services develops custom learning and corporate training solutions for the world's leading organizations. We are committed to becoming the world's premier training development partner for global Fortune 1,000 companies. We provide a comprehensive portfolio of custom learning services that meet the unique needs of each of our clients. We are a leader in quality, innovation and value.

Products and Services:

We provide our customers with bespoke custom blended learning solutions. These solutions can comprise of eLearning, mobile learning, classroom training, virtual classroom, distance learning support materials and blended learning solutions.

We provide our customers a complete turnkey solution from initial needs analysis to development to training rollout/implementation.

Our core areas of content expertise include:

- Sales/Channel Training
- On-boarding/New Hire Training
- Leadership and Talent development
- Compliance and Risk
- Technical Training

Value Proposition:

Interactive Services prides itself on the quality and innovation of the training we create for its customers.

For over 20 years now we have partnered with clients (35+ Fortune 500 companies) to develop training solutions that meet their specific needs, improve performance and help them achieve their business goals.

Our programs are creative blended solutions that drive the cost of development down, reduce the actual training time needed and ensure the behavioural change that the client is seeking.

As most of our solutions are aimed at global audiences we have extensive experience of ensuring the training is suitable for a worldwide audience and that localization and translation are easy and seamless deliverables.

Professional, creative, innovative, on time and to budget are the main reasons our customers continue to use our services.

Standard and Certificates:

ISO:9001

Sector(s) Served:

• Technology • Software • Telecommunications • eLearning • Wealth Management • Banking, Finance & Insurance • Corporate • Human Resources • ICT • Pharmaceutical • Life Sciences • Transport • Energy, Power & Utilities

Key Clients:

• AIG • Cisco Systems • CITI • Moneygram • Intel • Walmart • YUM • Boston Scientific • Comcast • Kraft • United Nations • UBS • Credit Suisse • Morgan Stanley • Alstom • Thomson Reuters • AXA • RBS • JP Morgan • Visa

Address:

Damastown Technology Park
Mulhuddart
Dublin 15
Ireland

Geographical Market(s) Served:

United States of America (USA), United Kingdom (UK), France, Germany, Switzerland

Contact Details:

Phone +353 1 8111300

Website www.interactiveservices.com

Email jobrien@interactiveservices.com

INTUITION

Business Description:

Intuition is a leading global knowledge solutions company. For over 25 years, we have been helping clients to optimize their knowledge capital. We do this through the provision of online courses, knowledge services, blended learning solutions and knowledge management technologies.

Intuition is a global organization with operations across the Americas, Asia Pacific and EMEA regions.



Products and Services:

As a knowledge solutions provider, we offer the following products and services, providing end to end solutions for clients:

- Know-How financial eLearning library
- Custom eLearning content
- Advisory services
- Blended learning programs
- Mobile learning
- Learning management system
- Knowledge management platform
- Portals

Value Proposition:

For over 25 years, we have been helping clients to optimize their knowledge capital. We do this through the provision of online courses, knowledge services, blended learning solutions and knowledge management technologies.

As knowledge is the backbone of any organization's success, our expertise is in helping our clients to optimally manage and distribute knowledge effectively.

Combining a deep understanding of clients and their industries, along with our comprehensive capabilities, we deliver solutions that enable clients to trade more effectively. This unrivalled combination sets us apart in the marketplace.

Standard and Certificates:

eLearning courses may be used for Continuing Education (CE) and Continuing Professional Development (CPD) credits at a number of International professional bodies

Quality Accredited: ISO 9001 certified

Certified to the ISO 9001: 2008 Quality Management standard and is committed to implementing an Information Security Management System that is compliant with the ISO/IEC 27001 standard.

Sector(s) Served:

• Financial Services • Healthcare • Defence • Pharma • Life Sciences • Public Sector • Telecommunications • Utilities • FMCG • Consultancy Houses • Travel & Transport • Aviation

Key Clients:

Please contact us for further information.

Address:

IFSC House
Custom House Quay
Dublin 1
Ireland

Geographical Market(s) Served:

Americas, EMEA (Europe, the Middle East and Africa) Asia Pacific

Contact Details:

Phone +353 1 6054300

Website www.intuition.com

Email info@intuition.com



Business Description:

Zarion Software helps global financial services organisations simplify complex business challenges and put customers at the heart of their processes. Our smart process applications and high volume document migration software enable our customers to improve efficiency and deliver better and faster services to their customers, in a demanding regulatory environment. From Life & Pensions, to General Insurance to Banking and more, Zarion Software has built up significant domain expertise over 20 years working with financial services organisations.

Products and Services:

Our product portfolio:

- Zarion Migrate: an efficient, fast and secure way to move high volumes of business-critical documents between electronic archives
- Zarion Interact: captures and controls large volumes of electronic communications so that businesses can safely exploit low cost channels such as email, social and mobile
- Zarion Automate: work management software which automates back-office processing so that work gets done more quickly and efficiently
- Zarion Allocate: automates work assignment so that the right type of work gets to the right person at the right time, ensuring greater productivity and faster response time
- Zarion Software is tried and tested in a variety of areas including customer on-boarding, mortgage approval, claims, underwriting, loans processing, policy owner services, etc.

Value Proposition:

Zarion Software specialises in solving complex problems for the global financial services industry. Over the past 20 years, we have built up an expertise and a deep understanding of the our customers processes and business challenges

We have invested in developing a range of innovative software products focused on enabling our customers address key business priorities such as:

- Making their customer facing processes more streamlined and their people more productive,
- Getting work done faster and more consistently to provide better service to their customers
- Managing high volumes of customers information safely and efficiently
- Opening up new and better ways of interacting with customers through emerging digital channels

Our success has been based not upon what our products actually do, but what they do for our customer's businesses....

What makes Zarion different is our focus on:

- Solving the process and content challenges that banks and insurers have to deal with.
- Creating software products that deliver real business benefit by addressing these challenges.
- Understanding the changing needs of the industry so that we can continuously enhance and extend our software products

We have a well-established and growing customer base, with long-term relationships with many of the world's largest banks and insurance companies.

We engage directly with COOs, and senior people in the business operations, risk, compliance & IT areas. Our software products are deployed in many business areas. Every day, our products support thousands of business people, working in many countries, managing millions of customer interactions and huge volumes of business critical customer information.

Standard and Certificates:

ICT Excellence Awards 2009: IT Project of the Year

Excellence in BPM Innovation Award 2009

Sector(s) Served:

• ICT • Technology • Software • Banking, Finance & Insurance • ICTHealthcare

Geographical Market(s) Served:

United Kingdom (UK), Ireland, Germany, Poland, Hungary, Czech Republic, United States of America (USA)

Key Partners:

• OpenText • Kofax plc

Key Clients:

• Allianz Group • AIG • Aviva • Bank of Ireland • ING • Capita Life and Pension Services •
DEPFA BANK plc • Irish Life Corporate Business • Irish Life Group • Newcastle Building
Society • Permanent TSB • Zurich • Liberty Insurance

Address:

Ferry House

Lower Mount Street

Dublin 2

Ireland

Phone +353 1 2405200

Website www.zarion.com

Email info@zarion.com

Business Description:

Established in 1968, System Dynamics is the longest established IT Services Company delivering a wide range of projects and services to clients. The Company currently employs over 200 people and we have ambitious plans to grow to 300 in Ireland and the UK over the next 3 years.

Products and Services:

We have expertise in technologies that range from Mainframe to Mobile and much more in between. Our partnerships with IBM, Oracle and Microsoft underline our commitment to offering our clients options and giving our consultants the opportunity to develop within and across technologies. The breadth of our offerings ensures that we compete successfully and win against multinationals, off-shore operations and local companies. We win because we have the scale, capability and credibility.

Value Proposition:

System Dynamics is Ireland's longest established IT Services Company. Our clients value the quality and relevance of our services and offerings, our robust processes and the expertise and knowledge of our people. Our long-standing client relationships flourish because of the underlying behaviours of our people, particularly with regard to collaboration, communication and commitment delivery.

In System Dynamics our core value is Behavioural Leadership, the discipline of fostering and sustaining high impact behaviours to meet and exceed our clients' expectations. For us, IT's Personal.

Standard and Certificates:

IBM Premier Business Partner

Oracle Gold Partner

Microsoft Certified Partner

ISO9001 Certified – ERP Practice

Winner of a Deloitte Best Managed Company Award 2009, 2010, 2011 and Gold Standard Award Winners 2012 & 2013

Sector(s) Served:

• Technology • Software • Banking Finance & Insurance • Public Bodies • Government • Life Sciences • Energy, Power & Utilities • Services • Pharmaceutical • Distribution

Key Clients:

• AIB • Depfa Bank • Northern Trust • Investec • Permanent TSB • Zurich • Allianz • Aviva • Laya Insurance • Department of Justice & Equality • Department of Agriculture & Food • Department of Jobs, Enterprise & Innovation • Court Service of Ireland • Irish Medicines Board • Legal Aid Board • ESB (Electric Ireland) • Northern Ireland Electricity • Bord Gais • Covidien • Magnox • Pernod Ricard • Cofely • Element 6 • FBD • Paddy Power

Address:

Whitaker Court
Sir John Rogerson's Quay
Dublin 2
Ireland

Geographical Market(s) Served:

Ireland, United Kingdom (UK) and selected European markets

Key Partners:

• IBM • Oracle • Microsoft

Contact Details:

Phone +353 1 4830300

Website www.systemdynamics.ie

Email John.sexton@systemdynamics.ie

FEXCO



Business Description:

For more than three decades, FEXCO has been Ireland's most successful privately owned financial services company. We enable customers, companies and economies to unlock the potential in their financial transaction services. The company has expanded greatly since its founding in Killorglin, Ireland in 1981 and today is an internationally admired & respected organisation, employing almost 2,000 people across Europe, North America, South America, Australia and Asia.

Founded and headquartered in Ireland, FEXCO is one of the world's largest and longest established privately owned financial services organisations.

Products and Services:

Over its thirty two year history FEXCO has been a pioneer and innovator in the broad arenas of global payments, foreign exchange, transaction processing, managed business solutions and outsourcing. Through its continued commitment to innovation, project delivery and customer service, the company has built an enduring, international network of partners and customers through which it delivers its broad range of products and services.

Value Proposition:

FEXCO's goal is to be recognised as the world leader in all areas of financial services solutions while ensuring sustainability for its people and the communities in which it exists.

Standard and Certificates:

FEXCO businesses receive regular industry recognition and have received numerous international awards for its contact centres, credit card transaction processing as well as its foreign exchange activities.

Awards & Accreditation:

Global Customer Contact Association (CCA):

- Best Customer Experience in Sector (Telecoms/Mobile & Utility)
- Contact Centre of the Year 2009
- Complaints Team of the Year 2010
- Overall Team of the Year 2010
- Shortlisted for the Complaints Team of the Year in 2013

Contact Centre Management Association (CCMA):

- Best Quality Measurement Programme 2009
- Best Small/Growing Contact Centre 2009
- Best Customer Call Delivery 2010
- Contact Centre of the Year 2010

Sector(s) Served:

- Financial Services

Key Clients:

Global Marketplace. FEXCO provides a broad range of transaction services to both corporate customers and consumers worldwide.

Address:

FEXCO Financial Services Centre
Iveragh Road
Killorglin
Co Kerry

Geographical Market(s) Served:

Europe, North America, South America, Australia, Asia

Contact Details:

Phone +353 66 9761258

Website www.fexco.com

Email info@fexco.com

Business Description:

MONEX Financial Services is the leading global provider of specialist Dynamic Currency Conversion (DCC) solutions and customised Treasury Management services to Acquirers, Processors, POS and eCommerce Merchants, ATM Networks, Credit Card VAT Refund Companies and Payments/Rebates to Credit Cards. Monex DCC solutions enable clients to generate new ancillary profits from existing transactions and enhance the cardholder experience. Monex annually process transactions from 46 countries valued in excess of USD \$31 billion.

Products and Services:

DCC is a specialist service, which allows non-domestic credit card transactions to be processed in the cardholder's home currency. The cardholder is offered a convenient option to pay in the currency of their credit card or the currency of the country in which they are making a purchase or ATM cash withdrawal. On acceptance of DCC by the cardholder, the transaction remains in the selected currency option throughout the processing and settlement stages. Both merchant and cardholder know the precise authorised transaction amount. Monex' powerful product solution suite including multi-currency pricing and multi-currency gateway has been engineered to support the complex diversities of the international payment industry. Customised to requirements, the robust versatile complement of products facilitates the seamless, 24/7 payment demands of a client's global customer base.

Value Proposition:

DCC generates an additional revenue stream for Monex' clients. Monex' cohesive strategy creates long-term, repeatable reliable returns with solutions tailored to clients' needs which guarantees cardholder fairness to all participants of the DCC process and encourages recurrent acceptance.

Standard and Certificates:

1st Irish & European certified conversion provider of (AIS) Visa Europe program
1st Pan-European merchant DCC provider
1st European certified PCIDSS DCC provider

Sector(s) Served:

• Acquirers • Processors • POS and eCommerce Merchants • ATM networks • Credit Card VAT Refund Companies • Payments/Rebates to Credit Cards

Key Clients:

Monex hosts an impressive client profile including:
• Switch Commerce • Europcar • SIBS • Hertz • Ryanair • National Bank of Abu Dhabi • International duty free clients • VAT refund companies • Top ranking hotels and continues to increase its merchant portfolio and international ATM footprint.

Address:

Killarney Technology Park
Killarney
Co Kerry
Ireland

Geographical Market(s) Served:

Europe, Middle East, Russia, United States of America (USA), United Kingdom (UK), Nordics, Baltics, Asia Pacific

Key Partners:

• SIBS • Switch Commerce

Contact Details:

Phone +353 64 64663680
Website www.monexfs.com
Email mdebarra@monexfs.com



Business Description:

www.currencyfair.com is the world's first peer-to-peer foreign exchange marketplace. CurrencyFair offers a fully regulated, internet-based platform where individuals and businesses can exchange currencies at unbeatable exchange rates and transfer fees.

Utilizing its unique peer-to-peer model, CurrencyFair ensures customers get the best rates by dealing directly with one another, anonymously, making it ideal for both one-off and regular transfers in the 22 currencies currently on the marketplace.

Founded and headquartered in Ireland, CurrencyFair also has offices in Australia, the United Kingdom and Poland.

Products and Services:

CurrencyFair specialises in transferring money internationally. Our internet based product is easy to understand and operates at far lower costs than traditional methods. Whether transferring a few hundred, or hundreds of thousands, CurrencyFair's unique model gives users the choice to exchange any amount at the best available rates or offer their funds on the market for other users to match at an even better rate. Local banking relationships mean we reduce transfer fees by over 90% compared to banks.

Value Proposition:

- Massive savings - CurrencyFair users have saved an estimated \$70 million so far due to our low transfer fees and unbeatable exchange rates
- Safe and secure - fully regulated
- Quick and easy - online and can be accessed from wherever you are. A simple process makes transferring funds internationally easy and convenient
- Superb customer service - dedicated staff answer queries 24 hours a day, 5 days a week. No call centres, only CurrencyFair experts

Transferred over AUD\$ 1.5 billion on behalf of our clients

Sector(s) Served:

- Banking

Key Clients:

- Over 50,000 registered users
- Private Individuals
- Businesses
- Foreign Property Owners
- International Students
- Ex Pats

Address:

1st Floor, Westmoreland House
Westmoreland Park
Ranelagh
Dublin 6
Ireland

Geographical Market(s) Served:

Global Marketplace

Contact Details:

Phone +353 1 6373927

Website www.currencyfair.com

Email seanbarrett@currencyfair.com

Business Description:

Established in 1997, Exaxe helps Life and Pensions companies launch new products faster, administer post retirement products more efficiently and respond with greater flexibility to the marketplace. With Headquarters in Ireland and offices in United Kingdom and the Netherlands, we provide leading edge; front, middle and back office solutions specifically for life and pensions.



Exaxe's component based solutions more effectively manage; product development, quotations and illustrations, channel distribution and commission management, and full policy administration. Exaxe solutions are in use in a wide range of client organisations throughout Europe.

Products and Services:

Exaxe solutions have been architected and developed by a team of experts in leading edge technologies, all of whom also have a deep understanding of the Life and Pensions Industry. This combination of business and technical expertise is embodied in each of Exaxe's offerings:

Illustrate Plus is an illustration and quotation solution that supports new and existing business across all products for life, pensions, group and individual business.

Income Plus is a policy administration solution that supports the pensions, annuities and wealth management sectors for wealth decumulation and at-retirement products.

Invest Plus is a policy administration solution that supports the life, pensions and wealth management sectors for wealth accumulation and investment products.

Channel Plus is an online automated solution that provides full lifecycle support for agents and Independent Financial Advisers for life and pension products.

Value Proposition:

Exaxe has enabled Life and Pensions companies launch new products faster, administer post retirement products more efficiently and respond with greater flexibility to the marketplace for over 15 years. At Exaxe, we provide expert solutions to companies around the globe which can be integrated into any technical landscape.

Our solutions are cost efficient and our installation process is straight forward with quick delivery times; our implementations range from 16 weeks to 32 weeks due to our technical structure and implementation methodology.

Exaxe recognises changes in international regulations and the increase of new technologies will greatly affect life and pensions companies in the coming years. Exaxe solutions aim to keep your business on top of these changes.

For instance Exaxe have made their products RDR compliant to address change in regulations in the UK. Exaxe have also developed a mobile app that supports instant quotations for IFAs with full Straight Through Processing, to leverage changes in technology, with a major shift towards mobile/tablet computing.

Exaxe helps companies reduce their costs by increasing new business acquisition with the ability to use Straight Through Processing, and reduce costs in back office servicing. Exaxe solutions allow companies to reduce the time to market with new products by 70%. Legislative and regulatory changes can be implemented in one tenth of the time usually taken. Clients also benefit from improved customer service by ease of administration and 24/7 real-time processing.

Exaxe recruits only the best developers and analysts in their fields and maintains a thought leadership environment. All our staff are kept up to date with changes in our client's business and technical environments.

Sector(s) Served:

• Technology • Banking, Finance & Insurance • Wealth Management • BPO Providers to the Financial Services Sector

Geographical Market(s) Served:

Ireland, UK, Europe, Netherlands, Nordics, Canada, Australia, New Zealand, Singapore and Hong Kong.

Key Partners:

• ACORD • Enterprise Ireland • Microsoft • The Financial Services Grid Initiative

Key Clients:

• Aviva • Ageas • Capita • Eureka • Interamerican Group • Liberata • MGM Advantage • Prudential • RSA • Scottish Widows • Scottish Mutual Intl Ltd (SMI) • Scottish Provident • Zurich Life Assurance plc

Address:

Unit 5a
Sandyford Business Centre
Sandyford
Dublin 18
Ireland

Contact Details:

Phone +353 1 2999100
Website www.exaxe.com
Email info@exaxe.com

**Business Description:**

FINEOS Corporation is a market leading provider of core software solutions for Insurance and Government Social Insurance. Our flagship product, FINEOS Claims, is the insurance industry's best-in-class solution for all Life, Disability, Property & Casualty, London Market and Government Insurance. Established in 1993, the company delivers innovative solutions to a global market and has customers, employees and established bases in North America, Europe, Africa and the Asia Pacific markets. For more information, visit www.FINEOS.com

Products and Services:

FINEOS Claims is a complete lifecycle claims solution, delivering user effectiveness and optimized business outcomes. It manages all aspects of claims handling, including core activities such as intake, adjudication, investigation and closure but also reserving, recoveries, payments and full provider management. This rich data is transformed into operational insight via a suite of reporting tools, delivering canned reports, an ad hoc reporting facility and specialized process monitoring perspectives. Supervisors and managers can track key performance indicators, identify bottlenecks and intervene where required. FINEOS Claims is underpinned by the FINEOS Insurance Platform and fully leverages its workflow, case management, document management and CRM capabilities to facilitate collaboration, evidence gathering and customer service excellence.

Value Proposition:

FINEOS Claims is a customer-centric, web-based claims processing software solution that supports industry best practice from first notice of loss to payment, recovery, and closure. The solution helps insurers address the challenges of:

- Ageing technology and manual and paper intensive workloads
- Increased complexity across the business
- Requirement to service new products
- Growth in contingent liability risks
- Lack of customer centricity leading to low levels of customer satisfaction

FINEOS Claims automates manual administrative tasks so that skilled resources can focus on making a real difference, helping organisations improve the efficiency and effectiveness of their claims process. The case management capabilities enable claims handlers to be guided through the multi-dimensional process of dealing with all parties related to the claim. It informs and alerts claims supervisors and senior executives by providing vital claim operating information through real-time dashboards and regular information reports. The solution is the only claims solution successfully implemented across Life, Disability, Property & Casualty, London Market and Government Insurance.

Standard and Certificates:

FINEOS are IBM Premier Business Partners
Proven on all native IBM OS: AIX, OS/400, z/OS
Proven on all IBM Hardware platforms running Linux
-System x (Intel)
-System p (Power)
-System i (AS/400)
-System z (Mainframe)
SOA Certified

Sector(s) Served:

• Government • Insurance - Life, Disability, London Market, Income Protection, Workers' Compensation

Key Clients:

North America: • Alberta School Employee Benefit Plans (ASEBP) • Assurant Employee Benefits- Manitoba Public Insurance • Mutual of Omaha - Principal Financial Group • Royal Bank of Canada- Saskatchewan Workers' Compensation Board

Geographical Market(s) Served:

North America, Asia Pacific, Europe

Key Partners:

• Advocator Group • Crowe Paradis Services Corporation • Adaptik • OneShield • Fujitsu • Microsoft • Hewlett Packard • CGI • Claim Analytics • Kofax • Oracle • Reed Group • Wolters

Kluwer • QAS Asia Pacific: • Westpac • WorkSafe Victoria • Accident Compensation Corporation (ACC) • CommInsure- Lifetime Care and Support (LTCSA) • Macquarie • Transport Accident Commission (TAC) EMEA: • Kiln • White Horse • FBD • Canada Life • Delta Lloyd • Friends First • Liberty Insurance • Liberty Syndicates • SalusAnsvar • Thornton & Partners

Contact Details:

Phone +353 1 6399700

Website www.fineos.com

Email info@FINEOS.com

Address:

Fineos House
Eastpoint Business Park
Clontarf
Dublin 3
Ireland

**Business Description:**

DOCOSOFT is a growing Irish software company in the insurance sector, offering innovative, efficient and intuitive solutions. It currently is taking the niche London Insurance market by storm with its market leading Claims Management Solution, consistently winning large, long term contracts over much bigger and established competitors. It brings a unique combination of world leading technology and an experienced and trusted team of people who don't settle for second best.

Products and Services:

DOCOSOFT is an innovative developer of claims management, document and workflow management software solutions for the global insurance and financial services markets. DOCO Claims is a complete lifecycle claims management solution, driving efficiencies and speed of handling claims. It guides claims handlers through the complex process of dealing with the progress of a transaction through the entire claims process. It informs and alerts claims managers and senior executives by providing vital claim operating information through real time dashboards and regular information reports. DOCOSOFT's Claim Management and Document Management systems have been developed in a modular fashion to enable companies to tailor the components as a best fit for their different requirements. DOCO interfaces with all standard London Market Underwriting systems to link the claims file to policy information.

Value Proposition:

DOCOSOFT has an established reputation in the London Insurance Market as a leading provider of Claims Management Systems (CMS). With over 15 years' experience in the London Market, our innovative, cost effective solutions are continuously improved to keep pace with the many changes in the market place, and this is reflected in our ever expanding client base.

Standard and Certificates:

ACORD

Sector(s) Served:

- Insurance

Key Clients:

- Talbot Syndicate, London • Munich Re, London • Faraday Managing Agency, London • Pembroke Managing Agency, London • Barbican Managing Agency, London • Aegis, London

Address:

NovaUCD
Belfield Innovation Park
Dublin 4
Ireland

Geographical Market(s) Served:

- United Kingdom (UK)

Key Partners:

- London Market Association (LMA) • Microsoft Certified Partner • RICOH

Contact Details:

Phone +353 1 7163656

Website www.docosoft.com

Email aidan.oneill@docosoft.com

**Business Description:**

Espion provides expertise to our clients on the Identification, Protection, Compliance and Management of their information. We work with clients across all industry sectors and business functions to solve their Information challenges through a combination of Consultancy, Technology, Research and Training. We provide these innovative solutions so that our clients feel protected, assured and empowered - confident in the knowledge that their information challenges have been met. Headquartered in Dublin, and operating in Ireland, the UK and across continental Europe, Espion's unique depth and breadth of expertise delivers genuine and lasting value to clients.

Products and Services:

Espion provides a depth and breadth of information expertise that enable organisations operate successfully – safe in the knowledge that the information they rely on is protected. Being able to create, store and share information securely, enables companies of all industries to be more efficient, effective and profitable. The central importance of information within most organisations today also means that loss or damage to that information can have serious and sometimes catastrophic consequences.

Value Proposition:

Information today requires not just specialist knowledge in a variety of different fields but also a dynamic knowledge of the entire information protection landscape. While many companies specialise in point data protection products or services, Espion offers a comprehensive understanding of the threat landscape and the most appropriate and effective ways to combine the people, processes and technologies to manage risk to the most critical of corporate assets – information. Our senior consultants have many years' experience in each of the fields in which we operate and are united in their determination to stay at the very top of their respective professions – not just by our own measures, but by international standards. When it comes to effective information Compliance, Protection and Management, teamwork isn't just efficient, it's essential. We actively encourage our people to share knowledge and collaborate with one another, so you can be sure that your information is always being considered from a wider perspective – we are dedicated to delivering whatever's right for your particular needs.

Standard and Certificates:

- ISO 9001:2008 - Quality Management System
- ISO 27001:2005 - Information Security Management System
- Payment Card Industry Data Security Standard Qualified Security Assessor
- Excellence Through People Certification 1000:2012
- Winner of the 2013 'Company of the Year' – ICT Excellence Awards
- Winner in Deloitte Technology Fast 50 Awards (2006- 2013)

Sector(s) Served:

• Legal • Financial • Telecommunications • Banking • Retail • Insurance • Government • Enterprise

Address:

Corrig Court
Corrig Road
Sandyford Industrial Estate
Dublin 18
Ireland

Geographical Market(s) Served:

Ireland, United Kingdom (UK), Continental Europe, North America

Contact Details:

Phone +353 1 2101711
Website www.espiongroup.com
Email info@espiongroup.com

Business Description:

Vigitrust enables financial services (“FS”) organizations to achieve and maintain compliance with legal & industry security frameworks including US State & Federal PII, PCI DSS & EU Data Protection. It provides a suite of educational eLearning & instructor-warabased programs helping banks, actors of the payment ecosystem and insurance businesses prepare for certification and validate compliance.

Products and Services:

Vigitrust’s eSec suite of eLearning and Compliance Portals allow FS to pro-actively achieve and monitor compliance status. This can be complemented by Security Advisory Services for Board & C-Level.

This is the most cost-effective way for FS organizations to increase security and meet compliance requirements at the same time. It allows them to demonstrate compliance at a click of a button.

Value Proposition:

Vigitrust enables financial services (“FS”) organizations to achieve and maintain compliance with legal & industry security frameworks including US State & Federal PII, PCI DSS & EU Data Protection. It provides a suite of educational eLearning & instructor-based programs helping banks, actors of the payment ecosystem and insurance businesses prepare for certification and validate compliance.

Sector(s) Served:

• Banks • Merchant Banks • Risk Management

Key Clients:

• BNY Mellon • Barclaycard • Aviva

Address:

Cunningham House
130 Frances Street
Dublin 8
Ireland

Geographical Market(s) Served:

UK, USA, France, Australia

Key Partners:

• Vigitrust has appointed Verizon as a re-seller for its eLearning and Compliance Portals for EMEA – this is managed out of Vigitrust’s Paris Office

Contact Details:

Phone +353 1 4539143

Website www.vigitrust.com

Email mathieu.gorge@vigitrust.com

Business Description:

Sysnet Global Solutions provides payment card industry compliance services, specialising in PCI DSS compliance validation and merchant intelligence solutions. Sysnet® offers a range of services, including its proprietary web based compliance management and merchant intelligence solution Sysnet.air® to many types of businesses including acquirers, ISOs, international banks, payment service providers and merchants.

Products and Services:

Sysnet.air is a fully white-labelled merchant intelligence solution that centres on the compliance process, enabling acquiring organisations to build strong relationships with their merchants through sustained and meaningful interaction. Sysnet.air provides the acquirer with the means to know and understand their customers' requirements and needs, which improves merchant loyalty and reduces merchant attrition.

Value Proposition:

Sysnet.air helps acquiring organisations to:

- Improve merchant retention through development of strong and lasting relationships, delivering a personalised service experience tuned to both the acquirer and its merchant's specific needs;
- Better communicate through development and deployment of personalised, relevant and timely communications and client offerings faster and more efficiently;
- Recognise up-sell and cross-sell opportunities, thereby increasing revenue through improved targeting and tailoring of product offerings;
- Match, link and consolidate multiple data sources to improve the acquirer's knowledge of its customer base, enabling it to generate valuable management information reports that can inform and refine new business strategies; and
- Assist acquirers to reduce the risk associated with processing for non-compliant merchants and their exposure to payment card association fines and potential associated reputational damage.

Sector(s) Served:

• Card Acquirers • ISOs • International Banks • Payment Service Providers and Merchants

Key Clients:

Sysnet.air: • Barclaycard • Lloyds • WorldPay US • US Bank Consulting Services • Walmart • Nationwide • ABSA Bank

Address:

4th Floor, the Herbert Building
The Park
Carrickmines
Dublin 18
Ireland

Geographical Market(s) Served:

United Kingdom (UK), United States (USA), South Africa, Commonwealth of Independent States (CIS)

Contact Details:

Phone +353 1 4951300
Website www.sysnetgs.com
Email sales@sysnetgs.com

Business Description:

Sentential is a leading provider of European payment solutions. Established in 2003, the company's next generation cloud payments platform processes billions of euros every month across 34 European countries. Sentential's more than 1,000 clients include 5 of Europe's top 10 Banks and hundreds of SMEs spread across 13 countries. The company is headquartered in Ireland and maintains offices in 5 European countries.

Products and Services:

Origix Corporate, Sentential's corporate product suite, is a complete SDD compliant payment processing solution.

Origix Corporate is made up of 3 integrated modules that can be deployed as required, covering every aspect of the SEPA regulation migration process from initial migration, to on-going management and transaction processing.

Sentential's Origix IP offers a scalable, fully SEPA regulation compliant solution that works for both you and your FI and corporate customers. This award winning SEPA regulation clearing and settlement platform is available as a hosted service and offers customers a flexible cost effective way to get ready for SEPA regulation.

Nuapay, a payment service in the cloud, offers Businesses everything they need to efficiently manage Direct Debit & Credit Transfer payments. Easy of set-up and clever functionality removes the delays associated with banks.

Nuapay operates today across 34 European countries. See www.Nuapay.com

Value Proposition:

"Value added SEPA services"

Sentential have spent many years developing an evolving a robust product offering to ensure we offer our customers value added SEPA services that will assist future sustainability and growth.

Sentential's commitment to SEPA as a core business has been unwavering. We have positioned ourselves as thought leaders in the SEPA arena and have been acknowledged by our peers on a number of occasions including our successes at the Banking Technology Awards where Origix Corporate has won awards for the past four consecutive years.

As one of the longest standing providers of SEPA solutions, Sentential provides a full suite of offerings – whether the need is for rapid on-boarding to Sentential's SEPA payments service (SaaS) or a fully installed end-to-end system.

<http://www.sentential.com/solutions>

Standard and Certificates:

ISO 9001

ISO 27001

Sector(s) Served:

• ICT • Technology • Software • Banking, Finance & Insurance • Corporate

Key Clients:

• Bank of America Merrill Lynch • Barclays Corporate • AIB Bank • Commerzbank • ING • Bank of Valletta • KBC

Address:

Unit 16F
Maynooth Business Campus
Maynooth
Co Kildare
Ireland

Geographical Market(s) Served:

Belgium, UK, Wales, France, Germany, Northern Ireland, Netherlands, Scotland, Spain, Ireland

Key Partners:

• ITON Business Consultancy BV • ING • Steria

Contact Details:

Phone +353 1 6292141

Website www.sentential.com

Email sales@sentenial.com

Business Description:

“Know your customer – first time, every time”

Moqom provide identity and authentication services to banks, payment card industry and online corporates by harnessing the power of the mobile network and facilitating these industries going mobile.

To date, the company has developed a suite of very strong fraud prevention products and services that are fully ready and commercially available for customer use with minimal systems integration required.

Moqom mine mobile network data, revenue share with mobile operators, and provide user identity, behaviour and location information, extracted from the secure core mobile network all with full regulatory compliance.

Products and Services:

ConfIDent™- frictionless authentication solution that identifies your customer without the need for passwords or expensive token generators.

FPS-Fraud Prevention Service - a fast, efficient and cost effective method of alerting cardholders to potential fraud via a simple deployment process.

TLV-Transaction Location Verification – verifies that a cardholder’s mobile phone is located in the country where the card transaction has taken place.

STOP-SIM TakeOver Protection - detects if someone has taken over your mobile number for fraud purposes and ensures phone calls and SMS messages are to your actual customer.

DDoS-Distributed Denial of Service Protection - completely protects mobile internet traffic from encountering a DDoS attack with minimal deployment effort required.

Consultancy - Moqom’s experienced team are pleased to identify, define and implement the appropriate solutions to meet your business requirements.

Value Proposition:

Moqom’s background and expertise in Telecoms and Payments allows us to understand and more easily integrate these divergent industries, using solutions that are easy to deploy and that generate revenue almost immediately for all parties.

Moqom present a “Zero Risk” opportunity to implement new services on a “one to many” basis with minimum capex and resource requirements.

To capitalise on the opportunity, Moqom propose partnering with MNOs, jointly delivering services to the waiting market.

Moqom services supply all of the bank’s needs; enabling MNOs immediately generate new revenue and services.

This partnership model ensures both operators and Moqom receive the maximum benefit for current and future services, fostering a long term working partnership.

Operator’s also benefit from the years Moqom invested understanding the challenges financial services face as well as how best to leverage mobile networks to fix them.

With this in-depth understanding comes the ability to correctly value and appropriately charge for the services, maximising revenue share for all partners.

Moqom’s deep financial services understanding, ensures a pipeline of new and potentially highly lucrative mobile centric services.

Main Benefits of the Collaboration:

- Monetising MNO data instantly creates new revenue streams driven by Moqom’s services.
- Many services MNOs are trying to develop in-house are available from Moqom.
- Minimal systems integration.
- MNOs can recover market superiority.
- MNOs can combat revenue erosion.
- Moqom lay out a transparent revenue share model from the outset.

Standard and Certificates:

Moqom services meet international PCI DSS and ISO standards.

Moqom have a portfolio of international patents, a small sample of which are listed below;

Electronic Transaction Fraud Prevention – Europe 09799425.5

Government Electronic Transaction Fraud Prevention – United States 13/133,820

Merchant Alert System and Method for Fraud Prevention -Europe 10714482.6

Merchant Alert System and Method for Fraud Prevention -United States 13/202,525

Cardholder Positioning System and Method – United States 13/811,551

Mobile Phone SIM Takeover Protection – Ireland S2011/0326

Geographical Market(s) Served:

Europe, North America, South America, Africa

Key Partners:

• O2 • Telefonica • 3 Hutchinson Whampoa • Vodafone • Ericsson • DELL • IBM

Sector(s) Served:

• Software • Mobile Network Operators • Financial Institutions • Commercial Organisations • Government Departments

Key Clients:

• Bank of Ireland (Reference Client)

Address:

Camden Business Centre,
12 Camden Row
Dublin 8.
Ireland
Departments

Contact Details:

Phone +353 87 2282983

Website www.moqom.com

Email vivian.duff@moqom.com

Business Description:

Trustev is an identity verification platform focused on delivering real time information to combat fraud.

We offer a totally modern approach ecommerce fraud prevention through real-time online identity verification. It focuses on validating the individual making the transaction, not just the payment method they're using.

The platform delivers individual, real time decisions for every one of your customers using multiple dynamic data sources (behavioural, transactional and social) instead of restrictive rules based decisioning and profiling.

Trustev's easy to integrate platform works by verifying consumer's identities in real-time, using thousands of dynamic data points.

Products and Services:

- Trustev brings about near zero fraud in ecommerce.
- It reduces false positive/manual review to sub 1%.
- 59% of our customers have no manual review at all.

Value Proposition:

- Average increase in business of 6% to our clients in first month of trading,
- Average reduction in fraud of 5%
- Full white papers available

Standard and Certificates:

Working towards ISO:27001

Sector(s) Served:

• e-commerce Verticals only Telecoms • Fashion • P2P loans • Gifts and digital goods • Money Transfers • Electronics

Key Clients:

• RadioShack • Telefonica • Sanef Group • Bank of Ireland

Address:

Building 2100
Cork Airport Business Park
Cork
Ireland

Geographical Market(s) Served:

United States of America (USA), United Kingdom (UK), Ireland

Key Partners:

• Transunion

Contact Details:

Phone +353 86 2570440

Website www.trustev.com

Email Kieran.sexton@trustev.com

Business Description:

Since 2000 Vizor Software has been the standard for financial regulatory technology. Leading the way in regulatory supervision software, we are trusted by Central Banks and Financial Regulators from around the globe for the collection and validation of highly complex data from Financial Institutions. Serving the needs of financial regulators in more than 25 countries, we are a trusted partner of large consulting firms and leading XBRL toolset providers. Employing a collaborative, agile approach to implementing regulatory solutions, we simplify & strengthen financial regulation systems. Vizor Software is the perfect fusion of regulatory expertise & enterprise-class software engineering.

Products and Services:

Vizor Software is a complete Supervision System for Financial Regulators. It allows Financial Regulatory Authorities to collect, validate, process and analyse all data from supervised entities.

Vizor Software fully supports published XBRL taxonomies such as those for Basel III/CRD IV (COREP & FINREP) and Solvency II.

Vizor for FATCA & AEOI is a robust, future-proof solution for Tax Authorities with a Model 1 intergovernmental agreement (IGA) with the United States and/or a commitment to exchange tax information under AEOI. This out-of-the-box solution automates the collection, validation, collation, and exchange of data in just 8 weeks.

Vizor for Solvency II Supervision is a robust, out-of-the-box solution for insurance supervisors looking to meet the comprehensive programme of regulatory requirements of Solvency II without undermining their core regulatory and supervisory responsibilities.

We also provide professional services.

Value Proposition:

Vizor Software enables the efficient and effective supervision of a financial services industry. The solution helps Financial Regulators address the challenges of:

- Growth in supervisory demands as required by directives such as Solvency II, Basel III.
- Increased complexity due to legislative changes.
- Requirements to analyse and report to a greater degree.
- Ageing technology and manual, paper intensive workloads.

Vizor automates manual administrative tasks so that skilled resources can focus on making a real difference. Vizor is a single, fully integrated product for a complete range of supervisory processes, and enabling a risk-based approach to supervision. By implementing Vizor Software, a Financial Regulator becomes a far more effective Supervisory Authority.

Sector(s) Served:

• Government • Financial Regulation • Regulatory Bodies • Banking, Finance, Insurance and Securities • Company Registration

Key Clients:

• OSFI, Bank of Canada & CDIC • British Virgin Islands FSC • Dubai International Financial Centre (DIFC) • Insurance Supervision Agency (AZN), Slovenia • Namibia Financial Institutions Supervisory Authority (NAMFISA)

Geographical Market(s) Served:

EU, Eastern Europe, Middle East, Africa, North America, Caribbean, Asia, and Oceania

Key Partners:

• Deloitte(Canada)

Contact Details:

Phone +353 1 4400600

Website www.vizorsoftware.com

Email info@vizorsoftware.com

Address:

Suite 7, The Cubes Offices
Beacon South Quarter
Sandyford
Dublin 18
Ireland

**Business Description:**

Global provider of enterprise software solutions to the banking industry for Collateral and Limit Management across multiple banking disciplines including Commercial/Corporate, Business Banking, Private Banking, Structured Trade and Commodity and Finance. Primarily assisting banks to manage their credit risk by allowing active management of their limits/facilities secured by collateral.

Products and Services:

Rockall Technologies' solution, STOC, is designed to run either at a departmental level or enterprise level across market sectors, i.e. Retail, Wealth, Commercial and Trade Commodity Finance. Our solution can be implemented to the benefit of small, medium and the largest Financial Institution. STOC's comprehensive database allows for the recording of customer, exposure, facility, limit and security/collateral and conditions data. STOC can be used to track and control pre-disbursement activities such as producing security/collateral related documentation or legal instructions, perfecting most security/collateral and measuring the satisfaction of exposure conditions. After funds disbursement or limit approval, STOC can manage any further perfection and the ongoing maintenance and valuation and release of security/collateral, including tracking exposures secured by collateral, to track and detect any deficiencies. Reporting obligations include Basel III.

Value Proposition:

Rockall Technologies helps banks to manage their credit risk by providing solutions to actively track their exposures against the value of the collateral held or LTV. This ensures that the bank can manage their risk and exposure by asset class either at customer level, geography etc. Rockall Technologies has a proven record of delivering this type of solution to some of the world's leading banks where real ROI can be measured either through cost savings, Advanced Basel Certification or real business growth.

Sector(s) Served:

• Technology • Software • Banking, Finance & Insurance

Key Clients:

• Barclays Bank • Wells Fargo • US Bank • CoBank • National Australia Group • Bank of Ireland • FHLB Atlanta, Boston, New York, Pittsburgh • Allied Irish Bank

Address:

Floor 2, Block 1
West Pier Business Park
Dun Laoghaire
Co Dublin
Ireland

Geographical Market(s) Served:

Europe, Africa, the Americas

Contact Details:

Phone +353 1 2890800
Website www.rockalltech.com
Email info@rockalltech.com



Business Description:

Bankhawk Analytics is a pioneering technology company based in Dublin, Ireland. Its team of Computer Science PhDs and data scientists have developed a proprietary technology product (Bankhawk365), which helps large corporates to unlock cash trapped in the banking system, benchmark and reduce their banking costs, and streamline their financial operations.

In June 2014 Bankhawk received international recognition by winning SAP's 'most transformative' global award at SAPPHERE NOW 2014 in Orlando. SAPPHERE NOW is SAP's annual global conference.

Products and Services:

Corporate bank customers do not have access to good information about their banking. This is further exacerbated for those organisations with multiple banking relationships, multiple bank accounts and currencies and operating in multiple geographic locations. These companies typically struggle to benchmark key aspects of their banking against peer companies and best practice.

Bankhawk Analytics provides companies with an entirely new way of looking at their banking. Bankhawk365 analyses companies' bank transaction data and presents analytics that provide real transparency allowing companies to unlock cash trapped in the banking system, uncover hidden banking costs and have greater control of their cash.

There are a number of different analytics modules within Bankhawk365 targeted at specific sectors. Each of these analytics modules provide benefits to the customer by addressing pain points experienced by organisations within their particular sectors.

Value Proposition:

Bankhawk Analytics aims to be the global leader in delivering banking analytics to large corporates and bringing transparency to their banking.

Our target customers include any organisation with significant banking activity. Clients typically experience a return on investment of 500% over three years.

Bankhawk365 is proven with blue-chip companies who are generating savings of €30m per annum and have unlocked trapped cash of €350m.

We have built relationships with a number of key channel partners including SAP, IBM, PwC and Accenture.

Companies globally find it very difficult to determine the efficiency of their banking.

Bankhawk's mission is to serve companies by providing them with new and better information about their banking.

High and complex bank fees along with a lack of visibility, transparency and quality benchmark information are driving the need for solutions that provide today's enterprise organisations with the tools to make informed decisions on their banking activities.

By using our Bankhawk365 SaaS solution and our consulting services, our clients are bringing transparency to their banking.

Bankhawk365 gives companies greater visibility and control of their banking, empowering them to unlock cash trapped in the banking system and reduce banking costs.

Standard and Certificates:

In January 2014, Certified as powered by SAP HANA by the SAP Integration and Certification Centre. (The certification process examined the software development processes, design and implementation of Bankhawk365 Enterprise)

Bankhawk365 Enterprise has been added to the SAP HANA Marketplace.

Sector(s) Served:

• Financial Services • Professional Services • Utilities • Retail • Hospitality

Key Clients:

• HSE • Travelex • Aon • Axa • AIG • Mercer • KPMG • EY • Total Produce • Dalata • Doyle Collection • Allianz

Geographical Market(s) Served:

United Kingdom (UK), Ireland

Key Partners:

• SAP • IBM • PwC Global Treasury • Accenture

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Ballsbridge
Dublin 4
Ireland

Business Description:

Established in 1996, Taxback.com provides international taxation services for corporate and individual clients. The company provides a suite of services including global mobility solutions, domestic and international tax return filing services, tax compliance, international payroll, withholding tax recovery and VAT reclaim.

Taxback.com has received ISO Quality certification for its service. Recent awards won included a Deloitte Gold Standard award, Ernst & Young Entrepreneur of the Year, HSBC European Business Award and US Business & Finance Award.

The company has grown to encompass 943 staff across 23 countries.

Products and Services:

We provide the following services:

- Global Mobility Taxation(Assignee taxation)
- International Payroll
- Dividend Withholding Tax
- Tax Refund Services
- VAT Compliance and Refund Services

Value Proposition:

Taxback.com specialises in assisting companies and individuals who are currently or are seeking to engage in business across borders. Our international employment solution is designed to minimise the cost and time in dealing with employee taxation in foreign jurisdictions and allowing the company to manage these requirements from a single point of contact here in Ireland.

Standard and Certificates:

ISO 9001

Deloitte Best Managed Companies

Sector(s) Served:

• Semi State • Financial Services • AgriBusiness • Engineering • Retail • Consumer • Airlines • Recruitment • Technology

Key Clients:

• ESB • Glanbia • DCC • DAA • PM Group

Address:

IDA Business & Technology Park
Ring Road
Kilkenny
Ireland

Geographical Market(s) Served:

France, Belgium & Luxembourg, Netherlands, Germany, Italy, Denmark, Greece, Portugal & Azores, Spain, Norway,

Contact Details:

Phone +353 1 6353740

Website www.taxback.com

Email rkelleher@taxback.com

Business Description:

Waratek makes Java enterprise applications more secure and easier to manage. Waratek have developed unique patented technology that transform the way that Enterprises run their server side Java Applications. Java Containers isolate applications, improving their operation and securing them from outside attack. Waratek is headquartered in Ireland with subsidiaries in New York and London and offices in Sydney, Tokyo, Shanghai, Taipei and Seoul.

Products and Services:

Waratek have developed a new kind of cyber security defined by Gartner as RASP – Runtime Application Self Protection, which they have identified as a must have emerging technology. Waratek Application Security for Java provides more accurate and transparent protection for both new and legacy applications against business logic and network layer threats with no code changes, agents or network devices required. The Waratek CloudVM for Java enables organizations to deploy multiple Java apps on a single server within Cloud or datacentre environments to dramatically reduce operating costs. Waratek Locker is a secure container that enables Bring Your Own Security, BYOS, to secure applications on the Cloud.

Value Proposition:

Waratek are the only company to provide runtime application self-protection for both new and legacy Java applications. With no code changes, agents or external devices, Enterprises can improve the security and availability of their Java applications.

Standard and Certificates:

Waratek have been issued with 60 Patents and another 91 pending
Named Gartner Cool Vendor for Application and Integration Platforms
Selected for the FinTech Innovation Lab Global winner of SWIFT's Innotribe Innovator Challenge, on the basis of a company that is important to the future of the Financial Services Industry

Sector(s) Served:

• Financial Services • Healthcare • Government • Media • eCommerce • Retail

Key Clients:

• Deutsche Bank

Address:

Level 3
8 Harcourt Street
Dublin 2
Ireland

Geographical Market(s) Served:

Europe, United States of America (USA), Asia

Key Partners:

Waratek is represented in China, Japan, Korea and Taiwan by:

• Intralink (www.intralink.biz)

Contact Details:

Phone +353 87 6272893
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Email ciara@waratek.com

Business Description:

Corvil is the network data analytics company for business in the Now™. The Corvil platform transforms network data into streaming intelligence to see, understand and act on business as it is happening. Corvil provides the full picture of customers, business and IT infrastructure all interacting together in real-time. It does this by making sense of the raw packet data streaming through the network, enriching it with analytics and making it accessible, searchable and consumable. Corvil is built to handle the low-latency, high-performance and big data analytics requirements for the world's most demanding real-time businesses.



Products and Services:

Corvil's platform provides a non-intrusive means for businesses to understand the real-time performance of their IT systems and applications. We take raw wire data within IT infrastructure and transform it into real-time business knowledge used by multiple teams.

Benefits of Corvil

- Software defined appliance model - results in lower TCO
- Multiple Use Cases – Packet Capture; VoIP, WAN, Storage, Database, Data Centre Monitoring; Network Analytics; Application Visibility; Troubleshooting; Risk & Compliance
- Consolidation of Tools – APM, NPM & Network data analytics on the same platform
- Reduced MTTR - Tailored views for multiple teams within a single product, from a single dataset, enables collaborative problem-solving and rapid troubleshooting
- SLA verification – Hold service providers to account

Value Proposition:

Corvil is used to monitor the IT systems of the world's largest banks, exchanges and service providers. Important technology elements set the Corvil platform apart from others:

- Time synchronized wire data capture and granular micro-visibility for enhanced insight
- Our platform provides one integrated view of Transaction + Application + Network, all measured, viewed and alerted on in real-time
- Scalable and Distributed processing millions of messages per second. Data is indexed and globally searchable across 100s of sites
- Real-time, distributed, multi-hop, multi-site tracking and analysis
- Corvil Streams Publisher allows you to take the data Corvil extracts from the network and route it straight into your big data systems - making it available for real-time analysis and data-mining over longer timescales.

Sector(s) Served:

• Technology • Telecommunications • Banking, Finance & Insurance • Media & Entertainment • eCommerce

Key Clients:

• Chi-X • Commerzbank • CME Group • Interactive Data • NASDAQ • Nomura • NYSE • OTC Markets • Thomson Reuters • Tokyo Stock Exchange

Address:

2nd Floor
6 Georges Dock, IFSC
Dublin 1
Ireland

Geographical Market(s) Served:

Global Marketplace, the Americas, Europe, Asia, Australia, Africa

Key Partners:

• Apcon • Arista • BT • Cloudera • Cisco • Gigamon • Ixia • Splunk

Contact Details:

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Email sales@corvil.com

Business Description:

Established in 1996, Version 1 has progressed through organic growth and strategic acquisition to become a trusted technology partner to major domestic and international customers across all industry sectors in Ireland and the UK. One of the fastest growing IT services companies in Western Europe, Version 1 has doubled both profitability and revenue over the last few years, while at the same time delivering consistent improvement in customer satisfaction and world-class employee engagement. Our 600 strong locally based team are focused on proving that IT can deliver real benefits to our customers' businesses.

Products and Services:

Version 1 deliver IT Consulting, Solutions and Managed Services and have built deep expertise in a number of areas:

- Business Transformation & Enterprise Architecture
- Systems Integration
- Application Development & Management
- IT Service Management & Managed Services
- 24/7/365 ITIL, ISO 20000 certified)
- Data Management & Business Intelligence
- Infrastructure & Cloud Integration
- Software License Optimisation & License Management

Value Proposition:

Our market positioning is to offer end-to-end IT Consulting and Managed Services, distinguishing us from smaller, 'boutique' players, but to clearly differentiate ourselves from the larger international players through investing and building deep expertise in a number of carefully selected 'capabilities': Cloud & Infrastructure, Business Intelligence, Oracle Solutions, Microsoft Solutions, License Management, Business Transformation, Enterprise Architecture and Change, Development Technologies. We also differentiate ourselves from our competitors through our values-based approach to business, our proven excellence in customer satisfaction and staff engagement and our commitment to achieving operational excellence.

We have successfully adopted best practices such as ISO: 20000, ITIL, and Prince 2, and are building world class capabilities through hiring and staff development. On a quarterly basis we execute a number of repeatable processes covering communications, performance management, staff engagement, financial reporting, customer satisfaction, skills development and organisational improvement. We have consistently returned double digit net profit with exceptional staff and customer satisfaction scores over the past number of years. Aside from these metrics, the outstanding impact of our approach is the development of an execution culture, where what gets planned, gets done.

Standard and Certificates:

The Information Technology Infrastructure Library (ITIL) Best Practices
ISO:20000

Sector(s) Served:

• Multi-Sectoral • Technology • Manufacturing • Utilities • Health Care • Agriculture • Pharmaceuticals • Engineering • Aerospace • Financial Services • Retail • Professional Services • Public Sector • Telecom • Wholesale Distribution • Oil & Gas

Key Clients:

• SSE Airtricity • Musgrave Group • FBD Insurance • Department of Agriculture • Department of Transport • SEAI • Revenue Commissioners • ESB • 123.ie • Almac • RTE • SEAI • Bord na Mona • AWAS • Paddy Power • Pepsi • Bank of Ireland

Geographical Market(s) Served:

United Kingdom (UK), Ireland

Key Partners:

• Oracle Platinum Partner • Microsoft Gold Partner • Amazon Web Services (AWS) Consulting Partner

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Address:

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Millennium Way
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Ireland

Business Description:

Global Shares is a market-leading global provider of employee share plan software, administration services and financial reporting. Our next generation software products and services are renowned for their high quality, unrivalled flexibility and reliability and are created 100% in-house by our IT team at our HQ in Ireland. Global Shares success is attributed to its refreshing client-centric approach to the equity plan industry, its fully customizable products and its sharp-minded team of experienced compensation professionals. With overseas offices in London, New York and California, we work with large and small, private and public companies, with participants in 100+ countries worldwide.

Products and Services:

Global Shares develops niche equity software, services and reporting solutions for companies with employee compensation share plans globally. We offer cost effective equity automation solutions to such companies, saving time/money on their employee equity administration. Our web-based technology gives employees 24/7 access to their share holdings, giving transparency/clarity to their equity compensation packages. Equity Compensation is being rediscovered by leading companies globally as a magic formula for engaging their employees. Share plan incentives are used as a powerful mechanism to attract, retain and reward a top class workforce, and the company in turn benefits from self-motivated staff, higher share prices and profits. We have developed a bespoke, multi-lingual, multi-currency web-based participant interface system, allowing companies to fully administer their share plan and securely access all their equity information online.

Value Proposition:

Superior niche software & exceptional service - Our Software and Services have been developed specifically for the employee equity market. We offer best-in-class products and services, which can be tailored to meet the needs of every Equity plan type, size and complexity imaginable.

Equity Specialists - Share and Incentive Plan Administration is our core business and our total focus.

100% in-house IT development means our products are built and managed internally, giving us tremendous ability to control, react and respond quickly to the needs of our Clients. It also gives us great opportunities to innovate and launch new product for our clients.

Global client base - Today we cater for participants who are located in 100+ countries worldwide. We are not geographically bound and have developed an exceptional multi-lingual, multi-currency Equity Gateway portal to support our Clients and their participants worldwide.

Easy to use - Our technology is built to be user-friendly and simple to follow. We are continually improving our products and services based on feedback from our Clients.

Expertise - We leverage our team of qualified experts to provide a client-centred and solutions-driven approach. Choosing Global Shares gives you access to a dedicated team of Analysts to support and advise you. Consulting services are also available if required.

Highly skilled & helpful staff - Our Staff are a key industry advantage for Global Shares. They go through an internal training program which includes them becoming CEP qualified. One of the things we are really proud of at Global Shares is the constant feedback we get from all our clients with respect to our Staff, who are extremely dedicated and will always go that extra mile to provide a superior level of service.

Partnership approach - We offer each Client a dedicated Share Plan Manager and Analyst Team, who will Partner with them to fulfil all their equity needs and share their expertise to solve any issues as they arise.

SSAE 16 Compliant - Proof of our value is shown by our compliance with SSAE 16 in our most recent audit.

Standard and Certificates:

Certification is a key part of the training given to our staff. We have a large and growing pool of CEP and ICSA qualified members on our team.

The company Complies with SSAE 16

Geographical Market(s) Served:

Americas: United States, Canada, Brazil, Argentina

Sector(s) Served:

• Multi-Sectoral • Pharmaceutical, Chemical, Medical Devices • Construction/Property • IT – Software/Hardware/Services • Hospitality • Transport – Supply Chain/Freight/Cargo &

Storage – Air/Sea/Rail • Energy & Utilities – Water/Fuels • Food & Drink Processing (incl. Tobacco) • Retail • Telecommunications

Key Clients:

• Bwin.Party • Cargill • ING • UniCredit

Address:

Unit 2 Building D
West Cork Technology Park
Clonakilty
Co Cork
Ireland

Europe: United Kingdom, Italy, Holland, Greece,
Gibraltar, Finland, Luxembourg, Hungary
Middle East and Asia: Saudi Arabia, Hong Kong

Key Partners:

• Charles Schwab • Deloitte • JP Morgan • KPMG • Merrill Lynch • Morgan Stanley US •
Morgan Stanley Europe • Raymond James • UBS

Contact Details:

Phone +353 21 2348266

Website www.globalshares.com

Email thoustoun@globalshares.com



Business Description:

Globoforce is a leading provider of social recognition solutions, redefining how companies understand, manage, and motivate their employees. Innovative companies around the world use Globoforce's SaaS-based social recognition software to reveal the true performance and influence of every employee and strengthen company culture. With Globoforce, HR and business leaders can take a strategic approach to recognition programs that result in measurable benefits to the bottom line driven by increases in employee engagement, retention, and productivity. Globoforce is co-headquartered in Southborough, Massachusetts, and Dublin, Ireland.

Products and Services:

Globoforce's award-winning SaaS technology is trusted by some of most admired global companies in the world, including Intuit, Symantec, JetBlue, and InterContinental Hotels Group. Customers use Globoforce's proven methodologies and patent-pending technologies to reveal the performance, connections, and influence of every employee. This provides HR and business leaders with recognition-driven data that can inform all facets of talent management, including performance reviews, succession planning, and career management.

Value Proposition:

Globoforce helps global companies build world class recognition solutions unmatched in the industry. From introduction to implementation to launch and beyond, Globoforce's dedicated customer success team ensures that customers achieve their program goals and ultimately business results. Globoforce's easy to use solution allows employees to recognize one another at any time, creating cultures of positivity and recognition across the world.

Sector(s) Served:

• Healthcare • Technology • Retail • Banking and Finance • Automotive • Chemical • Communications • Construction • Biotechnology • Airlines • Apparel • Aerospace and Defence • Entertainment • Food and Beverage • Recreation • Electronics • Consumer Products • Hospitality • Human Resources • Insurance

Key Clients:

• KPMG • Symantec • IHG • Intuit • ConAgra Foods • Baker Hughes

Address:

21 Beckett Way
Park West Business Park
Dublin 12
Ireland

Geographical Market(s) Served:

North America, Europe, Asia-Pacific

Key Partners:

• Society for Human Resource Management • Workday

Contact Details:

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PAYZONE IRELAND LTD

Business Description:

Payzone is Ireland's largest branded consumer payments acceptance network. We operate an integrated multichannel payment infrastructure for clients that supports accessible and hassle-free payment by consumers across a range of goods and services. Payzone processes over 380 million transactions annually.



Products and Services:

Payzone provides multi-channel payment platforms for private and public sector organisations. We provide retail, online and mobile solutions across a range of services including mobile top-ups, tolling payments, credit and debit card processing, bill payment, pre-paid debit cards, electronic gift solutions and cashless parking. Parking Tag is our pay-by-phone parking solution which provides consumers with multiple payment options for on-street parking including SMS, mobile application and Interactive Voice Response. The solution is currently active in 7 local authorities in Ireland and, like many of our mobile and online solutions, it is transferrable and has been licensed in Australia to provide cashless parking in Melbourne.

Value Proposition:

Payzone is Ireland's largest branded consumer payments acceptance network with a retail base of over 7,000 stores. We work with over 80 clients to provide payment platforms across a diverse range of services through online and mobile channels as well as retail.

Standard and Certificates:

PCI certification

Sector(s) Served:

• Private & Public Sector • Retail payments • Mobile payments • Online Channels

Key Clients:

• Private and Public Organisations

Address:

4 Heather Road
Sandyford Industrial Estate
Dublin 18
Ireland

Geographical Market(s) Served:

Ireland, United Kingdom (UK), Romania

Key Partners:

• Mobile phone operators • Semi-state organisations

Contact Details:

Phone +353 1 2076000
Website www.payzone.ie
Email info@payzone.ie

Business Description:

Founded in 2002, iQuate is headquartered in Dublin with offices in San Francisco, Sydney and São Paulo, complemented by a growing international network of partners, and is the global leader in automated IT inventory and discovery. Our discovery platform – iQSonar – delivers complete, continual and accurate visibility of highly complex physical, virtual and cloud environments to help drive critical business activities such as IT Asset Management and Licence Compliance.

Products and Services:

Our main product is iQSonar - a specialist automated tool for delivering accurate Software asset usage and deployment data from the largest complex, server based, multi-platform IT environments. iQSonar provides organisations with valuable data that has been traditionally been almost impossible for them to access consistently and accurately when they need it. This data reduces risk by helping large enterprise IT users to ensure they maintain licence compliance and also reduces costs by allowing them to fully optimise their spend on server-based software. iQSonar was the first third party tool verified by Oracle globally as providing the required detail and accuracy of data needed for a Oracle-driven licence review. The power of iQSonar in delivering data needed to manage complex enterprise Microsoft environments resulted in iQuate being recognised as a finalist in the Global Microsoft Software Asset Management innovation partner of the year awards, 2011.

Value Proposition:

The enterprise software market is currently experiencing a perfect storm. Enterprise software vendors face reduced sales to new customers, and so have been aggressively turning to existing customers for new revenue through increased audit activity to enforce license compliance. At the same time, their customers are looking for accurate data relating to software deployment and usage to help them reduce software spend, while still remaining compliant. Complex cloud and virtual environments make this ever more difficult. Customers are increasingly turning to specialist advisors to understand the complex licensing models used by vendors. These advisors need accurate data to deliver accurate licensing advice. iQuate's automated inventory and discovery platform (iQSonar) is specifically engineered to work across complex physical, virtual and cloud environments to provide the complete and accurate factual data that is invaluable to customers, vendors and advisors alike, while facilitating positive and productive relationships between them where necessary. iQSonar has been designed to work standalone or to supplement other tools and products as an enhancing technology. This makes it attractive to producers of products that are reliant on accurate inventory data (e.g. Software Asset Management/Licence Management tools) as well as for customers who are already using products that may not deliver all the data they need and are looking to improve that without replacing the original product.

Sector(s) Served:

• Technology • Software • Corporate • ICT Healthcare • Oil & Gas • Energy, Power & Utilities • eSecurity • Banking, Finance & Insurance • Government Bodies • Local Authorities

Key Clients:

Our Client Information is Confidential.

Geographical Market(s) Served:

Czech Republic, England/Wales, Northern Ireland, Netherlands, United States of America, Canada, Australia, Brazil

Key Partners:

• Oracle • Microsoft • Cap Gemini

Contact Details:

Phone +353 1 6302223

Website www.iquate.com

Email info@iquate.com

Address:

Maple House
South County Business Park
Dublin 18
Ireland

EXPERT REVENUE SYSTEMS



Business Description:

Software Development Company specialising in Collections and Debt Management solutions. Founded in 1987 – 25+ years in the collections industry.

Products and Services:

We provide two core software solutions:

Revenue Management System (RMS) and Legal Management System (LMS). Both Systems are designed to manage arrears and delinquency from early stage right through to Legal Enforcement – they complete the collections cycle. Feature of the solutions include all of the tools required by collections departments:

- Integrated workflow/work queue management
- Multiple collection strategies to manage multiple customer/product types
- Integrated document management and archiving
- Interfacing to internal and external systems.

Value Proposition:

XRS is a specialist Solutions Supplier that provides software and services to enable our customers across the globe to solve complex business problems in the area of Credit Control, Debt Management and Legal Debt Recovery. We offer unrivalled support, with leading industry experts in Collection techniques.

Our systems and services deliver

- Reduced Arrears Levels
- Improved Collection Rates
- Improved Collector efficiency
- Reduced cost of collections
- Improved Customer retention

Our pricing is commensurate with our value and experience, yet is significantly lower than large global suppliers.

We can prove the value of our systems and services using Client Return on Investment and Cost Benefit Statements, Case Studies, and Testimonials.

Sector(s) Served:

• Financial Services • Telecommunications, • Local Government • Credit Unions • Utilities

Key Clients:

• Cabot Financial (Ireland) • AIB Bank • Eircom • Credit Union Sector • Mason Hayes & Curran Solicitors

Address:

8 Claremont Road
Sandymount
Dublin 4
Ireland

Geographical Market(s) Served:

Canada, England/Wales, Malta

Key Partners:

• AIA Software, The Netherlands – www.aia-itp.com • Strategic Information Technology.
Canada - www.stratinfotech.com • Microsoft • Oracle

Contact Details:

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