



Banking Finance

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“ We are servicing over 1000 customers spread out in 50 countries across 5 continents.”



Interview With
Mr. Madhivanan Balakrishnan
(MD & Global CEO of 3i Infotech)



“ It's pretty simple, to be honest. At Nucleus Software, we always keep challenging ourselves to innovate and improve.”

Interview With
MR. RAVI PRATAP SINGH
Executive Director
(Nuclues Software Exports Limited)

Repelling Obsolete 777 Acts a Right Step to break Red tape.



Raghuram Rajan
RBI Governor

“ I do not see an environment where credit growth is tepid. Banks are sitting on money so to speak, and their marginal cost of funding has fallen. The notion that it hasn't fallen is nonsense.”

Developing Block: Will It Bounce back??



Piyush Goyal
The Power, Coal and New, Renewable Energy Minister

“ We will look for technologies for clear coal as this will be the mainstay for India's fuel mix,”
“ Coal cannot be wished away. It is a reality.”

Importance of Effective Listening Towards Achieving Success in life



Hasmukh Adhia
Financial service secretary

“ The government can decide to make MUDRA a policy bank like NHB (National Housing Bank) or it can decide to make it a universal bank.”



Interview

with

MR. MADHIVANAN BALAKRISHNAN

Managing Director & Global CEO of
3i Infotech



1. Please tell us about your company and the areas where you are offering various products

3i Infotech functions with a commitment to "Empower Business Transformation" to its clients. 3i Infotech is a leading Global Information Technology firm offering technology products and solutions to over 1,000 customers spread out in 50 countries across 5 continents.

Armed with a comprehensive set of 30+ IP based software solutions, 3i Infotech is a market leader in the following industry verticals:-

- ✓ Banking
- ✓ Insurance
- ✓ Capital Markets
- ✓ Asset Management

3i Infotech offers the following products:-

- ✓ **PREMIA**- The Insurance Management Solution
- ✓ **AMLOCK**- Anti-Money Laundering and Fraud Detection Solution
- ✓ **MFUND**- The Investment Management, Wealth Management and Mutual Fund Solution
- ✓ **KASTLE**- Corporate and Retail Banking Solution
- ✓ **ORION 11j** - The Next-Gen Enterprise Resource Planning Solution

2. Please give us an insight of the concept of AMLOCK?

AMLOCK, the anti-money laundering Product Solution enables Banks & other financial institutions in their anti-money laundering initiatives. Since its launch in 2002, AMLOCK has been a dominant market leader catering to more than 35 banks in India.

Some of the key functionalities of AMLOCK are:-

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- ✓ 'AMLOCK' solution seamlessly supports banks in fulfilling the rigorous Know Your Customer (KYC) compliance norms
- ✓ It has the requisite features to cater to customer's stringent due diligence requirements
- ✓ The product is equipped with new customer on boarding exercise as well as supports customer risk categorization / profiling.
- ✓ AMLOCK ensures due diligence through:-
 - ❖ Ongoing sanctions screening,
 - ❖ Real-time screening of international transactions through SWIFT.
 - ❖ Monitoring customer transactions by handling the suspect scenarios detected and mandatory reporting requirements like Cash Transaction

Report (CTR) and Suspicious Transaction Report (STR).

The product has undergone regular upgrades with enhanced features. In addition to Anti Money Laundering (AML) features, the current version also incorporates certain fraud detection capabilities.

3. How do you compare rather differentiate the AMLOCK with the other software solutions?

Functionally, AMLOCK is an end-to-end comprehensive Anti Money Laundering (AML) solution that can satisfactorily cater to the requirements of a bank to comply with the regulations defined by the authorities. AMLOCK has also been regularly mentioned internationally and rated amongst the Best through independent research reports.

Some of the enhanced features in AMLOCK which differentiates it from other products are:-

- ✓ It includes an adaptive profiling engine to build customer profiles and report variations from profile.
- ✓ The product is equipped with Rule and Report Builder which enables easy configuration of alerts and reports to cater to any/ every unique requirement.
- ✓ Graphical Link Analysis module to identify static and transactional links between entities and a Visual bench marking tool to provide what if analysis based on user defined conditions.

4. What has been the response of AMLOCK in Banking and Finance industry so far?

Overall, the product has been well received in India and, currently, the clients on the older version are upgrading to the latest version of AMLOCK. Globally, AMLOCK has more than 80 clients and with market presence across the South Asia, Asia Pacific, Middle East, Africa and Western Europe regions. As the need for complying with Anti-Money Laundering regulations increase, we have also recently added telecom companies also as our clients.

5. How do you view the development of IT industry 5 years down the line

Companies which work around innovation & invest

now in understanding customer insights will be the torchbearers of future growth. Advance technologies in cloud, big data, analytics, mobility, social media and the Internet of Things (IoT) would decide the future course of India's IT Industry. Talent Management & equipping the human capital with the right skills with the changing times would help companies steer ahead in a highly competitive market.

6. Are you offering products in India only or servicing in overseas countries also.

We are servicing over 1000 customers spread out in 50 countries across 5 continents. If we only talk about

“Overall, the product has been well received in India and, currently, the clients on the older version are upgrading to the latest version of AMLOCK.”

AMLOCK, from compliance perspective, it has been implemented in more than 25 countries. AMLOCK not only supports the regulatory requirements in those countries but also to the applicable global standards. AMLOCK has been adjudged through Certified Domain Experts like CAMS (Certified Anti Money Laundering Specialist) for AML & CFE (Certified Fraud Examiners) for Fraud.

In addition to above listed products, 3i Infotech has expertise in business intelligence & analytics services, infrastructure management services, testing & compliance, application development & maintenance, consulting and BPO offerings

7. Any other thought that you would like to share with our Readers?

AMLOCK's value in this market is sealed through three big differentiators - a 13 year old robust software product which is an industry acclaimed market leader, team 3i Infotech's deep domain expertise across the BFSI segment which is evident in our product engineering efforts, and finally, our ability to be an end-to-end Business Process partner, capable of augmenting our product with appropriate service and solution for our clients, thereby delivering value. Our ability to add Business Intelligence and Advanced Analytics is the latest value adds we offer to our esteemed customers.