



Top 25 Workflow Solution Providers - 2017

Company:
ANALEC

Key Person:
Indy Sarker, CEO
Edward Herman,
Director - Head of
Sales
Colin Stone, CTO
Lalit Raj, VP (Client
Engagement)

Description:
Offers innovative
technology solutions
helping broker-dealers
to raise productivity,
cost competitiveness,
and improve revenue
generation prospects

Website:
analec.com

The demand for increased productivity and burgeoning competition in the business realm has invited a universe of innovation in the way Workflow Management Systems (WMS) function. Groundbreaking innovations in the Workflow domain like artificial intelligence, machine learning, and automated chat bots aim to establish newer boundaries within which empowered workers are free to achieve their objectives by appropriate and valid means. As the envelope keeps getting pushed, today's workflow technology doesn't just tend to be process centric but also 'Objective' centric.

Moreover, for enterprises it is indispensable to optimize business processes to improve efficiency, alongside staying ahead of the global competition curve by minimizing overall business cost. While the stereotyped manual methods fail to fit into enterprise strategies, a highly flexible WMS can be at rescue by synchronizing all aspects of organizational and procedural workflows. Also, having the right technologies in place can enable businesses to diminish errors, inculcate seamlessness in project handling, and connect enterprises at unit level for easy and transparent operations.

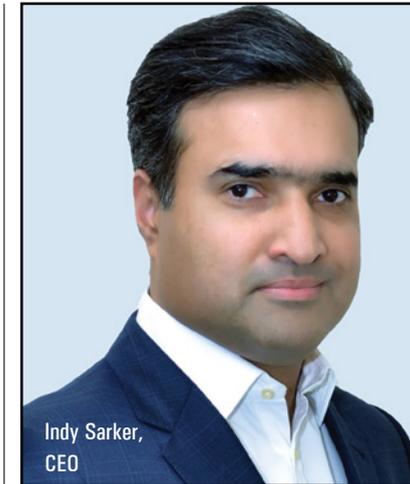
In such a scenario, the industry is witnessing newest and advanced software solutions being introduced by solution providers that can be integrated with their existing workflow infrastructure. Aiming to help organizations find a suitable workflow solution tailored to their business needs, in this issue of CIO Applications, we are featuring Top 25 Workflow Solution Providers that provide state-of-the-art workflow management technologies and solutions. Our editorial panel has come up with a list of trusted players that bring capabilities to help businesses streamline their workflows.

ANALEC

Restructuring Competitive Workflows

In the midst of a structural transformation of the capital market and recent regulatory upheavals, there is a growing need to understand complex workflow challenges of the space to help the incumbents become future-ready. To put it in perspective, consider the advent of MiFID II related regulations in Europe that has culminated into a global domino effect in the form of brokerage "commission unbundling" pressure. In the meantime, the service providers in the investments research sector are busy rewriting the rules of engagement and are taking a fresh look at their business models to remain competitive and commercially sustainable. To counter such challenges, organizations today are compelled to look out for the perfect workflow automation and client servicing solution. A New York, U.S., based organization, ANALEC, enters the picture at this point that claims to have discovered the blend of technology and software that boosts customer engagement capabilities of organizations, reduces research costs, and adds greater value to the investment decision-making process.

Leveraging its 80 years of cumulative working knowledge of investment research and client servicing functions, ANALEC offers technology solutions to address the tactical and strategic challenges plaguing the stated functions within the professional investor marketplace. "Organizations often complain about the robustness of management reporting capabilities of various solutions they have previously explored," expresses Indy Sarker, CEO of ANALEC. Leveraging next generation investment research platform,



"ANALEC's ResearchWise ensures top-of-the-line branding, quality, and compliance aspects around research authoring, as well as the ability to deliver a superior client engagement ability, and consequently drive insightful analytics around consumption behavior in the marketplace."

Anticipating a distinct convergence between investment research technology solutions and CRM technology platforms, ANALEC has built a CRM workflow catering to specific needs of the capital markets space with integration to "ResearchWise" research technology platform. "We are unique in the marketplace wherein we can provide workflow automation in an integrated form for research and client service organizations," explains Colin Stone, ANALEC's CTO.

ANALEC's CRM platform is built to provide ease of use, intuitive response patterns, and maximum value with minimum effort. Additionally, visually rich navigation features with insightful, data-driven management reporting, and analytics significantly improve

client satisfaction scores and resource allocations decisions—boosting profitability of the client service organization.

Sustaining a competitive edge, ANALEC boasts an alliance of 12 long-years with an Asian financial giant, catering to its research technology and CRM needs. The firm needed to leverage investment research content to populate their portal in both HTML and PDF format; including the ability to tag reports and content for easy search, retrieval, and personalization capability. Delivering upon workflow challenges as the key to customer retention, ANALEC has continuously demonstrated ability to innovate and devise specific solutions to the client's problems—improving analysts' productivity, delivering research content across multiple formats and mediums, and boosting the customer visibility of the research organization.

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"Our product suites have achieved the degree of maturity and robustness which is leaving us extremely enthused about capturing a larger part of market here in the US as well as our expanding footprint in UK and Europe," discloses Edward Herman, Director - Head of Sales, ANALEC. With over 14 years of service and successive licensing renewal cycles, ANALEC is helping clients to build more profitable and sustainable businesses as well as boost competitive position in the marketplace—ensuring cutting edge technologies with a high-quality customer engagement. **CA**