

BANKING SPECIAL

APAC

# CIO Outlook

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## 25 Most Promising Banking and Software Solution Providers 2016

**A**s banks and financial institutions adopt new channels to seamlessly interact with customers, financial services have become increasingly technology-driven. Financial institutions are under pressure to bring the right technology to drive financial transactions, customer experience, and marketing of new products or channel distribution. The effects of technological innovations have immensely helped the financial services organizations transform to stay ahead in the market. However, the increase in regulatory and compliance requirements across the globe has posed a number of challenges that are complex and demand a more proactive approach from banks to ensure new infrastructures and robust technology platforms. In the long run, banks are always aware how a lack of responsiveness towards regulatory laws can seriously impact customer relationship and growth. The focus on creating new services delivery through IT systems has changed the way banks function internally and helped them to deal with compliance

better. The banking solutions providers who bring invaluable technical expertise, industry know-how and resources have played a critical role in integrating banking technology and best practices for banks and financial institutions. As these organizations have rightly discovered- Digital innovation and leading-edge technology is the key to empower customers and to keep up productivity with faster banking services.

This edition of APAC CIO Outlook brings you the “25 Most Promising Banking and Software Solution Providers.” The list presents to you some of the most prominent organizations in the industry who are capable of leading their clients towards excellence by supporting them beyond an advisory level. The proposed list aspires to assist banks to find the right financial services provider, who understands regulatory processes, enables organizations combat various risks and enhances new technology adoption through industry-leading systems, infrastructure and operating models.



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### Company:

AsiaPay Limited

### Key Person:

Joseph Chan  
Founder & CEO

### Description:

A global pioneer in electronic payment services and solutions providing advanced and comprehensive solutions to industries like Telecom, Banking & Financial, Insurance etc.

### Website:

asiapay.com

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# AsiaPay:

## Aiding Financial Institutions Maximize Business Opportunities, Efficiency and Productivity

The banking and financial industry has been in the midst of a transformation for the past few years. With technology taking a front seat in the proceedings of the industry, financial institutions require cost-effective payment systems. Apart from this fraud monitoring demands assistance 24/7 and there is a need for skilled expertise and resources for businesses. Having identified these needs of the banking and financial industry AsiaPay, a leading provider of electronic payment solutions inceptioned its journey in 2000 in Asia.

The organization aimed to become a one-stop payment platform to resolve processing of any payment method on any channel, language, currency and all kind of devices. The company offers a broad portfolio of innovative products and services which are popular with their global clients who belong to industries such as retail, healthcare, financial or banking, utilities, services, aviation, telecom and public sector among others. Headquartered in Hong Kong, AsiaPay has successfully built a strong base in 12 countries namely Thailand, Philippines, Singapore, Malaysia, Mainland China, Taiwan, Vietnam, Indonesia and India within a span of just six years.

With the focus to help banks and financial institutions adapt to technology enabled operating models and processes, AsiaPay delivers services such as Payment Processing, Mobile Payment, Value-Added Solutions, Payment Security, White-label Payment Gateway and ACS Solutions and Managed Services. Payment Processing allows organizations to successfully administer their multiple payment methods from one platform. The company's value-added solutions are designed to offer merchants with complementary capabilities such as recurring payments, installment payment, dynamic currency conversion, online registration system, electronic vouchers and card promotions etc.

The company has introduced an array of Payment Security solutions which ensures 3D Secure, fraud management system, and tokenization services. While developing White-label Solutions, the company aims to assist banks and other payment

AsiaPay is acclaimed amongst its peers for bringing “unparalleled security” to client’s business processes

service providers to be more profitable through internet payment gateway, electronic wallet, 3D-secure and online mall platforms.

AsiaPay has evolved as a trail-blazer in the market due to its scalable and tailored service offerings. It is one of the few providers in the Asian market as Level 1 PCI DSS Certified and acclaimed amongst its peers for bringing “unparalleled security” to client’s business processes. Joseph Chan, Founder and CEO, says, “What truly sets us apart from our competition is our strength to develop custom payment solutions such as proprietary payment apps, online registration systems and more to augment the existing business models and fulfill the ever-changing needs of businesses in today’s e-commerce and m-commerce landscape.”

AsiaPay constantly collaborates with market leaders such as Cathay Pacific, Hong Kong Airlines, Peninsula Hotel, Conrad, Goodwood Park Hotel, Harbour Plaza, Nestle, Nike, Canon, ACE Insurance, SaSa, Charles and Keith, Yahoo, British Council, Hong Kong Red Cross, etc. Over the years, the company has achieved several prestigious awards such as “Best Company of the Year for Electronic Payment Solutions & Innovation/ Regional” (2016), Red Herring Top 100 Global (2015), China I + Finance Industry Top 10 Enterprises Award (2015), Best Payment Solutions Provider Pan Asia (2015), and Best CNP Program outside the U.S. Award, (2012) among others. AsiaPay is all set to introduce a range of mobile payment solutions, payout, digital wallet platform, connecting merchants and consumers through a secure payment environment and international online marketplace which will redefine cross-border selling for retail businesses. **ACO**



Joseph Chan  
 Founder & CEO