

Follow the Money

Congratulations on winning the award for Best AML Compliance Solution Provider in the 2009 Waters Rankings. Why do you think Waters readers chose your solution?

S. Ramakrishnan: Oracle is honored that *Waters* readers have selected Oracle Mantas as the number one anti-money laundering (AML) solution for three years in a row. The award is truly a testimony to the excellent ongoing relationship that we share with our clients and their experience with Mantas. Mantas clients have in fact formed an independent user group called the Strategic Mantas AML Roundtable (SMARTS), which meets four times a year. We are invited to present at SMARTS and have the opportunity to come together with our customers to discuss issues in depth, share best practices and devise sensible and effective risk-mitigating transaction monitoring approaches around the Mantas platform.

How are your clients dealing with the current state of the marketplace?

Ramakrishnan: More than ever, financial firms need the capabilities offered as part of the Mantas system to help improve the productivity of their compliance staff and enable quicker time to compliance. These needs are easily supported through the comprehensive architecture of the Mantas Behavior Detection Platform as well as new scenarios to address emerging industry trends like cross-channel fraud, online fraud, and the need to meet both domestic and international regulatory norms on the AML front. With the ascent of global finance, Mantas continues to add value in emerging economies where member countries are striving to become Financial Action Task Force (FATF) members and AML regulations are being enforced with clear timelines.

What role does risk management or compliance play in your clients' business?

Ramakrishnan: Recent events have focused the financial services industry like never before on financial crime and compliance management issues. In addition to the regulatory fines that are increasingly being handed out, financial firms are more and more concerned about the effect on their reputation risk caused by such high-visibility events. More importantly, clients are finding that compliance-oriented AML investments can be leveraged for fighting financial crime and issues like fraud that have a direct impact on the bottom line of the institution.

What criteria should investment firms use when choosing your products?

Ramakrishnan: Financial firms are no longer looking for piecemeal compliance solutions; they want a strategic partner who is both deep and wide. They want a software provider that offers comprehensive solutions and has the capability to meet their

needs across numerous compliance and risk requirements. The Oracle Mantas Behavior Detection Platform integrates detection, prevention, investigation, and resolution of suspicious financial activity across multiple channels, jurisdictions, lines of businesses, and customer lifecycle stages. Oracle Mantas Anti-Money Laundering, Fraud, Know Your Customer, Broker Compliance, and Trading Compliance are part of a comprehensive suite of applications designed to deliver value to financial firms at a low total cost of ownership (TCO).



S. Ramakrishnan
CEO of Reveleus and
Mantas Products
Oracle

What makes your solutions stand out from the competition?

Ramakrishnan: We hear consistently from our clients that they feel more confident in facing regulators due to the strength, consistency and accuracy of our detection and case management capabilities. Moreover, our scenarios are based on real-life situations and come pre-tested, with pre-defined data requirements and a comprehensive, pre-packaged data model to ensure strong detection as well as investigations. Additionally, our high client retention rate can be attributed to the fact that in the long term our solutions have always produced a much lower TCO overall compared to our competitors.

What can clients expect from your firms in terms of updates in the coming year?

Ramakrishnan: Our newest release of Oracle Mantas provides sophisticated detection and prevention functions, enhanced investigations through enterprise-level case management as well as alert and event correlation for a single financial crime and compliance management reporting platform. Oracle Mantas now delivers interactive dashboards as well as drill down and ad hoc query capabilities provided by the Oracle Business Intelligence Suite Enterprise Edition Plus. Working with Oracle Adaptive Access Manager, Oracle Mantas also now enables financial firms to correlate events and identify patterns through real time cross-channel fraud and suspicious activity monitoring along with industry-proven, fraud prevention and interdiction capabilities. We are excited for the coming year and look forward to delivering value to our customers and helping to support their success. We will also have our sights squarely set on winning the Waters Rankings award for the number one AML solution again for the fourth consecutive year. We view this recognition as an important achievement and a success we can share with our clients. ■