

“RegTech Associates convened a cross sector industry roundtable, the conversation allowed us to gain unique insight on pain points facing FI’s”

Nick Ford

Head of Partnerships, Encompass



About

Encompass automates information and news discovery for KYC requirements for client onboarding, event-driven refresh and remediation. Driven by a firm's internal policies and choice of reliable, independent sources, Encompass constructs corporate ownership structures, discovers beneficial owners, and comprehensively screens entities and persons for risk.



The Problem

Regulated firms are faced with increasing Financial Crime obligations and an endless choice of data providers and technologies to help them meet those obligations. Encompass wanted to get to hear the real problems and pain points facing FI's which can be challenging within the usual sales environment.



The Solution

Encompass engaged with the team at RegTech Associates and signed up as a client of our Digital Regulation roundtables series, participating in the 'KYC – Joining the dots on the Fin Crime Journey'. The Roundtable gave Encompass an opportunity to tell the story of their unique product but crucially enabled them to be part of meaningful dialogue focussed on financial crime and where these organisations are concentrating their efforts.



The Results

Armed with this knowledge, Encompass were able to implement strategic developments to their platform to ensure they are creating a product answering the real challenges being faced by their clients.