

# APAC CIO Outlook

CORPORATE FINANCE SPECIAL

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## Top 25 Corporate Finance Tech Companies - 2017

Due to the radical technological advancement, the roles of financial firms and CFOs have continuously been on the evolution path throughout the last century. As the role of finance professionals have advanced over the years, many of them are leveraging several cutting-edge technologies to thrive in this market that is subject to constant change.

With the availability of competent tools such as Microsoft Dynamics AX, finance leaders are driving corporate finance with real-time access to organizational and market data. The advent of big data and AI has further enhanced the role of financial leaders to encompass everything starting from business strategy to operations to IT risk management. CFOs deploying AI into its corporate strategies will empower them to bring transparency in their operations and garner competitive advantage over other leaders in the same sphere.

In the years to come, the CFO's technology purview will grow to incorporate more of real-time reporting, software agents to foster decision-making, nanotechnologies, and permitting cross-border transactions without any hindrance. With a 360 degree view of the finance operations, finance leaders can improve the management of its operations and mitigate the risk windows that stand in their way to agility and standardization.

To assist CFOs manoeuvre in the right direction while adopting corporate finance strategies, a distinguished panel of experts and analysts along with the APAC CIO Outlook's editorial board has selected the leading Corporate Finance Solutions providers. The companies featured in this edition demonstrate an ability to develop innovative technologies with dedicated lean on outstanding customer service.

We present to you "Top 25 Corporate Finance Tech Companies - 2017."

### Company:

The IDS Equation

### Key Person:

Duncan Smith  
MD - APAC

### Description:

The company caters to the global equipment finance industry with their cutting-edge solutions that streamline business process, simplify compliance, reduce risk and position business for growth

### Website:

idsgrp.com

## The IDS Equation:

### Combining Experience and Forward Thinking for Success

Dealing with change in the equipment financing business requires an adaptable technology solution. Catering to this need for over 35 years, International Decision Systems (IDS) has thrived in this fast-paced environment and so have their customers.



INTERNATIONAL  
DECISION SYSTEMS®

Operating from their headquarters in Minneapolis, MN, and five global offices, IDS serves hundreds of customers in over 30 countries, including multi-nationals, banks, and 'captives'—companies that manufacture and lease their own equipment. IDS completely understands that no two businesses are exactly the same, which is why they deploy configurations on top of their deep core of business logic to meet different needs of their customers, supporting small to large ticket sizes and a variety of complex structures.

The company has had long term associations with many of the customers. Their clients rely on their experience – but they also know the company is constantly looking out for their future needs by revising, updating, and upgrading their products and services. "In fact, we focus relentlessly on staying current on technological and regulatory changes, so that we can 'future proof' our platforms. The result? We help our customers avoid those vulnerabilities that could threaten the safety, security, and effectiveness of their leasing

operations," elaborates Duncan Smith, MD – APAC, IDS.

Smith also emphasizes that future proofing doesn't mean "one size fits all." Thus, the company constantly strives to ensure that their systems can be integrated into those of the customers. To accomplish this goal, IDS builds scalability and extensibility into all their systems, so that they can work with any volume-related issues

such as the number of concurrent users. This aids the customers in expanding their operations without having to "rip and replace" their current platforms.

#### Rapport and InfoLease: Full Lifecycle Solution

The equipment finance business is complex, which means the customers may have hundreds or thousands of requirements related to their enterprise applications. IDS helps to address these needs with their two main software packages: Rapport and InfoLease.

We want any business that chooses to work with IDS to feel that it's making a solid investment in the future

While these systems can be purchased and operated independently, they can also work together as a

full "lifecycle" solution, supporting every stage of an organization's equipment finance business, from deal origination to asset end-of-life. In short, businesses can use Rapport and InfoLease to handle both "front office" and "back office" functions. The company updates Rapport and InfoLease twice a year to ensure that these systems are always fully capable of accommodating needed changes and protecting against new vulnerabilities.

#### Personalized Service – with a Global Reach

IDS is a leader in the "high-tech" aspect of equipment leasing financing but the company hasn't forgotten the "high touch" part of doing business either. The company provides designated contact people to all the customers so that they know who to reach for assistance, technical or otherwise. The company also employs an experienced global support team, characterized by vast expertise and a low turnover rate – which means that the person helping their customers today is likely to be the same one they can call tomorrow.

#### An Investment in the Future

The company is committed to bring their customers the most effective modern architecture to meet all their leasing needs and they have got the experience, the people, and the vision to support their technical proficiency. "Ultimately, we want any business that chooses to work with IDS to feel that it's making a solid investment in the future," concludes Smith. ACO

