

Ian Manocha,
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PARTNERSHIP BETWEEN AN ESTABLISHED BANK AND A FINTECH INNOVATOR...

...DELIVERING RESULTS NOW AND IN THE FUTURE

There's a good chance that you've heard of ANZ, as the Australia and New Zealand Banking Group is a very highly regarded brand.

It's perhaps less likely that you've heard of Gresham Technologies. It is a relative upstart compared to the 183 year old banking institution. However, in recent years, Gresham has built an enviable reputation as a technology innovator in the finance, risk and regulatory space. It has been working closely with ANZ for seven years already.

That relationship reached a new level in 2018, with the news of a strategic partnership with ANZ's Institutional Bank – as a part of the “better bank” strategy.

Such a relationship is hard-won in the banking sector. However, the Gresham team has been a key strategic partner of ANZ's Payments and Cash Management team since 2011 rolling out market-defining initiatives such as Cashactive Fusion: this is the accounts receivable solution, that is built on Gresham's Clareti platform.

More recently, the two have worked together to deploy an enhanced Cashactive Fusion platform for the commercial sector giving ANZ one of the most agile receivables platforms in the industry. The platform can serve clients of all sizes – from small companies to multi-national corporations and government. So, it's fair to say that Gresham have earned their stripes with ANZ: one can understand how the trust has blossomed after a series of such successful deliveries.

Fast-forward to present day, and you'll find that the relationship isn't limited to technology delivery alone. Gresham's long-standing partnership with ANZ has given it an intimate understanding of the bank's cash management operations and ambitious digital strategy, allowing it to work as true partners with ANZ, jointly developing strategies and ideas on how to best take advantage of opportunities in the digital space.

“Better control and transparency, instant processing, and more flexible cash management are just some of the priorities we are excited to be working on closely with ANZ.”

Ian Manocha, CEO, Gresham Technologies

Gresham also works very closely with ANZ's Wholesale Digital team and together they have recently established a 130-person-strong “Innovation Centre”, hosted and managed by Gresham in Melbourne. Here you'll find a convergence of minds where teams of experts from both organisations work together to deliver on the bank's wholesale digital strategy, focussed on delivering a market leading, digital service to customers.

Today's corporate and institutional customers are looking for new ways to engage their banking providers. They want easy to use, seamless, integrated experiences across all their banking services, with instant payments, better control and transparency, and more flexible cash management offerings. As a leader in this area, ANZ recognises it must continuously innovate and invest in the digital space.

The expectation clearly is that, by collaborating with a leading fintech such as Gresham, the team will sprinkle some of the magic dust that is disrupting the banking sector.

This proven partnership expects to deliver a new generation of digital products and services, to enable ANZ's customers to work more seamlessly with their bank and give ANZ even stronger differentiation in a highly competitive market.

Representatives for ANZ described the initiative as a “key strategic pillar” for the Institutional Bank. A new commercial agreement, finalised in September 2018, now solidifies the relationship for the next five years.

The agreement includes the provision of an Innovation Service supported by technology licencing, consulting, provision of resources, and joint developments with Gresham's Innovation Lab in Bristol, UK.

The Innovation Services promises exciting things to come.

by Andrew Hutchings, Editor-In-Chief, Financial IT

“Our strategic partnership with Gresham will accelerate ANZ's delivery of market-leading, digital solutions”

Mark Evans, Managing Director, Transaction Banking, ANZ

Ian Manocha

Ian has extensive experience in the business technology sector. Prior to joining Gresham in June 2015 he worked for SAS as Vice President, Business Units, EMEA & AP and was Chairman of Memex Technology Ltd.

Ian has over 25 years' experience working with many of the world's leading financial institutions and has been successful in growing companies to significant scale through securing and delivering high value enterprise software deals.

Gresham Technologies

Gresham Technologies plc is a leading software and services company that specialises in providing real-time data integrity and control solutions. Listed on the main market of the London Stock Exchange (GHT.L) and headquartered in the City of London, its customers include some of the world's largest financial institutions, all of whom are served locally from offices located in Europe, North America and Asia Pacific.

Gresham's award-winning Clareti software platform has been designed to provide financial institutions with complete certainty in their data processing. Clareti is a highly flexible and fully scalable platform for ensuring the integrity of data across an enterprise. It is designed to address today's most challenging financial control, risk management, data governance and regulatory compliance problems.