

**TEN
TECH
COMPANIES
TO
WATCH**



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The challenges that banks face are legion. Meeting them takes intelligence, creativity, innovation. Banks that look for intelligent and creative tools—smart solutions across a variety of disciplines—from the most forward-thinking technology companies are reaping the rewards. Ranging from security to core processing to mobile banking, the best innovation is often from lesser known, privately held technology shops. In its annual ranking, BTN profiles 10 firms—Zoot, Open Solutions, Panini, Online Resources, Wipro, mFoundry, Omniture, EXL, Guardium and Mall Networks—whose innovation is getting them noticed.

By **JOHN ADAMS, GLEN FEST, MICHAEL DUMIAK
AND KAREN KREBSBACH**

THE TEN TECH COMPANIES TO WATCH

- 1) Zoot
- 2) Open Solutions
- 3) **Panini**
- 4) Online Resources
- 5) Wipro
- 6) mFoundry
- 7) Omniture
- 8) EXL
- 9) Guardium
- 10) Mall Networks



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PANINI

CEO: DOUG ROBERTS

WHERE: TURIN, ITALY; DAYTON, OH

FOUNDED: 1945

BUSINESS: IMAGING

PRODUCT: MY VISION X

REVENUE: N/A

STATUS: PRIVATE

RECENT CLIENT WINS: BB&T

WHAT BUSINESS DOES A FIRM FOUNDED AT

the end of World War II have dabbling in digital? In Panini's case, it's more than dabbling. And the answer to the business question is plenty. Panini's expertise is in imaging, and with the advent (finally) of paperless and wireless finance—of note recently in the United States with the rise of remote deposit capture—the Italian firm with an American subsidiary is putting its deep and hard-won experience to good use.

“Financial institutions recognize the power of distributed capture in gaining and retaining deposits,” Panini North America chief executive Doug Roberts says. “We’ve just skimmed the surface of adoption for banks and corporate customers.” Panini’s deployed over 100,000 of its MyVision X check scanners, which enable bank clients to convert paper checks to digital files for same-day or overnight deposit. One of the more forward-thinking banks deploying this service is Winston-Salem-based

BB&T, a \$127 billion firm which Panini captured as a client in 2005. Panini also counts First Horizon, KeyBank and US Bank as customers. The advantage, Roberts says, is that Panini's system can be calibrated to accommodate both low-volume small business users as well as large commercial depositors.

A seemingly simple task in a mature, wired, networked society—the conversion of paper documents into binding, actionable digital files—keeps offering new challenges, especially stateside, where even small contracts often need to be faxed to gain recognition. Panini's preparing to roll out the next generation of their My Vision X product suite and is in the process of launching major initiatives for Merchant Back Office Conversion (BOC) and Small Business. The company expects to continue and extend their market leadership position in the distributed capture industry. Given the firm's six decades of operations, it probably will. ▲ MICHAEL DUMIAK



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About Panini

Founded in Turin, Italy, Panini has enabled clients to capitalize on shifts in the global payments processing market for more than sixty years. Panini has a rich history of technology innovation, leveraging the company's expertise in research & development. Panini's market leading solutions are based on state-of-the-art engineering resources and ISO-9000 quality certified production. Panini North America, a wholly owned subsidiary, offers check capture solutions that enable customers to fully realize the advantages and efficiencies available with the digital transformation of the paper check. Panini's scalable check capture solution address the complete range of distributed check processing opportunities including teller capture, back-counter capture, corporate capture, merchant back office conversion (BOC), cash vault, microfilm replacement and remittance processing.

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