



AIFINTECH100

Profiles of the **AIFINTECH100**, the world's most innovative companies developing AI technologies in Financial Services that every financial institution needs to know about in 2023





**COMPANY
RESEARCH
PROFILE**

REQUIREMENTONE

PRODUCT NAME:
RequirementONE

- Founded 2020**
- London, United Kingdom**
- www.RequirementONE.com
- hello@RequirementONE.com
- Employees: 11-50**
- Regions of operation: Global with operations in Europe, Australia and North America**

KEY EMPLOYEES:



Martin Gorm Pedersen
CEO & Co-founder



Helen Dann
CCO & Co-founder

Segments of Financial Services: **Banking, Insurance, Asset Management, Advisory, Compliance Management**

OFFERING

RequirementONE is an end-to-end compliance lifecycle management platform that offers agnostic regulatory horizon scanning and change management capabilities.

RequirementONE significantly reduces the cost, complexity, and time of keeping you and your colleagues proactively informed of global, national, and local regulations and best practises from around the world as changes and updates take place in real-time.

PROBLEM BEING SOLVED

The proliferation of obsolete software tools has made the world of compliance too complex and costly. This isn't financially sustainable for organisations.

RequirementONE has developed a unique app-based platform that leverages the power of AI, which makes obtaining, managing, and sharing compliance-related intelligence intuitive, quick, and easy.

TECHNOLOGY

By leveraging the power of end-to-end automation, you're now able to connect your data to your people on a single collaborative platform that modernises and future-proofs your compliance requirements.

RequirementONE has a single global data lake for regulatory developments that is accessible via a modern API, robots that search for and automate core staff tasks, and a multi-lingual AI engine that gives people the information they need proactively and in real-time.

PRODUCT DESCRIPTION

RequirementONE is a leading RegTech firm that specialises in providing innovative solutions to help organisations effectively address regulatory change. Its platform offers a comprehensive suite of tools and resources designed to supercharge organisations' efforts to stay compliant and informed. It's compliance simplified.

Tailored Solutions for Your Needs

With RequirementONE, you have the flexibility to align the platform with your specific business requirements and geographies. Gain access to a vast repository of regulatory updates from over a thousand regulators, industry bodies, and best practise sites in relevant jurisdictions.

Efficient Change Analysis and Triage

Managing regulatory updates across multiple geographies can be a daunting task. That's why RequirementONE offers a solution that simplifies the process. Its platform provides fully translated regulatory updates that are automatically routed to the appropriate stakeholders, ready to be actioned. Analyse changes comprehensively, leverage a complete change history, and generate comprehensive reports to meet your specific regulatory compliance needs.

Rapid time to value

The platform is easily configurable by a subject matter expert (SME) or business user using an intelligent taxonomy, resulting in rapid time to value.

TRACTION/GROWTH

- Compliance organisations in small and large companies rely on our unique apps-based platform to identify, track and mitigate non-financial risks while also reducing the cost of compliance management by up to 80%.
- The company has established services and implementation partnerships with Grant Thornton and NextWave

This document is being provided for information purposes only. It is not designed to be taken as advice or a recommendation for any specific investment or strategy decisions.

Easing the compliance conundrum: How RequirementONE is shaping the future of regulatory updates

Regulations are hitting companies at an unprecedented rate. Every year companies face a slew of new regulations or updates to existing regulations that they need to action, all of which can vary against the type of organisation and across jurisdictions. If companies want to keep up, Martin Gorm Pedersen - CEO and co-founder of RequirementONE - believes the only way to keep up is by exploiting Artificial Intelligence (AI).



REQUIREMENTONE

The cost of compliance continues to rise in tandem with deeper scrutiny. Duff and Phelps found that in 2020, around one in three companies spent over 5% of their revenue on Compliance, with 6% spending over 25% of their revenue. Accenture's survey supports this with nine in 10 respondents expecting evolving business, regulatory, and customer demands to increase both their compliance-related and compliance operating costs by up to 30%. Financial services companies are legally required to track regulatory developments and understand whether these will impact their products and services. If they do, they then need to spend time and resources meeting the new requirements. On top of this, they will need to prove compliance through internal and external regulatory audits. Although small entities might have just a few updates a week, large or multi-jurisdictional companies can get hundreds each day that need to be evaluated.

With the number of regulations rising, compliance costs will continue to swell if companies continue with their current coping strategies. "Most companies just throw manpower at it, rely on

their peers, or hope that their legal or consulting firm will send them a newsletter that tells them what they should be aware of. I'm being a little bit flippant here, but for most companies, if they are being honest with themselves, it really is not a very structured process, there are gaps for regulations to fall through, it requires a lot of manpower and it's not timely."

Companies need to change their approach to regulatory updates, so they are not relying on sluggish methods or wasting resources by having people perform mundane tasks. This was the key piece of advice that Pedersen offered for companies looking to improve their workflows. He said, "Manual processes are too complex too cumbersome, too error-prone and too expensive. Companies should replace them with either semi or fully automated systems, particularly to monitor change and triage incoming updates to decide what actions need to be taken."

He noted that companies using the RequirementONE solution have been able to reduce initial effort and time spent by 80% by simply automating manual tasks. "That is really the key, because a lot of this time is spent by highly skilled staff who can then be deployed to accomplish more skilled work, which is really where you want them to focus."

Another issue that companies have with keeping up with the regulatory change is keeping track of all sources of information. For example, a company might need to check updates from regulators, industry bodies and standards organisations, which differ from country to country. What makes this even more complex is that the documents are all in different formats, such as PDFs, webpages or spreadsheets. "It is very, very hard to extract the relevant information, never mind trying to action it. And that's really the core of this problem and what needs to be solved."

To resolve the issues around monitoring regulatory updates, companies should look towards AI. The technology has been rising in popularity within businesses for many years and the technology has never been more available. Its capabilities have also grown rapidly, making it capable of transforming operations. One area Pedersen sees AI improving workflows is by summarising information, rapidly applying analytics and extracting key insights from the new regulations.

Pedersen noted that conversations around AI often fall into the trap of how AI technology will replace the human worker. This is just not the case. He said, "Applying AI to get the right output for the business will still require knowledgeable staff at the centre of this effort to direct and analyse all outputs. The best way to look at this is to see AI as a way to ease the mundane, and supercharge compliance professionals."

Generative AI

Generative AI has become the talk of the town. Ever since November, most innovation conversations seem to revolve around the prospects of the technology. Businesses have been scrambling to incorporate the technology and see how it can boost their productivity and even cut their costs. The technology is pegged to be the revolution to the white-collared worker that robots were to the blue collared worker.

Pedersen is confident generative AI will make sizable changes within compliance, but it can only do part of the job. "It can take a task from 0% to 80% very quickly, but you still need to have the knowledge to get the detail and value to take it to 100%."

One potential use case of generative AI could be to summarise regulatory updates, allowing compliance teams to just ask the AI questions. However, this is not something Pedersen sees working in reality. He said, "I don't think you can fully rely on generative AI, telling you it has read tens to hundreds of pages from the



We provide the ability for a big data approach, enabling companies to scan all the regulatory developments, in any language and in any country, in real time. And then we allow the client to work against the standardised data set to collaborate and understand what that means for them.

regulator and specifying what you should do. I just don't think that any compliance officer would feel comfortable getting an answer without the workings, especially considering the penalties for getting it wrong." Instead, companies should be using the technology to assist their experts to prioritise their efforts.

The key to using the technology is understanding what a company hopes to achieve and tailoring the technology to meet those specific needs, rather than getting carried away with the possibilities of the technology. He added, "it's really important that you train AI for the right purpose. It doesn't help that you can go faster if you are not going in the right direction." Regardless of the route a firm takes, now is the time to experiment with the technology to find compelling and robust uses.

Where does RequirementONE fit in?

Pedersen has always had a fascination with technology. Having started learning to code at the age of ten, he soon put these skills to use and created a software company when he was just 15 years old. This kickstarted a whole career devoted to technology and using innovative solutions to solve major problems within the B2B space. This culminated in the creation of RequirementONE.

RequirementONE was created after the founders saw some significant pain points around how financial services keep up with regulatory change. "There were no good solutions on the market that were either comprehensive or affordable. And clients were struggling to make their processes better,"

Having noted the challenge in the market, the team hosted several workshops focusing on two core solutions. The first is to monitor regulatory changes and the second is to providing clients with a way of actioning these changes, so that they can fully assess how regulatory changes impact their products or services. These two solutions are then wrapped up in a solution designed for general collaboration, allowing clients to configure apps that allow them to digitise more compliance use cases.

This combination is what sets RequirementONE apart from the competition. Pedersen said, "We provide the ability for a big data approach, enabling companies to scan all the regulatory developments, in any language and in any country, in real time. And then we allow the client to work against the standardised data set to collaborate and understand what that means for them."

So how does RequirementONE revolutionise compliance? Pedersen explained that its mantra is "compliance simplified." This means its solutions are easy to get started with and give the client a quick return on investment. Its platform digitises the entire regulatory monitoring and change management process. Its solution allows clients to access regulatory updates from thousands of regulators, industry bodies and best practice sites in the relevant jurisdictions. With all this data, the platform can then enable the client to analyse and triage change across multiple geographies.

The burgeoning RegTech sector has meant there are thousands of solutions in the market, from specific point solutions to expensive GRC solutions, and this market noise has been the biggest challenge RequirementONE has experienced. Pedersen explained that with so many solutions in the market it is easy for clients to get overwhelmed and become unable to assess which solutions are offering the best benefits. "What we decided to do was to support clients that were in segments and locations that were less noisy, so outside the hot zones of the market. And this is really where we've had great success and scale." Its tools have proved to be very popular amongst its customers, who sing praise for the technology and RequirementONE's 'laser focus' on customer success.

Looking ahead to the future, RequirementONE is looking to continue its current growth momentum and scale its customer base and geographical presence. It also plans to bolster its efforts educating the markets on the best action for regulatory change.

As to why a company should work with RequirementONE, Pedersen said, "Our clients tell us that compared to other RegTech firms our combination of technology and service really resonated with them."

For more information visit [RequirementONE](#) ●



PLUG & PLAY REGULATORY CHANGE MANAGEMENT SOLUTION

International financial services organisation implements multi-lingual regulatory tracking and change management platform.

Customer

A centralised regulatory watch team keeping wider organisation abreast of regulatory developments and potential impact.

Challenge

Systematically track and triage regulatory change across multiple jurisdictions, topics and languages.

Solution

RequirementONE delivered unified regulatory updates with artificial intelligence enhanced workflow, translation, and collaborative impact assessments.

Background

The client faced the challenge of promptly and efficiently addressing regulatory updates that span multiple jurisdictions. Consequently, these updates must be thoroughly analysed and effectively communicated in a scalable manner. The organisation has recognised this as a significant issue that requires attention. More specifically, the following challenges must be tackled:

- Manage regulatory developments from multiple regulatory sources,
- Staff caught up by manual vs value added tasks.
- Fragmented system support for regulatory change management.
- Difficult to carry out analysis in multiple languages.
- Inconsistent implementation of regulatory change in operations.

Selection criteria

The centralised subject matter experts needed to stay updated on regulations and effectively share insights in a timely manner across jurisdictions and in multiple languages. The desired solution had to automate regulatory change gathering and automatically assign relevant tasks to the correct person translated into their local language. These updates are used to enhance the regulatory knowledge of the regulatory watch function, making them more proactive.

The final aim was to expedite the processing and implementation of regulatory changes by integrating them into the end-to-end production process.

Deliverable

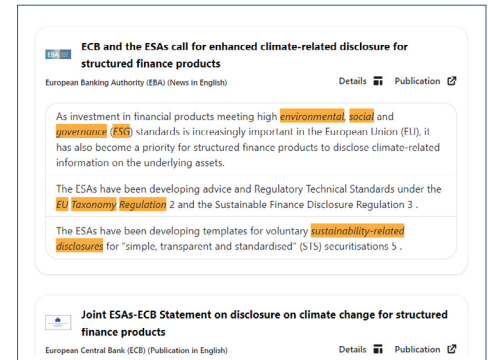
RequirementONE provided a unified online platform enabling the team to effectively manage regulatory changes. By integrating different sources, such as regulators and industry bodies, the platform offered instant access to both past and current publications. Additionally, all regulatory topics were consolidated into an intelligent AI-enhanced taxonomy, ensuring new developments were promptly directed to the appropriate individuals in a timely manner. The platform also facilitated collaborative triage and impact analysis through central task management. With the aid of AI-powered translation and concise visual highlights, users could quickly analyse and comprehend the information, enabling efficient decision-making.

	Autorité de Contrôle Prudentiel et de Résolution (ACPR)	ACTIVE
	Banca D'Italia (BDI)	ACTIVE
	Banco de España (BDE)	ACTIVE
	Banque Centrale du Luxembourg (BCL)	ACTIVE
	Banque de France (BDF)	ACTIVE
	Bundesanstalt für Finanzdienstleistungsaufsicht (BaFin)	ACTIVE

Track developments from any regulator or industry body

Customer experience

The client greatly appreciated RequirementONE's exceptional customer service and strategic guidance in effectively applying technology to meet their business goals. They found the team readily available to answer any inquiries, whether it was regarding a smooth platform setup or onboarding more colleagues.



Analyse and triage change using visual insights

Results

Deployed as a unified platform for managing regulatory changes, RequirementONE delivered efficiency and accuracy improvements of up to 80%:

Integration Efficiency: Streamlined incorporation of regulatory changes into production processes.

Proactivity Index: Proactive identification and notification of changes, reducing lead time from weeks to days and hours.

Language Localization Speed: Swift translation of regulatory texts into local languages, facilitating comprehension and adherence – in minutes.

Regulatory Awareness: Enhanced user understanding of regulatory requirements, reducing training expenses and better compliance awareness.

"RequirementONE's onboarding methodology and technology stood out from other RegTech vendors, revolutionizing our regulatory change management. Their ready-to-use platform yielded transformative results."

- Regulatory Compliance Director