



# HFS Hot Vendor: Xceptor

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# Introduction

The HFS Hot Vendors are an exclusive group of emerging players, each with a differentiated value proposition for the HFS OneOffice or HFS OneEcosystem. HFS analysts speak with numerous exciting startups and emerging players.

We designate a select group as HFS Hot Vendors based on their offerings' distinctiveness, ecosystem robustness, client impact, financial position, and the impact in our OneOffice and/or OneEcosystem Frameworks. The HFS Hot Vendors may not (at the time of writing) have the scale and size to be featured in our Top 10 reports, but they have the vision and strategy to impact and disrupt the market.

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Embedding AI into the modern enterprise is an ongoing area of focus for business executives. However, a raft of challenges is between them and the business value they aim to generate. From collating and cleaning the data they need to fuel AI tools to developing the infrastructure necessary to keep things running, executives have plenty to think about. Xceptor tries to simplify these challenges through its no-code SaaS platform. These challenges are felt all the more profoundly in Xceptor's key market—banking, financial services, and insurance (BFSI)—where executives work to digitize complex processes and get on top of disparate and, at times, chaotic, data sets across the business.

The range of applications and use cases clients have been able to apply Xceptor's platform to range from fraud detection in banking to automating client onboarding processes. One of the core features that makes the Xceptor platform of particular use to businesses is its no-code build, which

empowers professionals outside of traditional data science skillsets to work on the solution. Client examples testify to the platform's ease-of-use and, in particular, how it enables non-technical process and business experts to take the lead on data-transformation and process-digitization projects.

In particular, Xceptor has demonstrated deep domain expertise, most notably in financial services where the firm has several client testimonies and case studies proving the platform's applicability to real industry challenges. The firm counts the logos of several of the world's leading financial institutions in its client portfolio. In support of this domain focus, Xceptor has tailored solutions and expertise that cut to the core of enterprise challenges in the space, and it has success stories stretching from improving inbound customer communication handling to automating daily trading positions tracking.

## HFS' take

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AI and intelligent automation toolsets are becoming a mandatory part of the enterprise technology stack. However, the challenge has quickly become balancing the needs and perspectives of business experts and process owners with the deep technical expertise required to run AI toolsets. These challenges are being offset by innovative platforms such as Xceptor, which enables non-technical professionals to leverage the platform and lead process digitization projects.

This shift in toolsets is an essential evolution in the market as enterprises grapple with complex data requirements but need to drive down the mean-time-to-value in intelligent automation projects. A vital feature of the Xceptor platform is its capacity to process any data assets an organization has to yield results—a capability that has enabled enterprise clients to rapidly scale the platform across processes.

## Vendor factsheet

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- Xceptor was founded in 2003
- The company is privately owned.
- Its success is proven by its client base, which includes more than 70 clients in 20 countries, such as HSBC, Standard Chartered, BNY Mellon, and Deutsche Bank
- Xceptor has a strong track record of delivering solutions to the BFSI market
- Xceptor is validated by its partners. It delivers industry solutions for regulatory reporting, specialty insurance, and margin calls with partners that include EY, DTCC, and AcadiaSoft. It also has technology partners with firms such as Finastra and FIS, and it further extends its resources with approved partnerships with firms such as Cognizant
- Its headquarters are in London, UK, with offices in New York, Singapore, and Cape Town

## Industry coverage

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Xceptor has deep domain experience in the financial services markets, with a particular focus on capital markets, securities services, asset management, and insurance.

## Partnerships

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Xceptor has developed a community of partners, including EY, Baringa, Finastra, DTCC, Cognizant, and AcadiaSoft.



# About HFS

## Insight. Inspiration. Impact.

HFS is a unique analyst organization that combines deep visionary expertise with rapid demand side analysis of the Global 2000. Its outlook for the future is admired across the global technology and business operations industries.

Its analysts are respected for their no-nonsense insights based on demand side data and engagements with industry practitioners.

HFS Research introduced the world to terms such as “RPA” (Robotic Process Automation) in 2012 and more recently, the HFS OneOffice™. The HFS mission is to provide visionary insight into the major innovations impacting business operations such as Automation, Artificial Intelligence, Blockchain, Internet of Things, Digital Business Models and Smart Analytics.

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