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BANKING
EXPO

Awards²⁰²¹

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Over the past year we've seen a surge in the adoption of open banking as organisations embrace the rising tide of technological progress.

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WELCOME

The winners of the inaugural Open Banking Expo Awards were revealed in a virtual ceremony on 15 July 2021. The awards celebrated the best and most exciting innovations of the rapidly growing Open Banking space.

After attracting over 120 entries, our expert panel of 24 judges pared this down to an 88-strong shortlist across the 16 categories. Entrants from throughout the industry were attracted, including incumbents, challenger banks, third party providers and fintech.

Many judges remarked that selecting winners from these shortlists was difficult, due to the high quality being seen in each category.

The day was made possible by launch partners Equifax and CRIF and event partners Comma, Open Banking Implementation Entity, Qualco and Fintech Week London, during which the event took place.

There was entertainment for everyone with comedy hip hop act Abandoman – described as ‘Flight of the Concorde meets 8 Mile’ – as host, providing hilarious songs and encouraging the audience to get involved for some improvised renditions.

The awards were designed to celebrate the exciting developments being seen within Open Banking, recognising the innovators, disrupters and visionaries standing out from the crowd.

Among the biggest winners of the day was Moneyhub, which took away three awards. The company was awarded Best Open Finance Innovation and, in a partnership with Mercer Money, won Best Open Banking Partnership (Consumer).

Moneyhub’s chief executive officer, Sam Seaton, also won the individual award of the night for the Open Banking Pioneer Award. And Snoop took away two awards, for Best Use of Open Banking Data and Best App Proposition (Consumer).

Starling Bank was recognised for the Best Customer Experience Award and Payit by Natwest walked away with the Best Third Party Provider gong.

Kelly Stanley, Co-founder of Open Banking Expo said: “Congratulations to all of the winners! The judges had a tough job deciding who they were as the quality of entries was excellent. Thank you to everyone who took the time to enter, all of our event partners who helped us to make it happen, and to our esteemed judging panel.”

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- Remote identification

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JUDGING PANEL



Lana Abdullayeva

Growth Strategy &
Innovation Advisor,
Digital FS



David Beardmore

EcoSystem Development
Director

OPEN BANKING



Helen Bierton

Chief Banking Officer



Christian Clapton

Chief Executive Officer



Pedro Pinto Coelho

Founder, Fination
Chairman, Portuguese
Fintech & Insurtech
Association



Simon Cureton

Chief Executive Officer



Mark Curran

Director of Business Banking



Richard Davies

Chief Executive Officer



Nilixa Devlukia

Regulatory Expert



Simon Eacott

Head of Product Development
& Innovation (Payments)



Charlotte Duerden

Managing Director UK



Carlos Figueredo

Chief Executive Officer



JUDGING PANEL (CONTINUED)



Kate Frankish

Director of Strategy



Rob Hale

Chief Digital Officer



Joris Hensen

Initiator & Co-Lead Deutsche Bank API Program



Janine Hirt

Chief Executive Officer



Tanja Imamovic

Open Banking Leader



Mark Loch

Group Payments & Money Services Director



Andrew Moor

President & CEO



David Parker

Chief Executive Officer



Hetal Popat

Open Banking Director



Eyal Sivan

Mr Open Banking



Rami Thabet

Vice President of Digital Product



Dr Ruth Wandhöfer

Global Fintech 50 Influencer



Congratulations!

To all of the finalists and winners

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comma

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Zenware Payments

£32,123 overdue
2 payments - Select all

£2,123 due within 14 days
4 payments - Select all

£62,123 due total
34 payments - Select all

Tasty sauces

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Company	Reference	Issued	Due date	Total
<input checked="" type="checkbox"/> Trade & Tool Wholesale	INV99036	33 days ago 11/6/2021	2 days overdue	£20,000 ...
<input checked="" type="checkbox"/> GI GoInsurance	POL029312	30 days ago 14/6/2021	1 day overdue	£12,123 ...
<input checked="" type="checkbox"/> Van Rental Co.	AC442124	31 days ago 13/6/2021	Due tomorrow	£40,000 ...
<input type="checkbox"/> LL LawLegals	LC000244	40 days ago 4/6/2021	Due in 2 days	£120 ...

BEST USE OF OPEN BANKING DATA

WINNER

The logo for Snoop, featuring the word "snoop" in a lowercase, rounded, sans-serif font. The letter 'o' is stylized with a white circle inside, and the second 'o' is also stylized with a white circle inside, making it look like a pair of eyes.

FINALISTS

Credit Kudos
Credit Passport by Crif Realtime
HSBC UK / Equifax & AccountScore
Oakbrook Finance
Plaid / Canopy
Snoop
Tink / Paypal
Yapily / Salad

Money saving app Snoop connects customers' bank and savings accounts to give them a full view of their finances. It uses secure Open Banking technology to provide data-driven, personalised insights – also known as 'Snoops' – designed to help consumers save money, whether on their bills or overall spending. Some of the features in the app include daily bank balance alerts, energy switching which spots when consumers are overpaying and can be moved to a better deal, as well as an annual insurance checker and a mobile phone bill monitor. Snoop estimates that it saves the average household £1,500 annually. Since launch in April 2020, the app has had more than 235,000 downloads.

THE JUDGES SAID:

"Snoop's app gave an impressive performance against other KPIs on the market and was clearly meeting a need for consumers. Taking readily available data and leveraging it into clear advice and insights really gave it the edge, clearly shown by its popularity with customers"

BEST CUSTOMER EXPERIENCE

WINNER



**Starling
Bank**

FINALISTS

loyalBe

Klarna

OP Financial Group

Payit by Natwest

Starling Bank

Digital challenger Starling Bank was founded by former Allied Irish Banks COO Anne Boden in 2014, with the aim to offer consumers a “more human alternative to the banks of the past”. The fully-regulated bank offers business, personal, joint, euro and dollar current accounts, alongside a child card and range of lending products. Starling has opened two million customer accounts, including more than 330,000 limited company, sole trader and accounts. In addition, Starling Marketplace gives customers in-app access to a selection of third-party financial services, while its banking-as-a-service model provides B2B banking and payments services.

THE JUDGES SAID:

“Our winner was streets ahead, making user experiences and journeys speedy and intuitive. They are really cracking the business side of digital banking!”

OPEN BANKING FOR GOOD AWARD

WINNER



SALAD

MONEY

FINALISTS

Banked :

BNP Paribas Personal Finance UK /

Aryza & Experian

Buddy Payment B.V.

HSBC UK / Equifax & AccountScore

Pledjar

Sustainably

Yapily / Salad

Together, Yapily and Salad provide free online financial support for NHS workers through the Salad MoneyMind initiative, having identified this group as being heavily reliant on overdrafts and high-cost credit. Salad joined forces with Yapily in 2020 to build and develop Salad MoneyMind. Using Yapily's Open Banking infrastructure, Salad provides easy-to-understand insight into NHS workers' financial spending habits. Alongside the provision of free guidance on financial wellbeing, the initiative is designed to encourage NHS employees to build better financial habits for the future and break persistent cycle of debt that many NHS workers find themselves in.

THE JUDGES SAID:

"Open Banking has the revolutionary potential to create true financial inclusion for everyone, and the partnership between Yapily and Salad proves why."

BEST THIRD PARTY PROVIDER

WINNER

The logo for Payit, featuring the word "Payit" in a white sans-serif font on a dark purple rectangular background. To the right of the text is a stylized icon consisting of four horizontal bars of increasing height from left to right, colored in a gradient from red to yellow. A registered trademark symbol (®) is positioned to the upper right of the icon.

FINALISTS

Ecospend
Moneyhub Enterprise
Payit by Natwest
Plaid
Token
TrueLayer

Payit is NatWest's Open Banking payments service, providing a way to send and receive online payments and removing the need for credit or debit cards. According to NatWest, Payit helps to reduce the cost of fraud, improve cash flow and remove the need for merchants to store customers' financial information. This is because it allows businesses and merchants to collect cardless online payments direct from a customer's bank account. In addition, customers do not need to bank with NatWest to use the service. Payit is live across a range of sectors and with brands including Carnival Cruises, Vanquis Bank and Northern Trains. To date, it has processed more than 432,000 successful payments.

THE JUDGES SAID:

"The winner gives customers a clear proposition, clear benefits and clear KPIs, leading to clear commercial success."

BEST OPEN BANKING PAYMENTS IMPLEMENTATION

WINNER

The Nuapay logo is displayed in white, uppercase letters on a bright yellow rectangular background.

FINALISTS

Comma
Nordea
Nuapay
Plaid
Tesco Bank / Mastercard
TrueLayer
Vyne
Tink / Wealthify
Volt

Nuapay is an account-to-account (A2A) payment solutions provider hosting a range of solutions on its platform, including Open Banking payments (PISP), SEPA and BACS direct debits, and outbound credit transfers. Nuapay processes approximately £40 billion in payments each year, backed by the bank-grade processing power of its parent company Sentential, which was founded by CEO Sean Fitzgerald in 2003. Nuapay's payment solutions remove the need for payment cards, and span incoming and outgoing payments in the UK and Europe. With Nuapay's solutions available through one payment hub, corporates can use its APIs for fast, seamless integration into a range of platforms and corporate systems.

THE JUDGES SAID:

"The breadth of Nuapay's proposition is truly remarkable and the quality and depth of its customer base and partnerships speaks volumes about the calibre of services it offers."

BEST BANKING-AS-A-SERVICE SOLUTION

WINNER



FINALISTS

Bottomline Technologies
Torry Harris Integration Solutions

Bottomline Technologies launched its Confirmation of Payee (CoP) solution in 2020 with the aim of stopping authorised push payment (APP) fraud and redirected payments. The solution, which according to Bottomline is the most widely-used in the UK, covers inbound and outbound messaging, full Open Banking infrastructure 'out of the box', as well as 'buddy testing' and onboarding to help minimise project time. Additionally, it covers sandbox and API documentation for pre-coding CoP response codes and offers a phase-agnostic approach, which means that the CoP scheme can be joined at any time without penalty. It is also offers a portfolio of Open Banking solutions that can be used beyond CoP once connected.

THE JUDGES SAID:

"Excellent to see that its solution is already designed to support organisations in Phase Two. Bottomline Technologies has a great vision for the near future while providing the currency of trust in APP."

BEST DIGITAL IDENTITY SOLUTION

WINNER

SILENTDATA

FINALISTS

Applied Blockchain
Arkose Labs
Digital Identity Net
Polydigi Tech

Applied Blockchain uses advanced confidential computing, secure enclaves, cryptography and blockchain technology to build applications for enterprises and startups that maximise trust, data privacy and security. Its privacy-preserving Open Banking platform Silentdata is designed to enable account information checks to be performed on sensitive banking data in a confidential computing environment and was featured in the recent Financial Conduct Authority Digital Sandbox pilot. The platform enables third parties to gain the insights they require from Open Banking data, from verification of bank account ownership, to proof of revenue, without exposing or revealing the user's banking data, even to the platform host.

THE JUDGES SAID:

"It's application of blockchain technology is a great tool against the cyber security risks in Open Banking and our digital economy."

BEST OPEN FINANCE INNOVATION

WINNER

moneyhub 

FINALISTS

Credit Kudos
Currensea
Experian Boost
Moneyhub
Visible Capital

Moneyhub started out as a consumer app when it launched in 2014 and has grown to offer a customisable personal financial management platform and suite of technical solutions via APIs. The aim is to help empower other businesses, both those within financial services and outside of the industry, to improve financial wellness. Fintechs have used Moneyhub's technology to harness Open Data to create propositions in the fields of low-cost, socially-distanced payments and sustainable investing. Moneyhub also pioneered the first Open Banking-powered QR code payments with automated gift aid for charities.

THE JUDGES SAID:

"The positive impact of Moneyhub on lifetime financial wellness of people, their communities and their businesses is excellent."

BEST SANDBOX

WINNER

OZONEAPI.COM

FINALISTS

Fintech Galaxy (TESOBE)
National Banking and Securities
Commission (TESOBE)
Ozone API

Ozone built the official sandbox and reference implementation for the UK Open Banking Implementation Entity in 2017, providing a model for how to build the standards, which allowed participants to build and test in advance of the banks being ready. Thereafter, Ozone created an API platform to enable banks and financial institutions to deliver standards-based open APIs. This global Open Banking sandbox has been rolled out in Brazil, where helped drive engagement, understanding and participation in advance of the regulation coming into force. Since then, the sandbox has been made available in a range of other markets to support a broad range of global Open Banking standards.

THE JUDGES SAID:

“Very impressive and compelling with hundreds of banks and TPPs using the sandbox, averaging 2.5 million to 3 million API calls per month. Clearly this has helped accelerate innovation, especially in the UK.”

#POWEROFTHENETWORK AWARD

In association with:

OPEN BANKING

WINNER

Ordo

FINALISTS

Credit Passport by CRIF Realtime
Experian
HSBC UK / Equifax & AccountScore
Ordo

During the pandemic, volunteers who were delivering food shopping and medicines to individuals that were shielding, were able to use Ordo's Open Banking-enabled request-for-payment service, to avoid having to share bank account details and PIN numbers. By signing up to Ordo, volunteers could securely link to the account they wanted to be repaid into. Once the shopping was delivered, the volunteer was able to create a 'smart' request-for-payment in Ordo. The individual whose shopping they had done then received an email or SMS and a secure tokenised one-time use link. The payment took place instantly and directly into the volunteer's bank account.

THE JUDGES SAID:

"Excellent, unique and innovative proposition that catered to a direct need during the pandemic. Clear and easy to use, even for the most vulnerable."

OPEN BANKING

#POWER OF THE NETWORK

The Open Banking Implementation Entity celebrates the invention and creativity of the open banking ecosystem in bringing new open banking products and services to market. Congratulations to all entrants and winners of the Open Banking Expo Awards 2021.



**TO VIEW A HUGE RANGE OF OPEN BANKING-ENABLED APPS –
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visit the

OBIE APP STORE

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BEST APP PROPOSITION – CONSUMER

WINNER

snoop

FINALISTS

HSBC
loyalBe
Moneyhub
OP Financial Group
Paylink Solutions
Snoop

Money saving app Snoop connects customers' bank and savings accounts to give them a full view of their finances. It uses secure Open Banking technology to provide data-driven, personalised insights – also known as 'Snoops' – designed to help consumers save money, whether on their bills or overall spending. Some of the features in the app include daily bank balance alerts, energy switching which spots when consumers are overpaying and can be moved to a better deal, as well as an annual insurance checker and a mobile phone bill monitor. Snoop estimates that it saves the average household £1,500 annually. Since launch in April 2020, the app has had more than 235,000 downloads.

THE JUDGES SAID:

"This is a great example of open banking and how it directly should benefit the consumer."

BEST APP PROPOSITION - COMMERCIAL

WINNER

ANNA

FINALISTS

9Spokes
ANNA
Armalytix
Bottomline Technologies
Circuit
Credit Passport by CRIF Realtime

Aimed at small businesses and sole traders, ANNA is a mobile-first business account and financial admin app that tracks expenses, sorts taxes, and creates and chases invoices. ANNA onboarded more than 45,000 customers in under three years. The app reminds customers about upcoming VAT, corporation tax or self-assessment taxes, while an in-app calculator estimates how much income tax customers owe as they earn, to help them budget for tax bills. Other features of the app include an in-app chat and live, 24/7 customer support with a team based in Cardiff. Other tools offered by ANNA are a receipt scanner, automated invoicing and payment chasing to help customers manage their cashflow.

THE JUDGES SAID:

"Impressive Trustpilot customer review score and onboarding of 45,000, both of which serve as testament that ANNA is delivering for and listening to its customers."

BEST OPEN BANKING PARTNERSHIP – CONSUMER

WINNER

moneyhub 

 MERCER

FINALISTS

Aiia / Lunar

Credit Kudos / CarFinance 247

HSBC UK / Equifax & AccountScore

Moneyhub / Mercer Money

NatWest / Facebook

Tesco Bank / Mastercard

TSB Bank / ApTap

Outsourced asset manager Mercer approached Moneyhub with the idea to use Open Banking and Open Finance to create a simple and intelligent pension tool that encouraged individuals to engage with their pension pots. Mercer Money is a customised white-labelled offering that utilises Moneyhub's Lifetime Personal Financial Management (PFM) app to allow individuals to manage all aspects of their personal finances in one place, including pensions, investments, loans, mortgages, savings, and bank accounts. What started out initially as a pension modeller became a solution that not only enabled employees to track, add to and forecast their pension, but also to manage all their finances. Among members, Mercer Money increased pensions engagement from less than 5% to 66%.

THE JUDGES SAID:

"A great product that reached a group that is often tough to cater to, providing tools for lifetime financial engagement and especially retirement."

BEST OPEN BANKING PARTNERSHIP – COMMERCIAL

WINNER



FINALISTS

Ezbob / Metro Bank
FISPAN / City National Bank
The KBC Partner Hub
Ozone / Tide
Token / BNP Paribas
Yapily / Volt
YTS / Graydon

Metro Bank partnered with lending-as-a-service provider Ezbob at the onset of the Covid-19 pandemic. Having become aware of the UK Government backed Bounce Bank Loan Scheme, Metro Bank in early May 2020, the bank wanted to build a system to help its customers and at the same time meet the high volume of loan applications. Metro Bank concluded that a digital approach would result in quicker approval times, greater transparency, and a highly-efficient operation. It turned to Ezbob, which has a streamlined, fully-managed digital lending proposition for financial institutions, to help create this solution.

THE JUDGES SAID:

"This was a great time boxed response to a real pandemic lead challenge, which really set them apart."

OPEN BANKING PIONEER AWARD INDIVIDUAL

WINNER



FINALISTS

Michelle Beyo
James Bligh
Keith Grose
Chris Michael
Simon Redfern
Sam Seaton
Mr. Open Banking AKA Eyal Sivan

Sam Seaton is the CEO of Moneyhub and a consumer champion, who is passionate about the power of technology to empower people to help them achieve better financial outcomes. Aside from her day job at Moneyhub, Sam is also an industry representative for the government's Pensions Dashboards Programme, and on the TISA Open Savings, Investments and Pensions steering committee. In her spare time she's also on the advisory panels of Newbury Building Society and The Big Exchange and a founding member of Open Fifty One, the organisation that promotes the role of women in developing open finance and the new data economy.

THE JUDGES SAID:

"She has always been innovative and true to her belief in making financial decisions easier for people. She has great vision, great ideas and absolute determination and is motivated by helping others rather than commercial drivers."

OPEN BANKING PIONEER AWARD ORGANISATION

WINNER



FINALISTS

Crif Realtime
Financial Data Exchange
GOFCoE & NatWest Group
Klarna
Konsentus
Open Banking Initiative of
Canada (OBIC)
Salt Edge

Salt Edge specialises in Open Banking API solutions for banks, finapps, lenders, accounting apps and other financial institutions. Following the revised Payment Services Directive, the company focused on building a secure, sustainable infrastructure that would support all Open Banking API standards across Europe and elsewhere. Its unified Open Banking Gateway allows businesses to access more than 5,000 financial institutions across the EU for account information and payment initiation purposes, from which over 2,500 are PSD2 APIs. The company helps banks become fully compliant with all Open Banking and PSD2 requirements in one month through its full-stack PSD2 Compliance solution that covers all essential regulatory components.

THE JUDGES SAID:

"Salt Edge's Open Banking Gateway solution is a remarkable achievement and its commitment to delivering cutting-edge innovations pertaining to the use of Open Banking, fully justifies its nomination as a true pioneer."

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SAVE THE DATE
16 JUNE 2022

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