**Energica ASPL** | Client Success Story

# KYCSUITE for NBFC — Digital Transformation of AML/CFT & KYC Onboarding

*Banking & Financial Services: Non-Banking Financial Company (NBFC) Segment*

An NBFC operating under tightening AML/CFT obligations needed to move customer onboarding and KYC compliance off manual, disconnected processes and onto a single digital platform — without disrupting day-to-day lending operations. Energica ASPL defined the business case and target risk outcome, then executed the technology, data, process and people changes required to achieve it.

| SOLUTION | TECHNOLOGY | DELIVERY MODEL |
|---|---|---|
| KYCSUITE for NBFC — cloud-based KYC & AML compliance platform | ASP.NET · Node.js · React.js · D3.js · SQL Server · Azure · 3rd Party Screening Solution | Energica ASPL with Business Partner; PoC to full rollout |

## CHALLENGES & ISSUES

| Issue | What was happening | Business impact |
|---|---|---|
| **Executive familiarity with AML/CFT** | Senior executives and business sponsors were not closely familiar with AML/CFT controls in day-to-day operations, or their regulatory impact | Slow decisions: difficulty securing investment and buy-in |
| **Siloed applications** | No integration with CIF or the Core Banking application | Duplicate entry, fragmented customer view, reconciliation effort |
| **Manual onboarding tracking** | Customer onboarding and case management handled manually | Long cycle times, no audit trail, cases falling through the cracks |
| **Inefficient screening** | KYC questionnaires and screening techniques were not fit for purpose | Weak risk detection, high false positives, regulatory exposure |

## OUR APPROACH

1. **Framed the business case first —** defined the specific risk outcome to be achieved, then worked backwards to the data and technology requirements.
2. **Stood up a change programme,** secured investment and executive buy-in, and liaised directly with regulators throughout.
3. **Built cross-functional, interdisciplinary teams** spanning compliance, operations, risk and technology.
4. **Proved it before scaling —** delivered a PoC, validated it against real onboarding scenarios, then moved to full rollout.
5. **Combined top-down and bottom-up engagement,** which proved decisive in making the collaboration with Business Partner work effectively.

## VALUE PROPOSITION

> *A cloud-native KYC and AML platform, purpose-built for the NBFC segment, which replaces manual onboarding and disconnected screening with an integrated, auditable, near real-time compliance workflow.*

- **Built for NBFCs specifically** — not a retrofitted banking product.
- **Cloud-based on Azure** — low infrastructure overhead, elastic scale, faster time to value
- **Integrated by design** — connects to CIF and Core Banking rather than sitting alongside them, with identity verification embedded via 3rd Party Screening Solution.
- **Delivered as a partnership** — Energica moved from vendor to true collaborative partner in AML compliance and risk.

## BENEFITS REALIZED

- **Efficiency gains** from direct, near real-time access to data — compliance, onboarding and review teams no longer wait on downstream extracts.
- **Manual case tracking eliminated** through automated case management, with a complete audit trail for regulatory review.
- **Single integrated customer view** across CIF and Core Banking, removing duplicate entry and reconciliation effort.
- **Improved screening quality** through redesigned KYC questionnaires and screening logic
- **Stronger regulatory posture** — controls that are demonstrable to regulators rather than reconstructed after the fact.
- **Sustained transformation capability** — a cross-functional operating model retained beyond the programme.