

## iGTB appoints new Head of Pre-Sales for APAC

*Parag Ekbote to manage APAC pre-sales in new leadership role*

**London (UK) and Chennai (India), September 2<sup>nd</sup> 2016:** Intellect iGTB, the organisation behind the world's first comprehensive global transaction banking solution, has appointed Parag Ekbote to the role of Head of Pre-Sales, APAC.

Parag brings more than twenty years of experience in senior customer facing roles across transaction banking and lending. Parag joins iGTB from Misys, where he headed the business solutions group for transaction banking covering Asia Pacific, China, Japan, Australia and New Zealand. Prior to this he spent over a decade at Fundtech, where he was responsible for leading global sales and pre-sales of the cash management products.

Parag will be based in Singapore and will report to Reid Warren, EVP and Head of APAC.

**Manish Maakan, CEO of iGTB,** commented: *"We are very excited to have Parag on-board with us at iGTB. We are confident that his extensive experience leading digital banking solutions, sales, strategy and development will be a valuable asset to the APAC team. He brings a deep understanding and enthusiasm for transaction banking and innovation alike, which are essential for addressing client needs in the current market."*

Commenting on his appointment, **Parag Ekbote** said *"As Asian corporations expand both domestically and regionally, they increasingly rely on banks to manage their working capital needs – while banks, on the other hand, strive to position themselves as the "go-to" bank for their clients. I look forward to building on iGTB's impressive momentum in the market and leveraging its truly comprehensive platform to help banks service their customers needs better and, in-turn, grow their transaction banking revenues."*

### **About Intellect Design Arena Ltd:**

Intellect Design Arena Ltd, a specialist in applying true digital technologies, is the world's first full spectrum Banking and Insurance technology products company, across Global Consumer Banking (iGCB), Central Banking, Global Transaction Banking (iGTB), Risk, Treasury and Markets (iRTM), and Insurance (Intellect SEEC). With over 25 years of deep domain expertise, Intellect is the brand that progressive financial institutions rely on for digital transformation initiatives.

Intellect pioneered Design Thinking for cutting-edge products and solutions for Banking and Insurance, with design being the company's key differentiator in enabling digital transformation. FT8012, the world's first design centre for Financial Technology, reflects Intellect's commitment to continuous and impactful innovation to address the growing need for digital transformation. Intellect generates annual revenues of more than USD 124 million, serving more than 200 customers through offices in 40+ countries and with a diverse workforce of more than 4,000 solution architects, domain and technology experts in major global financial hubs around the world. For further information on the organization and its solutions, please visit [intellectdesign.com](http://intellectdesign.com). For information on the solutions for global transaction banking, please visit [igtb.com](http://igtb.com).

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