

TEN TECHNOLOGY COMPANIES

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TO WATCH

Tough times separate innovators from imitators—no small feat in the world of technology, an industry perhaps hit hardest by volatile stock markets and economic malaise. Even more, tech companies serving financial firms must deliver on greater expectations, as their clients' demands underscore increasing regulation, stiffer competition in the marketplace and a closer watch on investment return for technology dollars spent.

Financial players would be mistaken to assume that a hunker-down mentality has engulfed the technology business in general, and that innovation has been eclipsed by

bottom line pressures at all technology shops. For a handful of lesser known companies whose star is just beginning to rise, innovation is about solving problems and creating new ways to think about old businesses.

BTN looks at 10 companies whose technology promises to address the market and operational performance issues facing

banks. These private and public companies—Alogent, Postini, Searchspace, CorVu, Voltage Security, Powerhouse Technologies Group, ID Analytics, Financial Circuit, Aurum Technology and FileNet Corp—provide financial firms with tools that enable them to remain compliant, competitive, customer-centric, cost-sensitive and secure.

Inside, tomorrow's future today.



Postini

Industry: E-mail systems, security and management

Product: Perimeter Manager

Founded: 1999; 70 employees

Status: Private

THERE'S ALL SORTS OF PROBLEMS THAT CAN COME OUT OF E-MAIL THESE DAYS, anything from unwanted spam to improper usage to security breaches. It's in this kind of environment that Postini is making great strides, providing what's called perimeter management technology.

Postini president and CEO Shinya Akamine bristles at the notion that his firm's work only entails sweeping spam out of the server. "A lot of people assume the opportunity is spam prevention, but the real opportunity is beyond that," he says. "E-mail is one of the most important pieces of infrastructure, but it's the only IT infrastructure that doesn't have a system security and management platform. Someone from outside the company can get everyone's e-mail address. There's no security wall."

Postini's technology provides that security wall or blanket, and has found takers from many lines of business, including financial services. Its clients include Merrill Lynch, Farm Bureau Financial Services and First Reliance Bank, Rand McNally, Circuit City and Skywest.

Postini's electronic blanket works by defining groups of users within an organization. Incoming e-mails go to Postini's server, get checked, and then are distributed to users based on inspection content. Postini can determine who's sending what to whom, and establishes a unified command-and-control Web management center that sets policies and tracks usage.

Says Christopher Hutchinson, vp of operations for First Reliance, says as his institution moves beyond its firewall, maintaining e-mail security is one of the biggest challenges. "We are closing down that entryway to whoever's sending us e-mail," he says.