Vendor Analysis

Vendor Analysis: Dun & Bradstreet KYC Data, 2025

1. Report context

This Vendor Analysis is based on the Chartis quadrant report **KYC Data and Solutions, 2025: Quadrant Update** (published in November 2025). This section summarizes the key theses in that report; subsequent sections take a detailed look at Dun & Bradstreet's quadrant positioning and scoring, and Chartis' underlying opinion and analysis.

Key thesis

The Know Your Customer (KYC) vendor landscape in 2025 is crowded and maturing, shaped by advances in artificial intelligence (AI), growing regulatory scrutiny and an expanding focus on the integrity and interoperability of data. The boundary between data provision, orchestration and identity verification (IDV) has blurred, creating a more integrated ecosystem in which firms' competitive advantage is defined by partnerships and modularity.

Chartis has identified several key themes in the landscape:

- **AI continues to be a defining differentiator**. Vendors are splitting into two categories: AI-native firms that are developing proprietary models and AI-augmented vendors that are embedding third-party capabilities. Agentic AI is emerging as a 'force multiplier' for compliance productivity, although explainability remains a key constraint.

- **Partnerships are now an important engine of market growth**. Application programming interface (API)-first architectures and software as a service (SaaS) delivery models are allowing vendors to embed registry data, sanctions and IDV capabilities from multiple providers. Managed services alliances and data sharing collaborations are expanding vendors' functional reach, while 'coopetition' between data providers is underpinning much of the innovation occurring in the space.

- **IDV and corporate KYC are converging**. As regulatory regimes tighten around authorized signatories, beneficial ownership and credential reuse, firms are integrating document verification, digital ID validation and e-signature authentication directly into their onboarding flows. This integration is most evident among enterprise vendors seeking end-to-end automation and perpetual KYC.

- **Market segmentation is deepening**. Enterprise-focused platforms are emphasizing scalability, auditability and cross-jurisdictional coverage, while mid-market and FinTech-oriented vendors are competing on configurability, low-code automation and embedded digital identity support. Moreover, the growing overlap between IDV and corporate KYC illustrates a broader convergence of data and technology layers across the compliance stack.

Demand-side takeaways

AI is increasingly becoming a differentiator in KYC, particularly as firms accelerate automation and entity intelligence in their offerings. Firms are split between two clear strategies:

- **Build in-house**. Large, well-capitalized providers are embedding proprietary AI models for entity resolution, document verification and risk scoring. These firms are emphasizing data control, model transparency and explainability to satisfy regulatory scrutiny. Some firms are building their own large language models (LLMs) or are focusing on unique classifier models.

- **Outsource or partner**. Other firms are increasingly relying on specialist AI providers for optical character recognition (OCR), natural language processing (NLP) and facial recognition capabilities. Outsourcing LLMs is particularly common. This approach accelerates time to market but introduces dependency risk and potential inconsistencies in model governance.

Supply-side takeaways

For vendors, strategic partnerships continue to be among the most effective routes to growth. Partnerships have always been a major factor within KYC, as it is a fundamentally componentized landscape. But growth in SaaS offerings and API technology, as well as more generally modularized technology (including containerization), has turbocharged the market. Notable partnership categories include:

- **Managed service alliances**. Vendors are partnering with business process outsourcing (BPO) and managed service providers. Managed services remain a key driver within KYC, with high levels of spend among institutions and much discretion in terms of which solutions they use. Being part of a managed service player's 'toolbox' has boosted the effective reach and growth of many vendors.

- **Technology partnerships**. Integration partnerships with sanctions screening, IDV and entity data providers are filling vendors' capability gaps. This is especially true for firms seeking to remain competitive with full-stack orchestration platforms, or those with distinct geographical or vertical coverage gaps.

- **Data ecosystem partnerships**. Vendors are embedding APIs for registry data, adverse media and corporate graph data directly into their platforms. The data marketplace is characterized by much of this 'coopetition', as mutually beneficial relationships can give vendors coverage that would otherwise be expensive or impossible to obtain.

Vendors that can orchestrate multiple data and technology relationships effectively are able to offer an 'à la carte' offering to prospective institutions more quickly.

However, not all vendors are benefiting equally from market expansion – those that focus more on components face potential challenges. This is accelerating consolidation across the market. Orchestration platforms and data providers have been notably acquisitive, absorbing adjacent capabilities (including document verification, screening and data-supplier aggregation) and effectively compressing the vendor ecosystem. The result is a polarization, between enterprise/orchestration vendors that focus on reach and scale, and specialist vendors that compete on precision, agility or regional expertise.

Finally, as regulators in specific jurisdictions intensify their scrutiny of both individual and corporate onboarding, IDV capabilities are no longer confined to retail KYC.

This has led to a surge in investment among enterprise-level vendors looking to create more efficiencies within the onboarding workflow. Rather than outsourcing IDV, they are increasingly integrating document verification, liveness detection and ID credential verification into their workflows, blurring the previously distinct line between IDV and KYC orchestration.

2. Quadrant context

Introducing the Chartis RiskTech Quadrant®

This section of the report contains:

- The Chartis RiskTech Quadrant® for KYC data, 2025.

- An examination of Dun & Bradstreet's positioning and its scores as part of Chartis' analysis.

- A consideration of how the quadrant reflects the broader vendor landscape.

Summary information

What does the Chartis quadrant show?

Chartis' RiskTech Quadrant® uses a comprehensive methodology that involves in-depth independent research and a clear scoring system to explain which technology solutions meet an organization's needs. The RiskTech Quadrant® does not simply describe one technology option as the best KYC data solution; rather, it has a sophisticated ranking methodology to explain which solutions are best for specific buyers, depending on their implementation strategies.

The RiskTech Quadrant® is a proprietary methodology developed specifically for the risk technology marketplace. It considers vendors' product, technology and organizational capabilities. Section 4 of this report sets out the generic methodology and criteria used for the RiskTech Quadrant®.

How are quadrants used by technology buyers?

Chartis' RiskTech Quadrant® provides a view of the vendor landscape in a specific area of risk, financial and/or regulatory technology. We monitor the market to identify the strengths and weaknesses of different solutions and track the post-sales performance of companies selling and implementing these systems. Users and buyers can consult the quadrants as part of their wider research when considering the most appropriate solution for their needs.

Note, however, that Chartis does not endorse any vendor, product or service depicted in its research publications and does not advise technology users to select only those vendors with the highest ratings or other designation. Chartis' publications consist of the opinions of its research analysts and should not be construed as statements of fact.

How are quadrants used by technology vendors?

Technology vendors can use Chartis' quadrants to achieve several goals:

- Gain an independent analysis and view of the provider landscape in a specific area of risk, financial and/or regulatory technology.

- Assess their capabilities and market positioning against their competitors and other players in the space.

- Enhance their positioning with actual and potential clients and develop their go-to-market strategies.

In addition, Chartis' Vendor Analysis reports, like this one, offer detailed insight into specific vendors and their capabilities, with further analysis of their quadrant positioning and scoring.

Chartis Research RiskTech Quadrant® for KYC Data, 2025

Figure 1 illustrates Chartis' view of the KYC data vendor landscape, highlighting Dun & Bradstreet's position.

Figure 1: RiskTech Quadrant® for KYC data, 2025

Source: Chartis Research

Quadrant dynamics

General quadrant takeaways

Populating the upper part of the quadrant are global-scale providers with broad coverage across sanctions, politically exposed persons (PEPs), adverse media, corporate structures and beneficial ownership. These large vendors are present in most Tier 1 banks' KYC operations and data orchestration platforms. Typically, they have near-global coverage of legal entities, sanctions and watchlists, including historical and delisted records.

Leading KYC data providers distinguish themselves with exceptionally deep corporate ownership and structural intelligence, strengthened by advanced adverse media capabilities that support complex corporate hierarchy and trade-related investigations. Others differentiate themselves with highly curated sanctions datasets, delivering extensive watchlist and PEP coverage that forms a core pillar of KYC screening programs.

More specialized KYC data vendors concentrate on verifying legal entities and monitoring ownership changes, reinforcing the accuracy and currency of corporate identity data. Providers focused on regional registry and corporate information, particularly across such markets as the Middle East and Africa, continue to grow in relevance as localized datasets become increasingly important.

Vendor positioning in context – completeness of offering

Dun & Bradstreet has continued to expand its compliance data ecosystem beyond traditional KYC datasets, strengthening its position as an integrated provider of entity intelligence, screening data and regulatory risk indicators. Its D&B Compliance Intelligence and Compliance Data offerings combine global business data and financial and entity risk data with sanctions, watchlist, adverse media and beneficial ownership information, delivered through a data cloud and API-first architecture. This enables entity resolution and supports automated, policy-driven risk assessments across onboarding and ongoing monitoring.

Over the past year, the company has enhanced its ultimate beneficial owner (UBO) and corporate linkage data, adding up to millions of new shareholders each month. This resource allows users to identify ownership structures and personal relationships, building on one of the key differentiators of the solution. These capabilities support regulatory requirements for transparency and UBO verification across multiple jurisdictions. Continuous monitoring features have also been strengthened, offering near real-time alerts on sanctions activity, adverse media and other risk events to support perpetual KYC and third-party lifecycle management.

Table 1: Completeness of offering – Dun and Bradstreet (KYC data, 2025)

Completeness of offering criterion	Coverage
Sanctions and watchlist data	High
Negative news and PEPs	High
Electronic and digital ID	Low
Corporate structure	High
Entity relationships	High
Trade-related financial crime risk	High
High-risk business	High

Source: Chartis Research

Dun & Bradstreet has also broadened its compliance relevance by integrating environmental, social and governance (ESG)-related risk signals and sustainability-linked adverse events into its risk framework. This reflects growing regulatory and market demand for combined financial crime, operational and ESG risk assessments in supply chain and third-party governance. It has also enhanced workflow and data delivery, allowing compliance data to be embedded across procurement, enterprise resource planning (ERP), customer relationship management (CRM) and client lifecycle management (CLM) systems, improving automation and auditability.

In addition, the company has advanced its analytics capabilities with expanded risk scoring models, materiality assessments for adverse events, and enhancements to reporting and visualization features across its compliance platforms.

Table 1 shows Chartis' rankings for Dun & Bradstreet's coverage against each of the completeness of offering criteria.

Vendor positioning in context – market potential

Dun & Bradstreet's continued placement as a category leader in the KYC data quadrant reflects its sustained market penetration, market-leading data and ability to serve a wide cross-section of global enterprises. These customers include major financial institutions, multinational corporates and government agencies, providing a diversified and stable base.

As a leading data provider in the space, the company benefits from the world's most comprehensive collection of business data and analytic insights, supported by an extensive international presence. This enables broad regulatory and industrial coverage in global markets where cross-border transparency and entity intelligence are increasingly prioritized.

Table 2: Market potential – Dun and Bradstreet (KYC Data, 2025)

Market potential criterion	Coverage
Customer satisfaction	High
Market penetration	High
Growth strategy	High
Financials	High

Source: Chartis Research

Dun & Bradstreet's market potential is further supported by ongoing expansion of its compliance data products into adjacent domains such as ESG, beneficial ownership, supply chain resilience and operational risk. These capabilities are combined with strong brand recognition and longstanding global credibility, as reflected in a customer base that includes 90% of Fortune 500 companies.

The company's market leadership is also reflected in the increasing number of partnerships it has forged with other data and technology providers, helping to cement its position as a central player in the corporate data ecosystem.

Table 2 shows Chartis' rankings for Dun & Bradstreet's coverage against each of the market potential criteria.

3. Vendor context

Overview of relevant solutions/capabilities

Table 3 provides a summary of the vendor and its solutions.

Table 3: Dun & Bradstreet – company information

Company	Dun & Bradstreet
Headquarters	Jacksonville, FL, US
Description	Dun & Bradstreet, a leading global provider of business decisioning data and analytics, enables companies around the world to improve their business performance. Dun & Bradstreet's Data Cloud fuels solutions and delivers insights that assist customers in accelerating revenue, lowering costs, mitigating risk and transforming their businesses. Since 1841, companies of every size have relied on Dun & Bradstreet to help them manage risk and reveal opportunity.
Solution	Dun & Bradstreet's Compliance Solutions help simplify a complex regulatory environment with insights to help firms better manage, monitor and accelerate their due diligence on third parties. Dun & Bradstreet's proprietary data and automated platforms help firms conduct rigorous due diligence (screening, onboarding, monitoring) and manage their third-party risk. When compliance teams can enhance due diligence with a continuous Know Your Third Party (KY3P) program, they can reduce their risk exposure, avoid hefty fines and protect their brand reputation.

Source: Dun & Bradstreet

The advent of automation and AI has allowed compliance teams to tackle their KYC challenges more efficiently by enhancing productivity, which can lead to significant cost savings. These AI-driven efficiencies allow teams to monitor KYC risk continuously while reducing time spent on manual processes, lengthy research and unnecessary outreach.

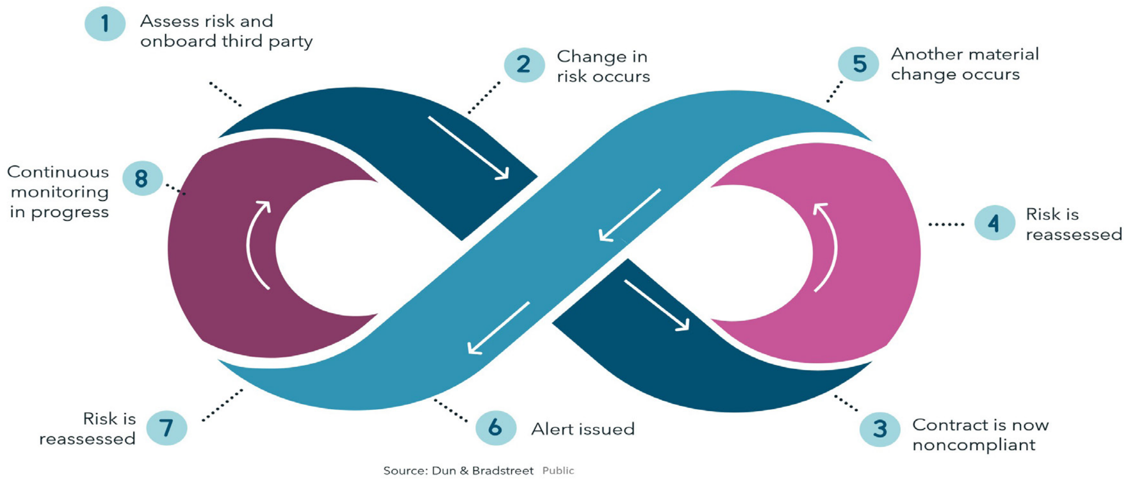
However, compliance is not a fad-driven profession, and many chief compliance officers (CCOs) and leaders proceed with caution when implementing AI capabilities and seek to work with vendors with responsible AI practices.

Its foundation in data quality and strict data collection and governance processes are key to Dun & Bradstreet's market strength in KYC data. The company collects, validates and updates data from thousands of sources around the world, applying rigorous quality control standards at every stage. This ability to maintain and update data, as well as an ongoing quality assurance process, makes the solution a valuable asset.

Central to this is Dun & Bradstreet's patented process for collecting, verifying and enriching data, which includes advanced identity resolution and deduplication techniques. This process (known as DUNSRight™) ensures that every data attribute is accurately vetted, matched and assigned to a unique Dun & Bradstreet D-U-N-S Number® – a globally recognized symbol of data integrity and reliability.

To implement a continuous KYC monitoring approach (with or without AI), firms need to source quality data and match it to the entity being evaluated, which can be a difficult standard to reach. Some firms have trouble managing internal data, while others struggle to integrate the required external data they need to supplement their own information. With identity verification attached to the D-U-N-S Number®, firms can take a more 'hands off' approach to compliance monitoring (see Figure 2).

Figure 2: A continuous KYC process



Source: Dun & Bradstreet

Vendor leading practices

Dun & Bradstreet offers a consolidated source of insight into third-party risk to help compliance teams uncover hidden risk (see Figure 3). Its leading KYC data and analytics are delivered through a portfolio of automated software platforms and AI solutions.

The company's flagship software platform, D&B Risk Analytics Compliance Intelligence, is a continuous KYC monitoring solution with automated workflows that cuts due diligence time by streamlining onboarding and screening processes and reducing false positives. Clients' data-driven decisions are backed by defensible positions that reflect their risk policy. The solution helps compliance teams by:

- Verifying and enriching business entity data with financial insights, beneficial ownership and corporate linkage, public filings, ESG rankings, etc.
- Notifying teams via alerts when material risk arises. Alerts can be configured to help firms filter relevant items from noise.

Figure 3. Hidden compliance risks

Source: Dun & Bradstreet

- Screening entities, beneficial owners, trade styles and directors with extensive sanctions datasets, and providing watchlist and PEP coverage to enhance the identification of compliance risks and bad actors.
- Sourcing documents in a standardized format from more than 200 registries worldwide (with no issues with permissions or translations).
- Sending questionnaires to third parties to gather the insights and documentation needed during intake.
- Automating and configuring screening workflows on an individual risk policy basis, helping firms eliminate manual due diligence processes and save time/effort. In fact, automated decisioning has reduced the number of manual adjudication interactions by 59% for Compliance Intelligence users.
- Reaching regulatory and risk-based decisions more quickly with intelligent false-positive adjudication and reporting.

Dun & Bradstreet's AI solutions provide robust risk management capabilities by detecting anomalies, predicting potential threats and helping clients ensure compliance with regulatory standards. This proactive approach helps firms mitigate risks before they escalate, safeguarding their assets and reputation.

Dun & Bradstreet's Artificial Intelligence Virtual Adjudication Agent (AIVAa) leverages NLP, machine learning (ML), heuristics processing technologies and an advanced cognitive AI engine to help firms avoid false positives.

ChatD&B™ is the firm's enterprise GenAI advisor, designed to accelerate and simplify business decisions and improve productivity. It uses Dun & Bradstreet's trusted data and its patent-pending autonomous AI agents to assist with business entity insights across numerous enterprise domains, including firmographics, corporate linkage, financial and operational risk indicators, financials and payments, business events, ESG and more.

Through automation and optimization, Dun & Bradstreet's AI solutions reduce operational inefficiencies and lower costs. By analyzing data patterns and trends, the firm's AI solutions also streamline processes, improve resource allocation and enhance overall productivity, leading to significant cost savings.

Available third-party data and analytics for KYC

Dun & Bradstreet delivers its KYC data via a variety of channels. Its newest iteration is AI-agent-ready data that is purpose-built for seamless integration into enterprise AI ecosystems. Anchored by the D-U-N-S Number®, this enables more precise identity resolution across systems, making data truly agent-ready.

Climate risk

The solution provides access to climate risk scores for more than 270 million public and private entities. It is supported by Task Force on Climate-related Financial Disclosures (TCFD)-aligned data across historical and four future time horizons for regulatory reporting, along with climate exposure indices spanning nine perils.

Country risk

Dun & Bradstreet's team of economists delivers country- and region-specific analysis for 132 countries.

Cyber risk

The solution provides a breakdown of 10 key cyber risk factors to help customers understand a business partner's cyber hygiene and potential for exposing them to cyber threats.

Diversity

Provides status on 28 diverse ownership structures, an interactive dashboard widget to view diversity at the portfolio level, detailed diversity information on company profiles and templates for reporting portfolio diversity to the business.

Entity risk

With coverage of more than 600 million global business entities, Dun & Bradstreet's deep entity data provides comprehensive firmographic, legal, risk and ownership details, including more than 400 million shareholders.

ESG risk

The company provides access to insights on more than 100 million global entities, with detailed scores on 13 key ESG themes and 31 topics aligned with Sustainability Accounting Standards Board (SASB) standards. Additionally, this data delivers mtCO2e GHG emissions scope 1, 2, and 3 weights, carbon commitments (and more) on more than 80 million entities around the globe.

Financial risk

Dun & Bradstreet provides trusted predictive and descriptive risk scores, including the D&B PAYDEX®, D&B® Delinquency Score and the D&B® Failure Score, to help firms evaluate the financial risk of third parties.

Industry risk

Dun & Bradstreet provides a calculation of risk based on specific industries, categorized via Standard Industrial Classification (SIC) code. Industry risk is a configurable attribute and can be set based on a company's policies.

Third-party risk

The company provides trusted predictive and descriptive supplier risk scores, including the D&B® Supplier Stability Indicator (SSI) and the D&B® Supplier Evaluation Risk (SER) Rating, to help firms evaluate the stability of third parties.[1]

[1] The information provided in this report is for suggestion purposes only and based on best practices. Dun & Bradstreet is not liable for the outcome or results of specific programs or tactics undertaken based on this report. Please contact an attorney or tax professional if you are in need of legal or tax advice.

4. Methodology

Overview

Chartis is a research and advisory firm that provides technology and business advice to the global financial services industry. Chartis provides independent market intelligence regarding market dynamics, regulatory trends, technology trends, best practices, competitive landscapes, market sizes, expenditure priorities, and mergers and acquisitions. Chartis' RiskTech Quadrant® reports are written by experienced analysts with hands-on experience of selecting, developing and implementing financial technology solutions for a variety of international companies in a range of industries, including banking, insurance and capital markets. The findings and analyses in our quadrant reports reflect our analysts' considered opinions, along with research into market trends, participants, expenditure patterns and best practices.

Chartis seeks to include RiskTech and FinTech vendors that have a significant presence in a target market. The significance may be due to market penetration (e.g., a large client base) or innovative solutions. Chartis uses detailed vendor evaluation forms and briefing sessions to collect information about each vendor. If a vendor chooses not to respond to a request for information, Chartis may still include the vendor in the report. Should this happen, Chartis will base its opinion on direct data collated from technology buyers and users, and from publicly available sources.

Chartis' research clients include leading financial services firms and Fortune 500 companies, leading consulting firms and financial technology vendors. The vendors evaluated in our quadrant reports can be Chartis clients or firms with whom Chartis has no relationship.

Chartis evaluates all vendors using consistent and objective criteria, regardless of whether they are Chartis clients. Chartis does not give preference to its own clients and does not request compensation for inclusion in a quadrant report, nor can vendors influence Chartis' opinion.

Briefing process

We conduct face-to-face and/or web-based briefings with each vendor.2 During these sessions, Chartis experts ask in-depth, challenging questions to establish the real strengths and weaknesses of each vendor. Vendors provide Chartis with:

- A business update – an overview of solution sales and client satisfaction.
- A product update – an overview of relevant solutions and R&D roadmaps.
- A product demonstration – key differentiators of their solutions relative to those of their competitors.

In addition to briefings, Chartis uses other third-party sources of data, such as conferences, academic and regulatory studies, and publicly available information.

Evaluation criteria

We develop specific evaluation criteria for each piece of quadrant research from a broad range of overarching criteria, outlined below. By using domain-specific criteria relevant to each individual risk, we can ensure transparency in our methodology and allow readers to fully appreciate the rationale for our analysis. The specific criteria used for KYC data, 2025 are shown in Table 4.

[2] Note that vendors do not always respond to requests for briefings; they may also choose not to participate in the briefings for a particular report.

Completeness of offering

Table 4: Evaluation criteria for Chartis' KYC data, 2025 report

Completeness of offering	Market potential
• Sanctions and watchlist data	• Customer satisfaction
• Negative news and PEPs	• Market penetration
• Electronic and digital ID	• Growth strategy
• Corporate structure	• Financials
• Entity relationships	
• Trade-related financial crime risk	
• High-risk business	

Source: Chartis Research

- **Depth of functionality**. The level of sophistication and number of detailed features in the software product (e.g., advanced risk models, detailed and flexible workflow, domain-specific content). Aspects assessed include innovative functionality, practical relevance of features, user-friendliness, flexibility and embedded intellectual property. High scores are given to firms that achieve an appropriate balance between sophistication and user-friendliness. In addition, functionality linking risk to performance is given a positive score.

- **Breadth of functionality**. The spectrum of requirements covered as part of an enterprise risk management system. This can vary for each subject area, but special attention is given to functionality covering regulatory requirements, multiple risk classes, multiple asset classes, multiple business lines and multiple user types (e.g., risk analyst, business manager, CRO, CFO, compliance officer). Functionality within risk management systems and integration between front-office (customer-facing) and middle-/back-office (compliance, supervisory and governance) risk management systems are also considered.

- **Data management and technology infrastructure**. The ability of risk management systems to interact with other systems and handle large volumes of data is considered very important. Data quality is often cited as a critical success factor and ease of data access, data integration, data storage and data movement capabilities are all important factors. Particular attention is given to the use of modern data management technologies, architectures and delivery methods relevant to risk management (e.g., in-memory databases, complex event processing, component-based architectures, cloud technology and software as a service). Performance, scalability, security and data governance are also important factors.

- **Risk analytics**. The computational power of the core system, the ability to analyze a large volume of complex data in a timely manner (where relevant in real time), and the ability to improve analytical performance are all important factors. Particular attention is given to the difference between 'risk' analytics and standard 'business' analytics. Risk analysis requires such capabilities as non-linear calculations, predictive modeling, simulations, scenario analysis, etc.

- **Reporting and presentation layer**. The ability to present information in a timely manner, the quality and flexibility of reporting tools, and ease of use, are important for all risk management systems. Particular attention is given to the ability to do ad hoc 'on the fly' queries (e.g., 'what if' analysis), as well as the range of 'out of the box' risk reports and dashboards.

Market potential

- **Business model**. Includes implementation and support and innovation (product, business model and organizational). Important factors include the size and quality of the implementation team, the approach to software implementation, and post-sales support and training. Particular attention is given to 'rapid' implementation methodologies and 'packaged' services offerings. Also evaluated are new ideas, functionality and technologies to solve specific risk management problems. Speed to market, positioning and translation into incremental revenues are also important success factors in launching new products.

- **Market penetration**. Volume (i.e., number of customers) and value (i.e., average deal size) are considered important. Rates of growth relative to sector growth rates are also evaluated. Also covers brand awareness, reputation and the ability to leverage current market position to expand horizontally (with new offerings) or vertically (into new sectors).

- **Financials**. Revenue growth, profitability, sustainability and financial backing (e.g., the ratio of license to consulting revenues) are considered key to the scalability of the business model for risk technology vendors.

- **Customer satisfaction**. Feedback from customers is evaluated, regarding after-sales support and service (e.g., training and ease of implementation), value for money (e.g., price to functionality ratio) and product updates (e.g., speed and process for keeping up-to-date with regulatory changes).

- **Growth strategy**. Recent performance is evaluated, including financial performance, new product releases, quantity and quality of contract wins, and market expansion moves. Also considered are the size and quality of the sales force, sales distribution channels, global presence, the focus on risk management, messaging and positioning. Finally, business insight and understanding, new thinking, the formulation and execution of best practices, and intellectual rigor are considered important.

Quadrant construction process

Chartis constructs its quadrants after assigning scores to vendors for each component of the completeness of offering and market potential criteria. By aggregating these values, we produce total scores for each vendor on both axes, which are used to place the vendor on the quadrant.

Definition of quadrant boxes

Chartis' quadrant reports do not simply describe one technology option as the best solution in a particular area. Our ranking methodology is designed to highlight which solutions are best for specific buyers, depending on the technology they need and the implementation strategy they plan to adopt. Vendors that appear in each quadrant have characteristics and strengths that make them especially suited to that category and, by extension, to particular users' needs.

Point solutions

- Point solutions providers focus on a small number of component technology capabilities, meeting a critical need in the risk technology market by solving specific risk management problems with domain-specific software applications and technologies.

- They are often strong engines for innovation, as their deep focus on a relatively narrow area generates thought leadership and intellectual capital.

- By growing their enterprise functionality and utilizing integrated data management, analytics and business intelligence (BI) capabilities, vendors in the point solutions category can expand their completeness of offering, market potential and market share.

Best-of-breed

- Best-of-breed providers have best-in-class point solutions and the ability to capture significant market share in their chosen markets.

- They are often distinguished by a growing client base, superior sales and marketing execution, and a clear strategy for sustainable, profitable growth. High performers also have a demonstrable track record of R&D investment, together with specific product or 'go-to-market' capabilities needed to deliver a competitive advantage.

- Because of their focused functionality, best-of-breed solutions will often be packaged together as part of a comprehensive enterprise risk technology architecture, co-existing with other solutions.

Enterprise solutions

- Enterprise solution providers typically offer risk management technology platforms combining functionally rich risk applications with comprehensive data management, analytics and business intelligence (BI).
- A key differentiator in this category is the openness and flexibility of the technology architecture and a 'toolkit' approach to risk analytics and reporting, which attracts larger clients.
- Enterprise solutions are typically supported with comprehensive infrastructure and service capabilities, and best-in-class technology delivery. They also combine risk management content, data and software to provide an integrated 'one stop shop' for buyers.

Category leaders

- Category leaders combine depth and breadth of functionality, technology and content with the required organizational characteristics to capture significant share in their market.
- They demonstrate a clear strategy for sustainable, profitable growth, matched with best-in-class solutions and the range and diversity of offerings, sector coverage and financial strength to absorb demand volatility in specific industry sectors or geographic regions.
- They will typically benefit from strong brand awareness, a global reach and strong alliance strategies with leading consulting firms and systems integrators.