



**SIGNICAT**

# **FA SOLUTIONS** **CASE STUDY**

Simple deployment, reliable service



*“Signicat provided us with a solution to a problem a lot of our clients were facing. As a result, our product offering has improved, and we’ve become even more competitive as a business.”*

**Juha Lehtonen,**  
Managing Director at FA Solutions.



# CUSTOMER PROFILE

FA Solutions is an industry leading fintech offering tailored investment management software solutions to asset managers, private banks, and family offices across Northern Europe and beyond.



# CHALLENGE

As a fintech providing a variety of digital services, FA Solutions must be able to securely authenticate their customers online. But with a client base spread across the Nordics, doing so means interfacing with many different eID platforms.

Developing these interfaces in-house would have been extremely expensive and resource-intensive, requiring complex technical integrations and multiple contract negotiations, as well as provision for on-going maintenance.



# SOLUTION

Concluding it was more sensible to focus on their core business offering rather than undertake such a large project in-house, FA Solutions decided to bring in an external customer authentication provider.

Signicat was selected due to a reputation for reliability and a strong presence across the Nordics. That Signicat had local offices in Finland, where FA Solutions are headquartered, was also considered beneficial.



# RESULTS

FA Solutions decided to adopt both Signicat Connect (authentication) and Sign (e-signatures), allowing them to securely authenticate their customers online, and also to offer digital signature services that support the sales processes within their clients' businesses.

As well as an increase in service-related revenue, FA Solutions Managing Director Juha Lehtonen has been particularly impressed with the ease of deployment and value for money, explaining:

“Implementation was well documented and straight forward. The project was delivered on time and on budget. And not even a very big budget!”

and after an implementation process that FA Solutions Managing Director Juha Lehtonen described as ‘Straight forward and well documented’, the solution was in place.

FA Solutions customers are now authenticated simply and securely, without the need for complex integrations and contract negotiations.

and e-signature able to simply and securely login to the FA Solutions platform

As well as adopting Signicat's authentication solution, FA Solutions also took the opportunity to invest in e-signature, which would allow FA Solutions' customers to securely sign investment contracts with their own clients entirely digitally.

After a simple implementation process that FA Solutions Managing Director Juha Lehtonen described as ‘Straight forward and well documented’, the solution was up and running.

Signicat's identity services 'Secure' and 'Connect' have enabled FA Solutions to achieve their ultimate goal of enabling their customer to transact safely and securely online.

Now, FA Solutions are planning to further extend their product offering to even more countries, with Signicat helping to support that expansion.

Electronic ID and document signing have been greatly simplified, leading to extra revenues from related services.

FA Solutions needed a simple online authentication solution that would allow their clients to connect to conduct their investment management business online seamlessly.

Undertaking this kind of integration in-house is an incredibly tall order, requiring complex technical integration, expensive maintenance, and complex contractual negotiations.

As a fintech with a focus predominantly across Northern Europe, FA Solutions were required to securely authenticate customers online.

As an international company with a focus predominantly in Northern Europe, this meant interfacing with multiple eID systems across the continent. The bureaucracy involved was a concern, not to mention the development and maintenance costs of developing such a system in-house.

Investment of time and resources would have been huge.

FA Solutions needed an online customer authentication solution that would allow their clients to securely conduct their investment management business online, wherever they were in the world.

FA Solutions needed a simpler way to authenticate their customers online.