

Company:

The ID Co.

Team:

James Varga, CEO; Milko Radotic, COO; Andrew Martin, CFO; Lazaro Campos, Chairman

Web:

theidco.com

Value Proposition:

(Open) bank data that help businesses onboard their customers quickly; helping lenders to create exceptional customer experiences by removing friction; caused during the application process by the current challenges of risk, compliance, fraud, and regulation. Solving business pains such as assessing customers' affordability and verifying their account information, thereby offsetting credit risk.

Authorised by the FCA to provide AISP (Account Information Service Provider) services to the UK market.

Customer Segments:

Financial Services, FinTech's, Lenders (consumer & business)

Market Traction:

Aside from the UK, the company currently connects to 5,500 banks in over 30 countries and already has 30+ live customers including the Clydesdale Banking Group - and 3 major platform lenders in the USA. The emphasis has now shifted from engineering to sales with the commercial team growing from 1 to 6 people in the last month. MRR, based on the opportunities in the last stages of the sales pipeline is slated to increase from a current £65k to over £200k by March 2019 with £100k already contracted.

Funding Stage:

Series A / Growth

Funding and Investment to Date:

£7m

Investment Sought:

£3m

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