



Recognizing the Banking Industry's Most Innovative People,  
Companies and Innovations of 2008

Innovator, Company – Part I  
(Financial Institution or Technology Company)

1. Company name:

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2. CEO's or CIO's name:

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3. Company's FedEx address:

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4. Contact information – Tel/Fax/email:

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5. Executive assistant – Tel/Fax/email:

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6. Company Web address:

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7. Size of company (by annual revenue, sales or total assets):

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7a. Total number of employees:

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8. Headquarters location:

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9. Markets served:

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10. Please identify key officers of the technology company or CIO/CTO and leading IT directors/managers of the financial institution. If a financial institution, please detail how the IT function is organized (centralized versus decentralized).

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**Innovator, Company – Part II**  
**(Financial Institution or Technology Company)**

1. Is the company privately or publicly held?

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2. Please provide June 2007 through June 2008 company financials, as well as the overall technology budget. Attach supporting documentation if desired.

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2a. How does this year compare to that of June 2006 through June 2007? Please provide year-over-year comparisons, particularly as it relates to IT spending, and in what key areas of the organization spending has been prioritized.

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3. If a financial institution, how has innovation at the company played a role in driving its revenue, operating income and expense management in 2008? Please cite examples.

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3a. If a technology company, how has innovation affected financial performance in the financial services industry in 2008? In what specific technology categories?

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4. How has innovation affected the organization's competitive standing in the following areas? Please quantify:

4a. Gains in market share?

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4b. Brand awareness?

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4c. Product development?

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4d. Expense management?

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4e. Business development?

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**Innovator, Company – Part III**  
**(Financial Institution or Technology Company)**

1. In what areas has the company demonstrated the most significant technology innovation this year. Please specify by project, business line or market. What results were generated on behalf of the company?

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2. What role does M&A play in your organization's ability to more quickly and effectively innovate? Please specify the total number of technology M&A deals in 2008, elaborating

on how they have added to your company's innovation arsenal (deals must have been completed between August 2007 and July 2008).

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3. How has the company's technological innovation affected the banking and financial services industry overall? Please elaborate (attach any additional material desired).

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4. What best practices has the company set forth? How have these affected the company? The industry? Please elaborate.

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4a. What is the company's vetting process for proposed technology investments? Please elaborate on how technology spending decisions are made.

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4b. What metrics does the company use to gauge the ROI of a technology investment?

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5. If a technology company, how long has the company been active in banking and financial services? Is the company public or private?

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5a. Please cite partial list of financial clients:

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6. Why does the company deserve recognition for its technological innovation in 2008?

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Company Innovator nominations must include a fully completed form. Any information that is confidential or embargoed must be marked as such on the nomination; any relevant backup material is welcome. All nominations must be returned via email to

[btninnovators@sourcemia.com](mailto:btninnovators@sourcemia.com) no later than August 11, 2008. Inquiries can be directed to Holly Sraeel, editorial director, at 212.803.8637 or [holly.sraeel@sourcemia.com](mailto:holly.sraeel@sourcemia.com).

This year's 25 honorees will be celebrated at Innovators Awards Reception on Monday, November 17, 2008, at Hard Rock Live in Orlando, FL. Cocktails begin at 6 p.m., followed by dinner at 7 p.m. The CIO Summit, an invitation-only thought leadership program held in conjunction with The Innovators Awards Reception, will be held that day from 8:30 a.m. – 3 p.m. Inquiries can be directed to Holly Sraeel at 212.803.8637 or [holly.sraeel@sourcemia.com](mailto:holly.sraeel@sourcemia.com).

All Innovators will be invited to attend the awards dinner as guests of *Bank Technology News*. For information on sponsorships or to purchase additional tables for colleagues, customers and other guests, please contact publisher Liesbeth Severiens at 212.803.8691 or [liesbeth.severiens@sourcemia.com](mailto:liesbeth.severiens@sourcemia.com).