

The big interview: SS&C's Rahul Kanwar

Rahul Kanwar, executive vice president at SS&C Technologies, talks acquisitions, disruptive technology advancements and the rapid growth of the tech firm.

Throughout your career, are there are any particular trends you have seen first-hand that stand out?

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There really are two ingredients in my view and those are the expertise of the people and how smart, capable and responsive they are to customer demands, and then how good the systems are. Those are not just systems we used to process, but also portals and applications we make available to our customers so they can go through big sets of data and extract useful

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insights. The better that process gets, the more interactive and useful it becomes to the customer.

Similarly, the more technology we build to automate our own operations means

our people have better jobs. It's a way investing in the people that we have working for us and making sure they have better careers and more opportunity to do challenging things.

Do you believe it is better to build or buy/acquire technology?

I think it's both. It depends on what kind of expertise you may have at a point in time to build software and also what is available to acquire. If you come across software companies that are experts and incredibly passionate about their product and they have worked night and day for several years to get it into its current state then it's worth looking at. But did anyone use the software and was it ever used?

There's a lot of risk in that, people can build applications but can then be unable to reach that commercial milestone.

So at SS&C we like to do both. We've got almost 1,000 engineers in my team

alone and we are building new software constantly. At the same time if we come across software companies we think would add complimentary solutions to our customers we would be interested in acquiring them.

As a technologist, what are your thoughts on blockchain? Will it ever become something your clients would use in the future? Are there any other technologies that excite you at the moment?

I guess I would consider blockchain to be one of a number of different things that have a potential to change how certain activities are done in the future. In the case of blockchain it's a case of primarily transactional, with distributed ledgers and concept there is no need for a central clearing house, and so the thought process within SS&C and the industry as a whole so far has been that if you take things that do not settle easily, whether that's bank loans or some type of OTC security, then perhaps there's an application there. At the same time I think a lot of these terms get thrown around and a lot of emphasis gets placed on it and it becomes hard to tell if there will ever be a commercial application.

The technologies that are a little higher on our agenda are the artificial intelligence and machine learning and robotics.



Background, career experience

Rahul Kanwar is the Executive Vice President of SS&C Technologies. Mr. Kanwar is a key member of SS&C's executive management team and has been with SS&C for 12 years. He oversees the company's high-performing fund administration business, SS&C GlobeOp, and has played an instrumental role in the growth of this business unit both organically and through acquisitions. Under Mr. Kanwar, SS&C GlobeOp has grown to the number one fund administrator globally with approximately \$1.4 trillion in AuM.

Mr. Kanwar previously worked at Eisner LLP as the Managing Director of Eisnerfast LLC, and prior to that as a Certified Public Accountant in their financial services audit practice. He joined SS&C when the company acquired Eisnerfast in 2005. Mr. Kanwar has a BA in accounting from Franklin and Marshall College and is a Certified Public Accountant.



Rahul Kanwar, executive vice president, SS&C Technologies

With those there is a tremendous amount of detail and expertise required, but ultimately there are huge data sets. We are doing all kinds of activities around those with a huge amount of data, in order to understand what needs to happen to process this. Ultimately, what we are working towards is more and more automation. Our clients are very interested in how they interact and which technologies they will have access to.

What is the biggest challenge your clients face at the moment?

I think it's the demands on the business.

We are looking at things from an operational standpoint primarily and most of our customers are facing a number of operational burdens. For example the investors are increasingly institutional, and they have massive data requirements and complying with those requirements. Similarly, they are dealing with regulators. We already capture a massive amount of their data by virtue of being their fund administrator we've got their investor transactions, accounting books and records etc. the real benefit to them is us turning that round and making it available to them. We spend a lot of time on that.

Do you have any predictions for the future in terms of technologies or processes?

Something that keeps happening and I believe will keep happening, is that investment organisations are increasingly going back to becoming just purely investment organisations. I think that's a major trend. A lot of the big investment firms have built massive internal organisations, particularly in things like private equity where there wasn't a lot of infrastructure when it first started. I believe all of these things are ways to get back to the core.