



SOLUTIONS & SUCCESS

The Inside Story

2022

Bridging The Gap Between Business And Technology

Deliver Capital needed a CTO that could help them meet their business goals with the right technology –that’s why they called Technijian.

Who

Deliver Capital is a financial services firm based out of Florida. Utilizing their connections with more than 500 banks nationwide, Deliver Capital provides expert support to clients seeking personal and business loans.

Using their custom-built financial software tools, Deliver Capital helps clients leverage as much as possible to get the funding they need through banks. They are experts in credit repair and capital acquisition, helping their clients to get the funding they need even after they've been turned down by the banks.

Deliver Capital acts like a bank, reviewing financials, underwriting, reviewing, and fixing weaknesses. They help clients repair their credit, gain multiple approvals, and then leverage that for greater financing.



The Problem

The financial services industry is so complex that it's nearly impossible to be an expert in every facet. It's not enough to understand how the banks work, how to repair credit, and how to effectively leverage assets—today's financial world requires technological expertise too.

That was the issue for Deliver Capital CEO Anthony Vanaki. In launching his business, he had identified a number of key ways to disrupt the credit and loan markets, but to do so, he needed to build tech-based solutions.

Regardless of how much he knew about credit repair and the banking world in general, he didn't have the technological know-how to explain to developers what he needed. That's why he got in touch with Technijian.

The Solution

Anthony met Ravi and the Technijian team through a mutual friend and soon realized that Ravi possessed the comprehensive skill set and knowledge base needed to help with the development of Deliver Capital's solutions.

"Ravi's ways of explaining what I needed to the developer to create this platform was instrumental," says Anthony. "He was the one that actually figured it out."



Anthony hired Ravi and Technijian to essentially act as his CTO, but without having to pay a C-Level salary. By engaging Technijian at our low monthly rate, Anthony gained access to the expertise he needed without having to pay what you normally would for a CTO—an average of \$241,000 per year in Florida.

“Ravi is a developer, but he’s also a businessman—you get the best of both worlds. He will take what you want and can explain it to a developer.”

- Anthony Vanaki, CEO | Deliver Capital

With Ravi’s help, Anthony was able to carefully design, develop and deploy two key solutions that address critical inefficiencies in the financial services industry:

- Inquiry Removers:** For personal credit inquiries, this automated inquiry detection system tells clients which inquiries are disputable and automates the process of eliminating them. What would otherwise take more than an hour to deal with can be completed in under ten minutes with this solution.
- Fundinetics:** This solution allows users to take one application and submit with multiple credit cards all at the same time. It mimics how a human uses a website and fills out an application, but executes and submits multiple applications simultaneously.

Technijian Delivers IT Expertise & Business Acumen

“In a startup world, I don’t have \$250,000 in my budget to hire somebody full time, so I pay Ravi for my high-level work,” says Anthony.

Ravi and Technijian continue to act as Deliver Capital’s outsourced CTO to this day. Ravi manages the IT side of Anthony’s solutions on an ongoing basis, ensuring everything is optimized.

For example, Fundinetics recently encountered issues with the form filling function on Fundinetics—Ravi stepped in and applied a lasting solution right away.

“He came in and provided a solution that has saved me months of work,” says Anthony.

Do you need a partner that understands technology and business? Get in touch with Ravi and the Technijian team today.