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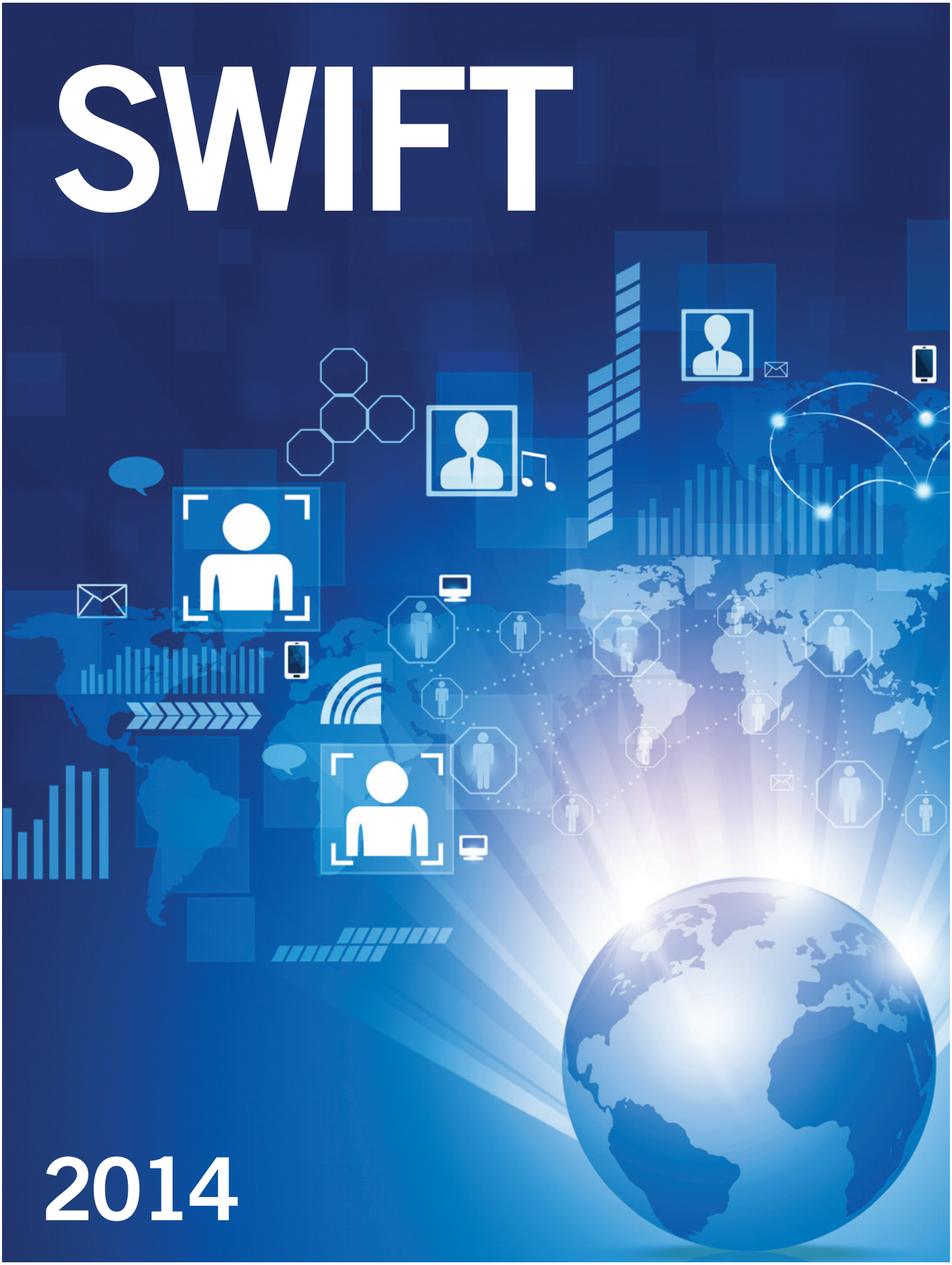
BUYER'S GUIDE

SWIFT



2014

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gtnews Weekly Bulletin
EXPERT COMMENTARY ON GLOBAL TREASURY AND FINANCE
because
Dear Jill, 15 April 2014
"I cannot forecast to you the action of Russia. It is a riddle, wrapped in a mystery, inside an enigma; but perhaps there is a key. That key is Russian national interest." So declared Winston Churchill weeks after the outbreak of the second world war and 75 years on his prognosis is as relevant as ever. When gtnews was compiling its 2014 editorial agenda last autumn it seemed timely for us to attempt to address the riddle - at least from the financial professional's angle. We have before now carried occasional pieces on treasury in Russia and the CIS, but the formation of FP&A clubs in Moscow and Ukraine last year meant a more dedicated study was overdue; hence this week's focus. Recent events have, of course, made it far more topical than was envisaged six months ago. There are demands from the US and elsewhere for punitive sanctions to be imposed on Russia, but Europe's reluctance to press ahead is understandable given the EU's annual trade with Russia now amounts to a cool £280bn. What's more, the country is likely to turn increasingly to the world's second-largest economy, China, if a new cold war turns relations with the West any frostier.
Among our reports is one from Larysa Melnychuk, who helped establish the Moscow FP&A Club last autumn. She was in the city two weeks ago for its latest meeting and records the mood among Russian financial professionals. By contrast, the London Club had the luxury of reviewing the FP&A capabilities of technology at its 8 April meeting, which Neil Ainger blogs about. Other posts include our Asia editor, Richard Hartung, on how the region's companies are increasingly using analytics to secure competitive advantage, while regular contributor Selwyn Blair-Ford of Wolters Kluwer examines financial market infrastructures (FMIs) and the proposed framework for enabling exchanges, clearing houses, trade repositories and payment systems to withstand financial stress.
Elsewhere this week, Citi's Mark Sutton takes an in-depth look at ISO 20022 XML messaging and its strengths for companies in both the payments and collections space. The article is co-authored by Ed Barrie of tech firm Itron, one of the first adopters of the standard. Richard Ransom of Bottomline Technologies examines changing business attitudes towards direct debits (DDs) and gtnews contributing editor Kelvin Walton concludes his two-part analysis of in-house banking (IHB).
Best wishes,
Graham Buck, Managing Editor, gtnews
Editorial Focus: Treasury in Russia and the CIS
Forecasting in Russian Corporate Treasuries: Current Situation, New Trends - Sergey Selin, KPMG
In this article the author reviews the forecasting process typically used in the corporate treasuries of large Russian industry corporations, identifies typical problems, and discusses some new trends in this area.
FP&A in Russia and the CIS: Holding on to Progress - Larysa Melnychuk, London FP&A Club
The author, one of the founders and secretaries of the London Financial Planning and Analysis (FP&A) Clubs in early 2013, was instrumental in launching similar clubs last autumn in Moscow and Kiev. As she reports, the progress achieved by both over recent months is currently by the deteriorating political situation caused by Russia's annexation of the Crimea and uncertainty over the future of Ukraine.
Decentralising Responsibility: the Benefits for Mid-Caps - Yuri Pinchuk, Velta LLC
Velta LLC is still a young business. Set up in 2000, the Ukraine ilmenite mining company, based in Dnepropetrovsk, has benefited from rising prices for titanium materials - enabling it to build new plant and expand existing sites in the past three years. In this article, its chief financial officer (CFO) outlines the benefits of decentralising for small and medium-sized enterprises (SMEs) and how such a policy was successfully deployed at one of his own companies.
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Welcome

Regular readers of gtnews' annual SWIFT Buyer's Guide will note that, up until now, we have focused primarily on SWIFT Service Bureaus (SSBs). Indeed, at the time this publication came out last year, two-thirds of corporates still favoured SSB for their connectivity needs. But with Alliance Lite2 (AL2) catching on in a big way, those numbers have changed. Currently, about half of the corporate treasuries signing up for SWIFT eschew third parties and opt for direct connectivity. In our lead-off story, SWIFT discusses this paradigm shift, as well as its initiative to position itself as central to treasury operations.

Also in the guide, we have an in-depth look at SWIFT's new Know Your Customer (KYC) Registry for correspondent banks, which is intended to help them meet their financial crime regulatory and counterparty audit requirements. However, SWIFT faces some tough competition from rivals in this sector. We also have two case studies from Vanguard and the British Broadcasting Company (BBC) on implementing SWIFT, a review of the benefits that the Bank Payment Obligation (BPO) offers to corporate treasurers, a look at whether corporate adoption of electronic bank account management (eBAM) is truly taking off, and an interview with Arun Aggarwal of SWIFT UK.

Andrew Deichler, Editor, *gtnews, SWIFT Buyer's Guide 2014*

Contents

4 **SWIFT for Corporates in 2014: Moving Beyond the Service Bureau**
Although SWIFT Service Bureaux are far from extinct more corporate treasury departments want a hands-on approach and are connecting to the SWIFT network directly. More treasuries are moving to Alliance Lite2, SWIFT's cloud-based service that allows them to connect directly to the SWIFT network, along with its related applications and services.

7 **Case Study: Vanguard Fund Treasury Payments**
Vanguard's Money Movement Unit, which initiates billions in payments on a daily basis, was too dependent on manual processes and legacy systems that couldn't handle the workload. Stephanie McClintock, CTP, Manager, and Robert Freiling, CTP, Senior Manager, Fund Treasury Services of Vanguard, explain how migrating to a treasury workstation and utilising SWIFT enabled the company to streamline its payments process and reduce risk.

9 **Bank Payment Obligation: Modernising the Financial Supply Chain**
As corporates look for more effective ways to conduct international trade, the Bank Payment Obligation (BPO) has arisen to offer risk mitigation and financing services to buyers and sellers using electronic data flows. Leading global trade banks are beginning to roll out the BPO to their corporate clients and there appears to be a growing appetite for this new tool in the trade finance market.

12 **KYC: Register Your Interest**
Corporate treasurers may want to register their interest with SWIFT, which is launching a new Know Your Customer (KYC) Registry this year for correspondent banks and their treasury clients in order to help them meet their financial crime regulatory and counterparty audit obligations. The shared platform KYC compliance service will eventually be made available for direct access by treasurers if enough interest is shown says SWIFT, but it faces competition from rivals.

15 **Corporate Adoption of eBAM**
Electronic bank account management (eBAM) has long been perceived as a way for corporates to gain efficiency and transparency over multiple banking relationships. This article looks at how corporate adoption is progressing, as well as the potential barriers.

17 **Case Study: How SWIFT Provided the Right Channel for the BBC**
With more corporates choosing to connect to SWIFT through a variety of options, financial messaging is a key concern for treasurers. Trends in the industry were under discussion at Fundtech's recent Insights EMEA conference in London, which included a case study on SWIFT implementation from Chris Corner, deputy treasurer of the British Broadcasting Corporation (BBC).

20 **Meeting the Wave of Regulation: Q&A with Arun Aggarwal, SWIFT**
In a recent interview, Arun Aggarwal, managing director of SWIFT UK, Ireland and Nordics and former head of PwC's corporate treasury consultant practice, discussed regulatory fragmentation and what banks can learn from corporate treasurers.

22 **Directory of Service Providers**

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SWIFT for Corporates in 2014

Moving Beyond the Service Bureau

Although SWIFT Service Bureaux are far from extinct more corporate treasury departments want a hands-on approach and are connecting to the SWIFT network directly, **Andrew Deichler** writes. More treasuries are moving to Alliance Lite2, SWIFT's cloud-based service that allows them to connect directly to the SWIFT network, along with its related applications and services.

Stacy Rosenthal, Head of Corporate and Payments Strategy Americas for SWIFT, said that a treasurer asked her recently why anyone would opt to use a third party to connect to SWIFT now that Alliance Lite2 is available. She agreed that there is really no substitute for direct connectivity.

"You're introducing another potential point of failure," said Rosenthal. "You're using another connection to get SWIFT. You're eventually on SWIFT, but you've outsourced and put your data somewhere else to get to us. Why take an off-ramp, when you can go directly on the highway?"

Moving On from Third-Party Vendors

Danny Smedley, Director of Customer Support, Americas for SWIFT, agreed that more and more corporate treasurers are moving away from service bureaux to direct solutions. "If you're going to deal with multiple people, eventually the

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message is going to go through SWIFT," he said. "When you're dealing with SWIFT directly through an Alliance Lite2 connection, there's not a 'person in the middle.' There's not someone else providing connectivity. Lite2 is user-friendly."

Smedley provided an example of how connecting to SWIFT through a third party could create numerous headaches for corporates. "Let's say you're having connectivity problems," said Smedley. "If there's a third party in there, who are they calling? Who are they talking to? Those are the types of issues with the network provider. SWIFT is interfacing directly with those people. What I've seen is, we're able to get in and get those issues resolved. We have strong relationships with the providers that we deal with. We're able to put a lot of force behind when we make a call on behalf of a customer."

Matteo Monaco, Head of Corporate Sales North America at SWIFT, has also observed many of SWIFT's corporate clients moving to direct connection. "It probably was the other way around just a few years ago. Currently, close to 50 percent of corporates joining SWIFT opt for Lite2."

Added Monaco: "If we are certifying the service bureau, corporates expect that we have gone through their infrastructure and approved it. So that's why we have to up it another level. We're taking responsibility on behalf of the service bureaus."

Corporate Trends

SWIFT added 173 new corporate groups in 2013, bring its grand total to 1,250 in the Americas, EMEA (Europe, the Middle East and Africa) and Asia. That includes 31 percent of Fortune global 500 companies.

Corporates have been making heavy use of SWIFT's bank on-boarding services. "They are leveraging these services to

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"We're not only providing connectivity to the network, but all of the integration that the service bureaux were providing now can be more done through the SWIFT channel itself."

onboard their various banking partners across countries and across disciplines," Rosenthal said. "It's really challenging for corporates to understand what formats to use in certain countries; when to use SWIFT standards, when to use traditional FIN messaging, versus the ISO 20022 messaging."

SWIFT's consulting services have also nearly doubled over the past year. Monaco sees this as the result of SWIFT providing more of "a turn-key solution" for its corporate clients. "We're not only providing connectivity to the network, but all of the integration that the service bureaux were providing now can be more done through the SWIFT channel itself," he said.

Customer support has also been a key cog in that process, Smedley explained. "SWIFT's Customer Support is truly 24/7, 365 days a year," he said. "I oversee a team that responsible for North America, South America, and the Caribbean Islands. SWIFT has Customer Support teams in Asia and Europe and together there are 20 different languages that our engineers speak, and they're all trained—most of them have engineering degrees and are trained extensively on our products and services."

Security Concerns

Cyber security, and the reputational risk that goes along with it, are top-of-mind for SWIFT's corporate and banking clients. Rosenthal noted that banks have recommended SWIFT to their corporate customers, given the current risks in the payments landscape. "I think [current threats] have definitely created more industry awareness and definitely led to more adoption of SWIFT," she said.

Monaco agreed. "Cyber threats are definitely causing more and more organisations to look at SWIFT and the security around it," he said. "I think that at the end of the day, nobody gets fired for connecting through SWIFT and using SWIFT as the primary network. We take cyber threats very seriously."

SWIFT's 3SKey technology, which provides secure authentication by allowing corporates to sign financial messages and files sent to their banks with a single signing device, has gradually seen more and more interest both in Europe and the US. "We're definitely seeing more organisations interested in having that additional layer of security," Rosenthal said.

Additionally, Rosenthal believes that SWIFT's non-vendor status has helped it build trust with both corporate and banking clients. "We're an industry-owned cooperative," she said. "I think that gives people peace of mind and a level of comfort that they didn't have before."

Matteo added that for SWIFT, it's "not about" the bottom line. "Vendors go in and out of different markets, but that's not the way that SWIFT operates," he said. "We operate for the benefit of the community."

New Services

SWIFT has gradually been introducing more services to benefit its corporate users. "Now what we've really done is put together not only the connectivity piece of the puzzle, but how to handle things like reference data," Rosenthal said. "We also have things that go beyond the SWIFT network that are offered to non-SWIFT connected participants."

Over the past year, SWIFT has rolled out two transformation applications that allow corporates to convert messages to their back office application, regardless of what application they have. "It's an application-neutral solution, as well as being bank-neutral," said Monaco.

Another one of SWIFT's new services is its BICPlusIBAN directory. The directory contains the full list of ISO9362 Bank Identifier Codes (BICs) with the national bank/branch identifiers, as well as information such as the codes used in International Bank Account Numbers (IBANs) and the corresponding BICs that the account holding banks issue to their customers with the IBANs.

"So if a client is sending a payment into the SEPA zone, they can then match up the BIC and IBAN with that payment," said Monaco. "This is something corporates need to make payments. And this is the first time we're offering a service that a client can buy that is outside of membership."

Rosenthal added that the directory can be a crucial tool for organisations aiming to become SEPA-ready ahead of the 1 August 2014 deadline, as well as those trying to minimise payment exceptions. "If it's a late payment, how is it going to impact a shipped good? How is it going to impact that contract?" she asked.

Interestingly, the majority of corporates who have adopted the directory have been ones who are not connected to the SWIFT network. "I think that's just a really good example of SWIFT as a cooperative helping the industry mitigate risk, improve automation and lower the total cost of ownership as a process," Rosenthal said.

Conclusion

SWIFT's corporate clients, once so reliant on service bureaux, are now far more interested in direct connection and those numbers are only expected to grow. Recognising this trend, SWIFT has begun phasing out third parties and is aiming to get clients connected through the cloud on Alliance Lite2.

Additionally, SWIFT is moving beyond simply being a secure network to help corporates get cash visibility; the organisation positioning itself to be core to treasury operations. "We find that almost every treasury project that involves technology, people are definitely talking to us and understand that we are linked into the process," Rosenthal said.

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Case Study:
Vanguard Fund Treasury Payments

Vanguard's Money Movement Unit, which initiates billions in payments on a daily basis, was too dependent on manual processes and legacy systems that couldn't handle the workload. **Stephanie McClintock, CTP, Manager,** and **Robert Freiling, CTP**, Senior Manager, Fund Treasury Services of Vanguard, explain how migrating to a treasury workstation and utilising SWIFT enabled the company to streamline its payments process and reduce risk.

Vanguard is the largest mutual fund company and third-largest asset manager in the world, with $2.7 trillion in assets under management, globally as of March 31, 2014. The company's Money Movement Unit, a part of its Fund Financial Services (FFS) group, is responsible for executing daily payment instructions supporting fund custody operations and transfer agent funding.

In the years leading up to its SWIFT experience, the FFS Money Movement Unit initiated approximately US$25 billion in payments daily across 800 counterparty bank accounts. The payment process, which had evolved and intensified over the years as Vanguard's assets climbed, had become cumbersome and inherently risky. The core process was people-dependent, manual in nature, and reliant on proprietary systems that were no longer scalable. There was little opportunity for straight-through processing with Vanguard's banking partners. Payments were also delivered through supplemental methods that included bank software and fax. The manual workflow, which had been operationally appropriate during the firm's earlier years, was now highly

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inefficient. Additionally, as payment activity and the dollar size of payments increased, the need for intraday payment oversight of the counterparty banks had become significant.

Improving Money Movement

To mitigate this comprehensive list of risks and to improve efficiencies, the Money Movement Unit needed:

- A dependable and scalable payment instruction methodology
- The ability to send aggregate, netted payments to reduce payment size
- Straight-through processing with counterparty banks
- Improved security through the elimination of payments communicated via fax and bank software
- Visibility and intraday oversight of bank payment execution
- Reconciliation effectiveness
- The ability to support future global expansion.

A team was formed to discover and implement solutions. Through in-depth risk analysis, it became obvious that the Money Movement Unit needed to leverage the SWIFT standardised messaging infrastructure for payments and other transactions, including reconciliations. The capability for international messaging was also important.

As its first step toward the goal, the team established a treasury workstation, with a payment factory emphasis providing SWIFT instruction enablement. The system made it possible for incoming payment sources to be translated into payment transactions, with the ability to deliver bank counterparty instructions through MT202 SWIFT messages. It also provided for the receipt of overnight SWIFT statements (MT940/950s), allowing for an automated reconciliation process.

With payments being directed via SWIFT messaging, the increase in efficiency and reduction in risk were immediate. The system also produced instantaneous straight-through processing with the banks, at a rate of 98% STP, resulting in improved timeliness and accuracy. The use of bank software and faxes for payment was reduced by 99%. Finally, the reconciliation process became faster and more efficient, with improvements to auto confirmation and matching that measured in the high 90th percentile.

Lessons Learned

Through its implementation of the treasury workstation and SWIFT, the team gained several lessons learned that will translate to other projects. Among them: Given the size and complexity of the payment process, the migration to a treasury workstation and SWIFT called for a methodical, phased approach.

Through in-depth risk analysis, it became obvious that the Money Movement Unit needed to leverage the SWIFT standardised messaging infrastructure for payments and other transactions, including reconciliations. The capability for international messaging was also important.

Because Vanguard's initial strategy was to leverage payment supplier requirements that would provide the greatest opportunity for automated SWIFT output, the team did not accurately anticipate payments that fell outside of those conditions. As a result, while the transition from the old system was immediately successful in terms of SWIFT outcomes, it led to unanticipated short-term increases in some manual payment types. Finally, the transfer from legacy systems to a SWIFT-enabled platform was a considerable process change for the group to digest, prompting the insight that the more change-management communication, the better.

Since the SWIFT implementation, the Money Movement Unit has continued working to optimise the payment process with a focus on quality, scalability, and strict risk management. To mitigate the increase in manual work caused by payments outside the established SWIFT criteria, payments from internal systems have been automated to flow directly into the treasury workstation. The initial implementation included aggregation of payments moving in the same direction between like accounts; this resulted in an increase in individual payment size and increased intraday overdraft risk by our banking partners. The treasury workstation has now been enhanced to allow for the netting of payments moving in either direction between like accounts. The result was a 60% reduction in daily payment dollars moved and a 30% reduction in daily payment instructions.

Next Steps

So where is Vanguard's Money Movement Unit headed now? As a global financial steward, the unit is positioning itself to support a payment environment encompassing operations abroad as well as in the United States. In support of this goal, the treasury workstation will be enhanced to allow for multi-currency payments. Another improvement will include a monitoring dashboard view providing for increased payment oversight and intraday business process monitoring. Lastly, the team will recommend use of additional SWIFT codes, including MT210s and MT900s, to fully support global payment functionality and allow for real-time view and oversight of payments.

The vision for the future is a global operating model to include: (1) increased use of SWIFT messaging for payments, reconciliations, and intraday oversight; (2) centralised global organisational oversight with local ownership on the continents; (3) the use of a single global treasury workstation; and (4) centralised governance over policies, procedures, and risk and control oversight.

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Bank Payment Obligation: Modernising the Financial Supply Chain

As corporates look for more effective ways to conduct international trade, the Bank Payment Obligation (BPO) has arisen to offer risk mitigation and financing services to buyers and sellers using electronic data flows, **Lynne Peachey** reports. Leading global trade banks are beginning to roll out the BPO to their corporate clients and there appears to be a growing appetite for this new tool in the trade finance market.

Whilst cross-border trade flows have grown exponentially over the past decade due to globalisation and vertical integration, many corporates still face significant challenges when it comes to managing their financial supply chain and crucially, reducing risk across their trade portfolios.

Traditional document-based solutions such as the letter of credit (LC) and open account (OA) flows typically favoured for cross-border trade finance deals are accompanied by recognised and inherent challenges. For example, LCs involve intricate documentation and long lead times; whereas OA leaves corporates vulnerable to risk of counterparty default, particularly in today's challenging economic environment. However, with challenge comes opportunity, and today the Bank Payment Obligation (BPO) is promoted as a new solution which can capitalise on the positive points of both LCs and OA, as well as go some way to mitigating the existing pain points experienced by many corporates.

What is the BPO?

The BPO is essentially a new payment assurance instrument in the International Chamber of Commerce's (ICC) armoury and it enables bank-assisted cross-border trade by complementing, rather than replacing, existing payment instruments such as the LC and OA. Whilst the LC is an irrevocable payment commitment between a bank and corporate client, the BPO is an irrevocable payment commitment between the buyer's bank and the seller's bank. Under an LC, an obligation to pay is created based on the presentation of satisfactory documents; but with the BPO, an obligation is created based on the presentation of satisfactory data.

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The ICC and financial messaging service provider SWIFT formally define the BPO as "an irrevocable undertaking given by one bank to another bank that payment will be made on a specified date after successful electronic matching of data, generated by SWIFT's Trade Services Utility (TSU) or any equivalent Transaction Matching Application, based on the Uniform Rules for BPO (URBPO) issued by ICC."

The official launch of the URBPO on 17 May 2013 was a turning point in the mass adoption of the instrument as only then did it provide internationally recognised, legally-binding rules and electronic messaging standards, solidifying the BPO in the corporate treasurers trade finance toolkit.

What makes the BPO such an attractive and robust solution for corporate treasurers is that it provides the risk mitigation benefits of an LC but in a wholly automated environment where the potential for error is vastly reduced. Due to the BPO's reliance on automation and the system led matching of data - based on ISO 20022 accredited XML messaging standards - companies can increasingly manage risk and employ financing tools across their entire global supply chain. The BPO therefore allows banks to extend risk mitigation and pre/post shipment financing services on OA trade transactions. It is specifically suited for trusted relationships seeking greater efficiency.

Benefits for the Corporate Treasurer

Put simply, the BPO is a faster and cheaper solution reliant on data rather than paper, making it increasingly attractive to the modern corporate treasurer. André Casterman, Head of Corporate and Supply Chain Markets for SWIFT and member of the Banking Commission Executive Committee, ICC, explained that the rationale for corporates selecting the BPO is to address pain points in the corporate-to-corporate trade space. "Corporates can use BPO to reduce banking fees and the use of credit lines," he said. "But really what we have seen from the early adopters is that it's all about accelerating corporate-to-corporate flows. It is about making sure the financial supply chain is not slowing down real commerce and the exchange of goods."

There is little doubt there will be continual demand for risk management and greater insight into liquidity and working capital across the whole the supply chain, however the BPO is far more than just a new instrument for trade finance with benefits in supply chain finance (SCF) too. While it's clear that BPO can reduce risk, improve access to credit and enable banks to introduce new SCF solutions, it can also be set-up extremely swiftly with relative ease and at limited cost. Due to the automated, electronic nature of processing, it allows corporate treasurers to confidently use scheduled flows of payment to produce improved working capital and cash management, enabling the effective reduction of risk throughout the entire value chain. Trade data between buyer and seller can be matched in advance, therefore risks during shipment or attached to contract performance can be successfully reduced. There are further cash management advantages for corporate treasurers utilising BPO, as improvements can be achieved in the day's sales outstanding (DSO) too. Time spent on debt management can be reduced as payments are completed on an agreed fixed date.

BPO can offer the ability to receive both cost-effective and alternative sources of funding from banking partners (pre- and post-shipment) and reduces liquidity risk by receiving accurate confirmation of payments pending almost immediately. BPO can also be used as collateral; providing a guarantee to a seller's bank that the buyer's bank will pay on the specified date of payment. This enables the seller's bank to proceed with financing, relying on the strength of the BPO as security. Furthermore, changes in the transaction can be revised by mutual agreement at short notice giving the overall deal a high amount of flexibility.

Banks can also benefit from the BPO as a new form of transaction revenue, enabling them to provide trade services in a cost-effective way, plus benefit from higher margins. As international trade continues to grow at an impressive rate, even during the global recession, banks must be prepared to mitigate payment risks and offer flexible financing in a modern way.

Figure 1: Banks with live transactions plus 1 corporate case study

Live Banks	Region
Bank of China	APAC
Bank of Tokyo Mitsubishi UFJ	APAC
Korea Echange Bank	APAC
Standard Chartered Bank	APAC EMEA
Siam Commercial Bank	APAC
Hua Nan Bank	APAC
Bangkok Bank	APAC
Turkiye Is Bankasi	EMEA

Source: SWIFT

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Intra/Inter bank transaction	Locations of live supply chains	Corporate case study
Intra in China Inter	CN	Ito Yokado's Chinese suppliers
Intra Inter	CN, HK, JP SG, TH, TW	Ito Yokado Mitsubishi-Shindoh Co., Ltd. MSM (Thailand) Vale
Inter	KR	OMRON Automotive Electronics Korea Co., Ltd.
Intra	BE, OM, TH, AE	BP Chemicals Octal PTT Polymer Marketing Co. in Thailand Polymer Marketing Co. in Dubai
Inter	TH	Polymer Marketing Co.
Inter	TW	Importer in TW
Inter	TH	Exporter in TH
Inter	TR	Importer in TR

The Pathway to Universal BPO Adoption

Whilst it is clear that corporates are now beginning to understand the benefits and capabilities of the BPO, as with any new innovation it will take time for it to be understood and implemented on a mass scale. For now, banks continue to educate their corporate clients as to the advantages of the BPO. However, successful adoption of the instrument continues to lay with corporates, who acknowledge the problems inherent in the existing services and are becoming increasingly convinced of the value offered by this new tool.

The legal framework URBPO provides establishes uniformity of practice in the market adoption of the tool and the commitment of the ICC in developing these rules. As expected, since the introduction of the URBPO momentum is snowballing and the BPO continues to garner high profile support as corporates are recognising the advantageous rewards it can offer. The latest figures from SWIFT show that there are now 56 banking groups adopting BPO, with eight banking groups and 25 corporates now live with the service (see figure 1 above). There is a noticeable trend for local banks to move more quickly in adopting the BPO compared with global banks. Casterman believes that this can be attributed to their agile structure, which allows them to be more innovative, with less internal red tape to cut through.

The BPO has also been widely praised by importer/exporter companies, especially in Asia where it has received the greatest amount of interest from companies such as Ito Yokado, PTT Polymer Marketing Company, MSM (Thailand) and Vale. This is key, as international companies will be crucial to the BPO becoming widely established in the market.

BPO: An Effective Tool to Modernise Trade Finance Services

As corporates look for more efficient ways to conduct international trade, it's clear that the BPO provides the risk mitigation benefits of an LC in an automated environment, enabling companies to employ flexible risk mitigation and financing tools across the supply chain. By offering financing services to buyers and sellers using standardised, electronic data flows, the BPO has stepped forward as an effective tool to modernise trade finance services. As leading trade vendors and banks progress to adopt BPO, it seems that there is growing acceptance of the relevance of the tool in the trade finance market and growing interest in its capability to meet the needs of the modern corporate treasurer.

For now it's clear, corporate treasurers are in the driver's seat when it comes to BPO adoption and they are revving their engines to take advantage of its benefits.

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KYC: Register Your Interest

Corporate treasurers may want to register their interest with SWIFT, which is launching a Know Your Customer (KYC) Registry this year for correspondent banks and their treasury clients in order to help them meet their financial crime regulatory and counterparty audit obligations, writes **Neil Ainger**. The shared platform KYC compliance service will eventually be made available for direct access by treasurers if enough interest is shown says SWIFT, but it faces competition from rivals and SWIFT is first launching a new shared anti-money laundering (AML) platform this spring called Compliance Analytics as part of its drive to add compliance to its existing payment and securities traffic.

The increasingly onerous and expensive regulatory regime that is now coming into place post-crash, covering everything from capital adequacy under Basel III, to tax under the Foreign Account Tax Compliance Act (FATCA) and financial crime under strengthened anti-money laundering (AML) and Know Your Customer (KYC) rules is something that finance professionals from banks to treasurers cannot ignore. Large fines, reputational damage, counterparty risk and lost business await those that try.

In order to mitigate this risk, many are turning towards shared platforms from the likes of SWIFT; Thomson Reuters, with its Accelus Org ID KYC platform; the Depository Trust & Clearing Corporation (DTCC), with its securities offering; Markit; and the rival Swiss-based KYC Exchange AG in order to meet their Know Your Customer and other regulatory obligations. By sharing the compliance burden, instead of relying on expensive proprietary systems, financiers can gain economies-of-scale operational savings and potentially access value-adding shared services like billing and auditability that wouldn't otherwise be available. This is the rationale behind SWIFT's new KYC Registry, which is launching this year, aimed at correspondent banks and their corporate treasury customers.

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KYC Registry: Timeframe

According to Luc Meurant, SWIFT's head of its new Compliance Services unit, which is seeking to add financial crime compliance traffic to its existing payment and securities messaging traffic, the KYC Registry will be introduced this year alongside the organisation's existing Sanctions Screening service and its mooted anti-money laundering (AML) service. The new Know Your Customer KYC Registry platform is slightly behind the new AML platform, which at the time of writing is due to be unveiled at SWIFT's London Business Forum in the UK on 29 April - and will no doubt use Omnicision technology and expertise after SWIFT acquired the UK vendor this March - in the launch queue. The full KYC unveiling is not due until December 2014. "We're not planning to launch the KYC Registry at our Sibos 2014 trade show in Boston in late September because we want time to build and test the KYC platform first and ensure the database is fully populated by year end," explains Meurant, as he goes on to explain the preparatory work undertaken so far.

Six banks have already piloted SWIFT's new KYC Registry platform with Citi, JP Morgan, Bank of America Merrill Lynch, Societe Generale, Commerzbank and Standard Chartered all joining the initiative in January 2014, with four more banks, including Barclays, "joining now" according to Meurant. A further 20 correspondent banks will join in summer 2014 for phase three of the pilot before the platform is thrown open to all 7,000 of the correspondent banks in the world and SWIFT tries to get as many of them as possible to sign up and populate the database. "Its purpose is the collection of documentation and data between correspondent banks, which with about 7,000 of them active internationally this equates to approximately 1.3 million relationships to be assessed. SWIFT wants to centralise this data on one register and offer enriched services like counterparty tracking and so forth. The data is user-provided and user-controlled though," he stresses, "and it will be held in Europe under EU laws."

Direct Corporate Access: Of Interest?

"Direct corporate access [without the bank intermediary] might be possible by 2016 or even earlier," hints Meurant. "I see no reason why the SWIFT KYC Registry cannot be accessed by corporates but the data is bank-user populated remember, so it will be up to them. I see no reason why it cannot happen, however, in say a couple of years' time or sooner, although my priority at the moment is to get the Registry up and running."

But do treasurers want direct access to the SWIFT KYC Registry, or any other rival platform for that matter, like the KYC Exchange AG platform, which is already live and says it too may target corporate customers later down the line? Surely, most corporate treasurers would look to the bank to handle their KYC counterparty obligations for them?

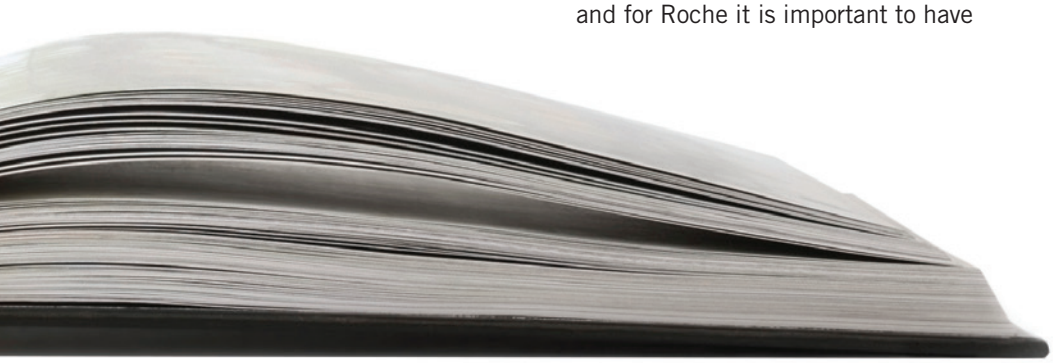
That certainly seemed to be the opinion of Martin Schlageter, head of treasury operations at the world's third largest pharmaceutical firm Roche and a recent attendee at the International Payments Summit (IPS) 2014 trade show in London, when gtnews questioned him on this topic. "Banks can help us with on-boarding and for Roche it is important to have KYC embedded fully into our processes with their assistance. There might well be a need for banks to support each other better in their data sharing [and get better oversight of the chain]. I'll be interested to see how the market develops, but for now I'd expect the bank to do this."

It is a position supported by Stuart Madell, cash manager, finance treasury operations at Shell, who corroborated this viewpoint by telling gtnews: "I'd expect my bank to do that", when discussing KYC duties.

KYC and Financial Crime

Like it or not, treasuries are involved in the inter-related KYC, AML and other financial crime sanctions and other checks undertaken on global trade finance and payment flows around the world. Although they might expect their banks to undertake this regulatory duty for them, their operations are covered by such laws too.

As the chief executive officer (CEO) of the rival KYC Exchange AG fronted data communication platform, Marcel Krist, explains: "Yes, the most urgent need for shared services platforms like this is in the correspondent banking segment presently, as many banks are reducing the number of bank-to-bank relationships due to the high cost of KYC. This could have a very negative effect on the international cash and trade business, in particular where emerging market-based counterparties are concerned. But you can see how it impacts others too. This is why our platform has been designed to allow two business partners to exchange KYC-related data - saving significant cost and time when doing so - and is suitable for any other type of counterparty: be it corporates, funds, asset managers, insurance companies or government entities. It could, for instance, be used by corporate treasurers in two distinct ways: (a) to submit the corporate's own KYC data to any banking partner and (b) to request KYC related data from their banking partners or from other corporates."



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Data Exchange Platforms

Who controls the data, and is possibly liable, then becomes a key question depending upon who is accessing the multitude of different shared services platforms out there, covering the securities, correspondent banking and other areas. It is still something that needs to be fully established. As SWIFT's Meurant admits: "Financial crime prevention rules for treasurers are still developing, but it is of interest to them as part of their increasing focus on risk, and is often driven by an awareness of FATCA and other such supranational rules that touch them. In terms of liability, the KYC Registry works on the same principle as SWIFTNet, with liability resting with the data providers that use the platform to reach counterparties, but we'll do everything we can to protect data from hackers and others using existing strong SWIFT security protocols, hosting the data under the EU's data protection act, etc."

Whether corporates will get access to the bank information and vice versa sounds like something still to be determined, and Meurant stressed that all these issues are currently under debate. As he says though, there are millions of corporates and only 7,000 correspondent banks, so it is natural they are part of the debate.

"Effective KYC, money laundering, screening, fraud identification and so forth are all areas which can significantly impact a bank, as recent regulatory fines have shown [*i.e. HSBC, Standard Chartered, etc.*]," says Brendan Reilly, head of client and market execution, global cash management at Barclays. "The magnitude of the transactional and regulatory risk means that smart banks will want to find smart solutions to control the risk effectively, while at the same time minimising the increase in cost [*and protecting others in the financial chain, including treasurers*]. We do expect that corporates will increasingly question those banks that appear to have less onerous standards when on-boarding clients [*as risk moves up the corporate agenda*]."

Interoperability and Conclusions

The battle to attract volume to the scalable KYC shared services platforms from SWIFT, KYC Exchange, DTCC and others across different segments of the financial landscape is now well and truly underway with the numerous aforementioned launches this year. But it won't be until next year that we will see who has attracted the most volume, offers the most competitive pricing, value-adding services, direct corporate access and so forth.

One thing that is for sure is that eventually all these various different KYC platforms from Markit, Thomson Reuters' Accelus Org ID KYC platform and others will have to interoperate if the search for economies-of-scale savings, user convenience and effectiveness is to accelerate. Recreating siloed infrastructures covering securities, correspondent banking, and other segments serves no-one's interests, so ultimately interoperability will be on the agenda in 2015 and beyond once the winning platforms have been established.

As Barclays' Reilly says: "There are a number of market initiatives out there at present. Barclays, for instance, has been working actively with DTCC on their solution [and is involved in the SWIFT KYC Registry pilot], but the challenge for the industry is that any given initiative can only be successful through ubiquity in particular material segments. That is why we want to encourage banks to work together to identify and agree on the best solutions, and where appropriate - where the solutions or segments are complementary - encourage those initiatives to then work together." If that isn't a call for interoperability, no doubt mirrored by treasurers and others involved in the financial supply chain, then I don't know what is. Interoperability will be the next battleground for financiers.

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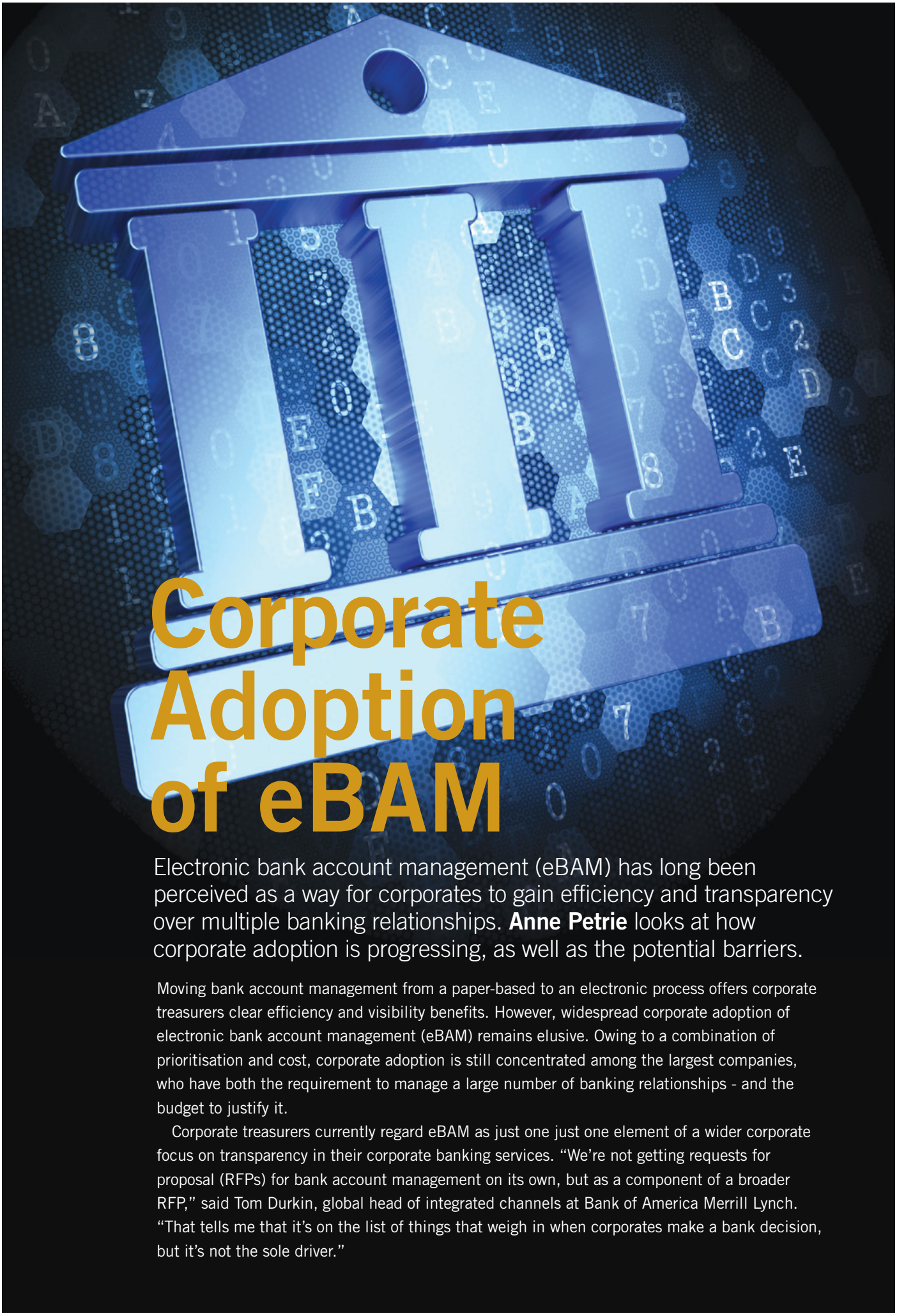

Corporate Adoption of eBAM

Electronic bank account management (eBAM) has long been perceived as a way for corporates to gain efficiency and transparency over multiple banking relationships. **Anne Petrie** looks at how corporate adoption is progressing, as well as the potential barriers.

Moving bank account management from a paper-based to an electronic process offers corporate treasurers clear efficiency and visibility benefits. However, widespread corporate adoption of electronic bank account management (eBAM) remains elusive. Owing to a combination of prioritisation and cost, corporate adoption is still concentrated among the largest companies, who have both the requirement to manage a large number of banking relationships - and the budget to justify it.

Corporate treasurers currently regard eBAM as just one just one element of a wider corporate focus on transparency in their corporate banking services. "We're not getting requests for proposal (RFPs) for bank account management on its own, but as a component of a broader RFP," said Tom Durkin, global head of integrated channels at Bank of America Merrill Lynch. "That tells me that it's on the list of things that weigh in when corporates make a bank decision, but it's not the sole driver."

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Global Adoption Levels

The EU is seeing lower levels of eBAM adoption than the US, where a number of very large corporates communicate via eBAM with one or more of their banks. Dan Gill, senior vice president, Weiland Corporate Solutions at vendor Fiserv, said of his company's large clients: "Most use a variety of the five message sets eBAM can do, while couple are just doing account reports or some of the basic eBAM reports."

The Global Rapid eBAM Adoption Team (GReAT), an industry group of corporates, banks, vendors and SWIFT, has been a key driver of adoption in the past year. A US expansion phase has now ended and the group's focus has turned to expanding eBAM usage outside the US. The group reached its March milestone of assembling a set of corporates to run tests and pilots with several new banks, including BNP Paribas, Deutsche Bank and HSBC. Nevertheless, there is still some way to go before eBAM reaches critical mass. "It's still going to be the end of this year before we're at a point where corporates realise that eBAM is now for real and this is something viable to use," Gill said.

Steps to eBAM Engagement

There are two ways of implementing eBAM - through the banks' own portals or a vendor's multibank solution, the latter over the SWIFT network. Currently, Bank of America Merrill Lynch, JP Morgan Chase and Citi offer eBAM services to their corporate customers. At the moment, only the very largest corporates are implementing multibank solutions. Most corporates cannot meet the expense of investing in a full multibank tool for eBAM, instead using the bank portals for activities such as opening and closing accounts and mandate management. André Casterman, global head of corporate and supply chain markets at SWIFT, said that he currently does not see eBAM applications being acquired by corporates in the same way as treasury management systems. "That may change over time, but today this is not a typical implementation for corporate treasurers," he said.

It is apparent that proprietary bank eBAM solutions have a much higher level of engagement than the multibank model - why is this? Durkin believes that companies are seeking to take small steps towards eBAM adoption. "Corporates are rationalising not being able to accomplish everything in one big swing, so they may come to the bank and say, at least let me access your proprietary solution and your signer information. So that's a small step towards eBAM but a big victory."

SWIFT's Casterman believes that a 'halfway house' solution would be attractive to companies using more than four or five bank portals in parallel, that don't have the budget to go for the most advanced, complete solutions. "We cannot always expect a corporate to go for a big investment and a huge implementation," he said. "That is the opportunity, in my view - for vendors to offer more entry-level solutions to the corporate market to grow the adoption of eBAM in the market."

In terms of messaging, SWIFT has moved on from ensuring that both corporates implementing multibank solutions and bank portals use the ISO 20022 XML messaging standard for eBAM messages. This year SWIFT is launching a certification for vendors to test their corporate eBAM applications against the standard.

Risk Mitigation

In the past few years, the emphasis within eBAM in the US has shifted away from the potential efficiency gains in opening and managing bank accounts. One increasingly prominent benefit is as a risk mitigation tool. "Company after company gets hit on audits for having accounts that the bank still holds as open even though the company thought they were closed. This is a fraud risk just waiting to happen," Weiland's Gill said. In the US, this activity comes under Sarbanes-Oxley 404 (relating to the adequacy of internal control on financial reporting) whereby the treasury department, as an arm of the executive, has to be aware of the company's inventory of bank accounts.

As is often the case, regulation could be a significant driver for adoption. Gill believes that the risk mitigation benefits of eBAM will eventually bring regulatory pressure to adopt. "Once auditors realise that eBAM gives corporates a way to be in sync with all of their banking partners, that's when it's going to force critical mass. Companies are going to get pushed into doing it because it's the only way you're going to know if your records are accurate," he said.

Linked to an increasing focus on risk, one element of eBAM gaining in prominence is mandate management, a critical security administration role that needs to be highly secured when automated. BoA Merrill Lynch's Durkin notes that there is now "much more intensity" on managing signers. SWIFT's main eBAM focus is promoting the use of its 3Skey single token digital signing tool, allowing treasurers to sign multiple documents going to multiple partners. It and vendor IdenTrust's similar tool are currently the primary digital signature tools.

Next Steps

At the moment, it is difficult to precisely predict how fast and to what extent corporate eBAM adoption will develop. A combination of SEPA migration in the EU and the macroeconomic environment globally has brought eBAM down the priority list for many corporate treasurers.

Casterman notes that corporate appetite for eBAM is currently not large enough for SWIFT to put pressure on banks to increase their readiness. However, once SEPA migration is over, Casterman believes, multibank corporates will turn their attention to eBAM: "We believe we will see corporate treasurers focusing more and more on those processes, gaining visibility on mandates to ensure that there are no security holes, and we believe the importance of eBAM will grow."

Durkin added: "I don't think that the focus on transparency and visibility is going to decrease. Best practice implications will continue to arise and I think that electronic bank account management will pick up from there."

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Case Study: How SWIFT Provided the Right Channel for the BBC

With more corporates choosing to connect to SWIFT through a variety of options, financial messaging is a key concern for treasurers, writes **Ben Poole**. Trends in the industry were under discussion at Fundtech's recent Insights EMEA conference in London, which included a case study on SWIFT implementation from Chris Corner, deputy treasurer of the British Broadcasting Corporation (BBC).

The BBC has provided a radio service since October 1922, with television added 14 years later. A year after the BBC came into being, an annual licence fee of 50 pence (88 US cents) was introduced to fund the new service, while the first combined radio and TV licence, costing £2, was introduced in June 1946. As the BBC does not carry commercial advertising (the first UK commercial channel not being introduced until 1955) the licence fee provides the main source of the BBC's total income, which amounted to £5.1bn in 2012-13.

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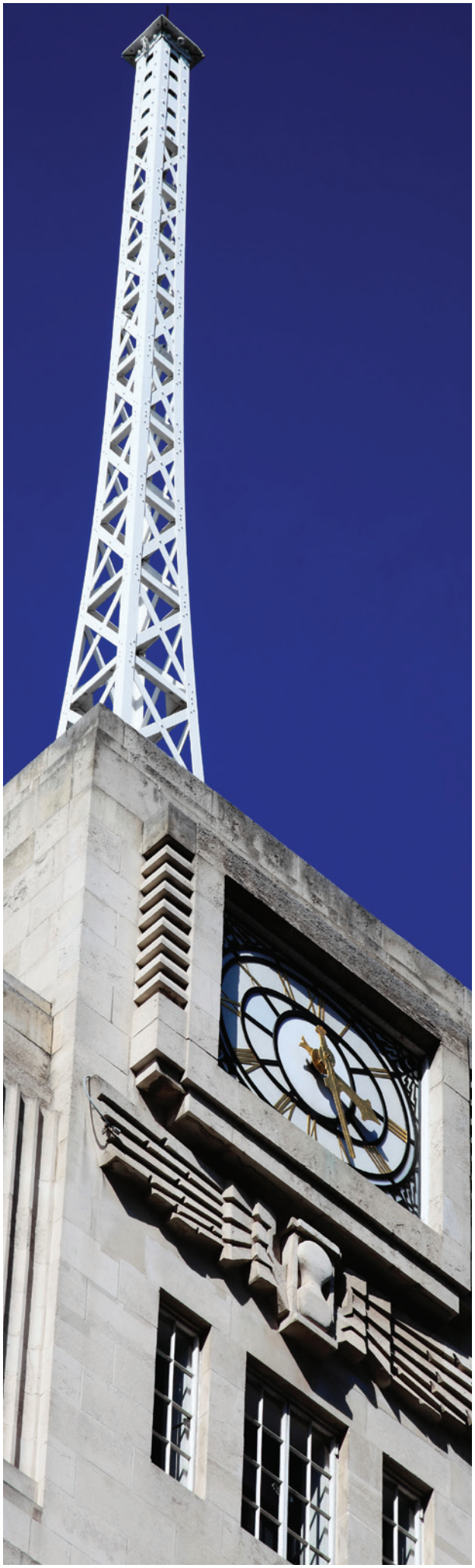

Over the past 18 months, the treasury department at the BBC has changed its structure quite profoundly. This follows the licence fee settlement agreed with the UK government in October 2010, which essentially froze the annual licence fee at £145.50 for six years and took 20% out of budgets across the corporation. There was a finance-wide initiative to look at how the corporation could continue to deliver what it needed to but by costing 20% less. The solution came partly from headcount - one treasury professional left during this time while many of the other savings have been driven by organisational and technology changes.

In terms of structural changes, the BBC consolidated its two existing treasury teams - its public service team and the treasury of BBC Worldwide, the corporation's commercial arm. This provided an opportunity to realign and update the treasury's governance structure. The BBC also set up a new back office function that allowed it to consolidate all its accounting and reporting capabilities into a single dedicated team. Technology changes were also implemented in support of this, including an extension of the functionality of the treasury management system (TMS) and the implementation of a bank account management (BAM) platform.

Main Objectives

The BBC's largest and most challenging technology project at this time was to join SWIFT. "There were two broad objectives to joining SWIFT, simplification and greater independence from our banks," said Corner. "On the simplification side, SWIFT allows us to access all of our reporting payments functionality on a single platform. This is useful not only to the BBC's cash managers, but across the organisation, particularly for the system administrators. For the bank independence part, we were very keen to get ourselves into a position where we were able to move between banks as and when we required it."

For the implementation plan, the BBC first evaluated how it wanted to connect to SWIFT. The organisation chose to connect via a SWIFT service bureau (SSB), which, it was decided, would make the best use of its resources. This decision was made in 2012, and was followed by the technical build that took the project well into 2013. On the SSB side, Fundtech had to ensure that its system met the BBC's requirements, while the BBC needed to ensure that its SAP accounting platform and its TMS could speak to the SSB.

The contractual onboarding of the BBC's banks has also taken a long time. At the outset, the corporation just wanted to work with its three main clearing banks and started discussion with this group. "In time later on this year, we will roll things out across the rest of our banking group," said Corner.

As the SWIFT implementation project has rolled on, Corner described how the realities of the experience have compared against his expectations at the start of the process. For example, he noted that the bank contractual formalities had been far from straightforward, as there was no standard approach. "There were also many connectivity challenges during the technical development phase, whether this was getting the BBC and Fundtech networks talking to each other or getting users access

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to the Fundtech platforms," said Corner. "There's one example where we found that the BBC's version of Java was causing a block between the two systems. Nobody had thought to work out whether this would be a problem before as it was a level of technical detail way beyond our understanding."

The BBC's progression from SWIFT's FIN message standard to FileAct had been far more involved than expected at the start of the process. "Not many corporates have been extending their SWIFT functionality to include FileAct, so perhaps that is why there isn't as much knowledge out there," said Corner.

The BBC re-phased its implementation to stagger the go-live dates, both per territory and per bank. Banks have separate implementation teams, but another factor is where they are coordinating things centrally they want to focus on one implementation at a time in case of problems - rather than, for example, going live in India, Mexico, the US and the UK at the same time.

Corner also made an important point regarding project management: "Focus on getting the right balance between business as usual - getting the day job done - alongside the SWIFT implementation," he recommended. "There are times where you have to make a choice between the two and in those situations you always have to focus on business as usual. That then obviously disrupts the whole SWIFT project, which has been an ongoing challenge for us."

The presentation concluded with the following series of key takeaways that Corner had learnt from the BBC's SWIFT implementation project:

- Determine the full project scope at the outset. The BBC specified its early steps in order to get all of the stakeholders on board. This project plan needs flexibility to cope with unforeseen hold-ups.
- Secure dedicated in-house technical and project skills. This stops project staff being pulled away by business as usual.
- Ensure that the third parties you choose to be involved with your implementation project have the necessary technical experience.
- Allow for variation in your banks' SWIFT capabilities and approach. During the BBC implementation, they were surprised to discover that one of their three main clearing banks didn't process FileAct.
- Maintain a strong dialogue with, and close management of, third parties.
- Conduct a phased implementation, per territory, per bank.
- Do not underestimate the effort involved. "You get what you work for," noted Corner.

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Meeting the Wave of Regulation: Q&A with Arun Aggarwal, SWIFT

gtnews met with **Arun Aggarwal**, managing director of SWIFT UK, Ireland and Nordics - and former head of PwC's corporate treasury consultant practice - to discuss regulatory fragmentation and what banks can learn from corporate treasurers.

gtnews: Fragmentation in financial services regulation is increasing. What do you see as the main issues resulting from this?

Arun Aggarwal: We are seeing a tsunami of regulation, which is coming from all directions. Every country realises that there is a requirement to aim for transparent and fair markets, greater capital backing and better liquidity management. In general, we have consistency around core principles. However, just in the European Union (EU), let alone globally, there is already a discrepancy between passing a directive and it being passed into local legislation. In a sense, therefore, we've always had regulatory fragmentation - some deliberate, some accidental.

The danger now is that, while principles are agreed, there is an additional layer of complexity brought about by the financial crisis. There is difficulty in tracing where the liquidity really sits and where the control weaknesses are. National exchequers are also focusing on how they can recover some of the losses that they felt they made as a result of the financial crisis.

Another word for describing the fragmentation is 'Balkanisation'; each country is starting to impose its own controls within its territory to protect against losses, free flight of money and so on. This sort of national or regional control is somewhat militating against the fact that there is relative consensus around the overall regulatory infrastructure.

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All of this fragmentation, Balkanisation and regulatory arbitrage is playing into a very complex environment, whereby the devil is in the detail. And international organisations have to plot their way through this.

In this context, which regulations are causing particular challenges for organisations?

Aggarwal: The US Foreign Account Tax Compliance Act (FATCA) is going to cause ongoing challenges - it already has to some extent. Secondly, if the proposed financial transaction tax (FTT) takes off, whereby the EU would tax financial transactions if there is an EU participant, how is that going to work? All of this fragmentation, Balkanisation and regulatory arbitrage is playing into a very complex environment, whereby the devil is in the detail. And international organisations have to plot their way through this.

How can organisations respond to this type of challenge?

Aggarwal: Trade reporting offers one example. It is an agreed, consistent requirement more or less worldwide to get more transparency and monitor the markets. However, there is fragmentation of trade repositories. For example, a foreign exchange (FX) transaction which involves an EU entity and a US entity, in dollars (USD) or renminbi (RMB), could be reporting into three or four jurisdictions.

What is critical in that space is that organisations don't have to find a bespoke solution for each of their trade reporting requirements. If they try to do that, the imposition of cost and complexity on the business is going to be huge. They have to find a single solution. To facilitate reporting anywhere, any place, any time, a lot of organisations are working on putting in place internal trade repositories.

Organisations need to embed these compliance and reporting requirements in their business as usual. They cannot include it as an afterthought. That is a recipe for disaster both costwise and in terms of reconciliation. We have seen bigger banks consider putting in place a centralised trade reporting utility to make it simpler.

How can smaller organisations such as corporate treasuries fulfil their reporting obligations?

Aggarwal: The introduction of the European Market Infrastructure Regulation (EMIR), which requires dual-sided reporting - as opposed to Dodd-Frank, which is single-sided - means that corporate treasuries and asset managers in the EU have to report, as well as banks. They are not necessarily geared up for that. For smaller organisations it is of course a lot more difficult, costwise.

SWIFT has solutions in that space - one is a version of our core messaging that is tailored to the trade reporting world. You can apply it to an FX confirmation and route it to whichever trade repository you want. The only two bits that we've added have been firstly to adapt FX confirmation messages so that they carry all the data that's needed for trade repositories and, secondly, to create a FileAct service to allow you to file transactions to trade repositories. I'm not saying that it caters for everything, but for a segment of the market it's definitely a very useful product.

Compliance within financial crime regulation is a key focus for SWIFT at the moment. What are the priority areas in that space?

Aggarwal: We're doing a lot. So far we have concentrated on sanctions screening and sanctions testing. We're now moving towards know your customer (KYC) and we're supplementing that with compliance analytics. It's all around financial crime being the area that needs a lot of attention, to help the industry be much more efficient. More broadly, we're also supporting some of the more structural changes in the marketplace. For example, trades have to go through central counterparty clearing houses (CCPs) and therefore have to be collateralised. One of the things we're focusing on is a regulatory drive in central clearing and collateralisation. We're supporting both through our traditional messaging structures.

Basel III's liquidity requirements are proving to be an ongoing issue for banks. Is there anything they can learn from corporate treasurers' liquidity management practices?

Aggarwal: Yes, despite the fact that the intraday liquidity is not a requirement for non-financial institutions. For many years, getting end of day cash positions for the whole group reported into the central corporate treasury has been standard practice. The scale and complexity of their operations are not as great as a big bank but actually, in terms of best practice, the big corporate treasuries are already there.

This is because corporate treasuries are part of big international organisations. These big international organisations were facing wafer-thin profit margins. If they could squeeze a little extra from cash pooling across the group, they would do that. Corporates have had to have end of day cash pooling arrangements, cash management and cash reporting, across the group, for many years. I find it ironic that the big corporates have already had to go through all the liquidity management issues the banks are facing now.

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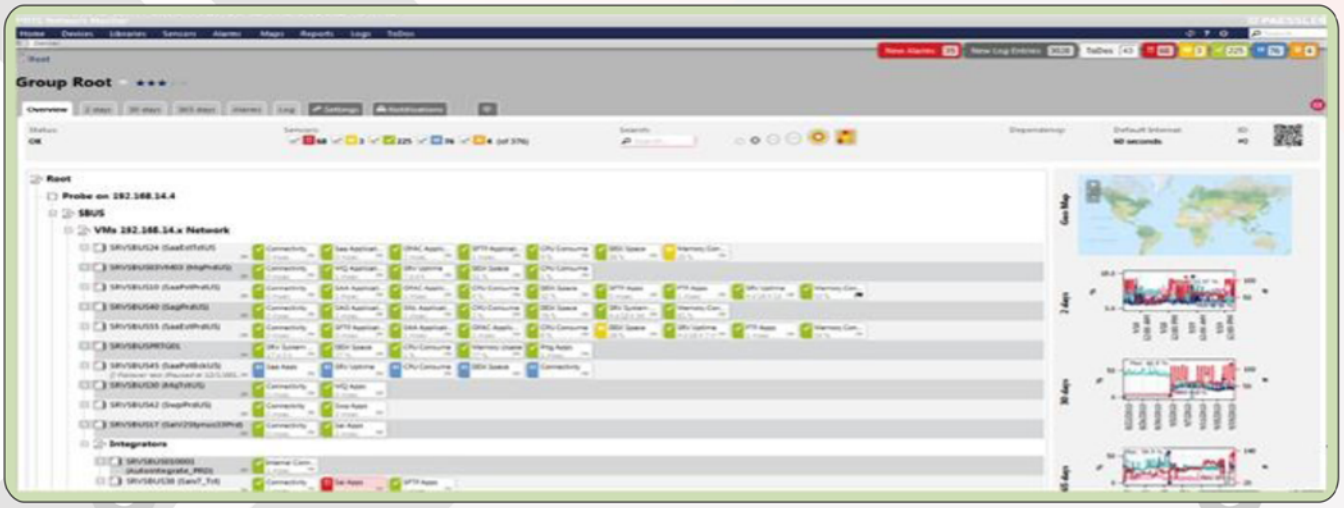

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Akshay

Akshay serves 130 clients covering all major constituencies of SWIFT users including Banks, Broker/Dealers, Custodians, Investment Managers, Securities Market Infrastructures, and some of the world's largest corporations.

In working with these clients since 2002, Akshay has developed proven processes and automation that are guaranteed to deliver results.

Akshay provides a large number of SWIFT services, each tailored to meet specific requirements of business and IT users, thus providing clients with a complete and comprehensive SWIFT experience.

Akshay works with 80 in-house clients and 50 Service Bureau clients and thus has the experience of working with a wide variety of SWIFT infrastructures.

This unparalleled combination of working with different communities of SWIFT users, with a wide variety of SWIFT infrastructures, and providing a diverse range of SWIFT-related services, creates a synergistic effect that enhances each service that Akshay offers and delivers.

Akshay's joint venture with Financeware (Akshay Financeware Inc.) has provisionally acquired the Premier Certification level, the highest of the certification levels for Service Bureaux that SWIFT announced in 2013. (http://www.swift.com/partners/locator/index.page?panel=3).

PRODUCTS AND SERVICES

Akshay also provides a large number of SWIFT services, each tailored to meet specific requirements of business, IT, and application integration users, thus providing clients with a complete and comprehensive SWIFT experience.

Akshay's service offerings cover four categories:

Service Bureau: Akshay's service bureau is offered through Akshay Financeware Inc., a joint venture with Financeware of Brazil. The Akshay Financeware Service Bureau (AFSB) provides a complete, flexible, proven and cost-effective SWIFT outsourcing solution.

Akshay's joint venture with Financeware (Akshay Financeware Inc.) has provisionally been granted the Premier Certification level, the highest of the certification levels for Service Bureaux that SWIFT announced in 2013. (http://www.swift.com/partners/locator/index.page?panel=3).

Utilizing all **SWIFT components** ensures support for the latest SWIFT functionality and features and just as soon as SWIFT makes them available. Naturally, all SWIFT message types including the full range of MT, MX and all variations of FileAct are supported.

Going beyond SWIFT: A broad array of add-on functionality enhances your SWIFT experience including some of the most sophisticated alerting systems that provide instant information related to specific events that you choose to be informed about, automatic conversion of messages to pdf, a data warehouse for instant and sophisticated reporting, transformation of messages to and from non-SWIFT formats, a full range of compliance solutions, duplicate checks and custom software.

AFSB offers **Unmatched Resilience** that goes beyond technology and data centers to cover process, people, offices and measurement.

Flexibility allows you to outsource any or all components and to tailor the outsourcing in a manner best suited to your needs.

Infrastructure Services for clients with an in-house SWIFT infrastructure.

Akshay has **deep technical expertise** from serving 80 clients with in-house SWIFT infrastructures ranging from those with 50,000 messages a day to smaller institutions with less than 100 messages a day.

Our staff includes SWIFT **Certified Specialists** in the subject area: SWIFTNet Infrastructure. (http://www.swift.com/partners/locator/index.page?panel=2). This link shows that Akshay has more certified staff than any other partner in the world.

Managed Operations is a service that completely manages your SWIFT infrastructure and is offered as either Gold or Premium to suit your needs and budget.

On Call Support makes available SWIFT experts with guaranteed SLAs.

Akshay also undertakes Fixed Fee Projects for clients who need assistance only for specific requirements.

Integration Services cover a wide range of software development services ranging from simple utilities to complex integrations using middleware that are uniquely engineered and licensed to dramatically reduce the cost and complexity of a very broad range of SWIFT integration problems.

Akshay can solve a wide variety of problems using these services:

- Transformations from one format to another.
- Aggregation of data (e.g. combining bank statements from different banks).
- Integrating the results of SWIFT's Accord Confirmation Matching program with your back office.
- Automated reporting to head office or other departments.
- Audit requirements to generate reports based on certain specific criteria (e.g. matching certain BIC codes or lists of account numbers).
- LAU (Local Authentication Utility) to guarantee that outgoing messages cannot be modified before transmission to SWIFT.
- Use of incoming messages to automatically create a template for an outgoing message.
- Alerting, via email, mobile texts and systemic messages, when certain trigger points are reached
- Monitoring of performance based on defined SLA's, such as alerts triggered by the non-receipt of intra-day statements (MT942s or BAI via FileAct) by timeframes specified in a bank's SLA with the account owner)
- Data Warehousing to store all SWIFT messages in a single database and enable instant and sophisticated reporting.

Business Consulting offers the following services:

Bank On-Boarding: Akshay manages the entire on-boarding process right from planning to contacting banks, testing and the final implementation. Akshay's automated tools enhance the ability of a corporate to manage the bank process beyond implementation.

SWIFT Message Advisory: Akshay has a deep knowledge of SWIFT messaging, the detailed content of the individual fields of various SWIFT messages as well as the business context in which these messages are used.

Training Programs are customized for a wide variety of business and technical users to suit your needs and your budget.

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Axletree Solutions ®
Our expertise, your advantage

The team trusted by Global # 1 Fortune 500 corporations for SWIFT Connectivity

Axletree Solutions Inc. is a bank communication and treasury automation specialist, providing end-to-end solutions to banks and Fortune 500 corporations worldwide. With a dedicated team of specialists and fully managed data centers, Axletree delivers a wide range of SaaS based solutions to help banks and corporations efficiently manage, optimize and improve financial messaging and treasury operations.

Gain complete peace of mind with the Axletree Advantage

- The leading SWIFTReady Connectivity Best Practice certified Service Bureau in North America.
- Recognized as one of the top 5 SWIFT Service Bureaus globally.
- SSAE16 audit certifications for processes and data centers.
- Largest team of SWIFT Certified Experts delivering 24x7x365 days global support.
- HOT Disaster Recovery with 100% built in redundancy.

To know more about how we can help you, reach us at:
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Axletree Solutions Inc.

Axletree Solutions Inc. is a bank communication and treasury automation specialist, providing end-to-end solutions to banks and Fortune 500 companies worldwide. With a dedicated team of specialists and fully managed data centers, Axletree delivers a wide range of cutting-edge financial solutions for banks and corporates. These solutions include Software-as-a-Service based Bank Connectivity solutions, Treasury Management solutions, Format Translation & Integration, Regulatory Compliance, Core Banking and Trade Finance solutions. Axletree helps corporates and banks automate processes and efficiently manage, optimize and improve their global messaging and treasury operations.

Axletree is a leading SWIFT Service Bureau, certified with the SWIFTReady Connectivity Best Practice label - the highest form of accreditation awarded to only the best in class service providers. Axletree's SaaS based treasury solutions navigate the complex world of treasury management by offering a centralized system that utilizes the latest automated tools in liquidity management, bank account management, fee analysis, debts & investments and more. Axletree also offers complete project management from planning, implementation, support, maintenance and other value-added services. Axletree's consulting services provide strategic advisory and professional services to help firms leverage the benefits of automation.

PRODUCTS AND SERVICES

Bank Communications

SWIFT Service Bureau: As one of the top 5 SWIFT service bureaus in the world, Axletree offers customers a powerful bank connectivity solution that guarantees superior value. Our service bureau solution offers an economical way to connect to SWIFT. Customers worldwide rely on the hosting and support services of the Axletree SWIFT Service Bureau to exchange their financial messages safely and reliably.

Axletree guarantees global support and expertise 24x7x365 days in a year. Our customer service teams can be reached instantly to resolve on-going maintenance problems or unforeseen critical issues. With the largest team of SWIFT certified experts at the customer's disposal, we bring complete peace of mind in SWIFT connectivity operations.

SWIFT Consulting Services: Companies that host the SWIFT infrastructure internally but are unable to dedicate staff with specialized SWIFT knowledge, resources, or time may need SWIFT consulting services. Axletree is committed to meeting the need to maintain our customer's SWIFT environment with the expertise of our SWIFT certified professionals. Axletree can design, implement, upgrade and provide on-going maintenance of the SWIFT infrastructure.

Vendor Test Bed: Axletree's Service Bureau offers a dedicated VTB connection that customers can use to test their product's SWIFT compatibility prior to launch. This way a customer can pre-test their applications and ensure compliance with SWIFT products.

Treasury Management Solutions

Cash and Balance Reporting: TreasurYtree, Axletree's treasury management solution, addresses the challenge of financial data dispersed across multiple departments, geographies, and currencies. It enables visibility into multi-bank, multi-currency cash positions, automatically updates new payment initiations, and converts currencies via built-in FX rate management - all via a secure and centralized hub.

Cash Forecasting: TreasurYtree's Cash Forecasting feature reduces uncertainty by employing advanced modeling techniques to forecast daily, weekly, monthly, quarterly and yearly cash positions. Customers can forecast as needed, reducing the necessity for excess liquid capital and enabling optimization of interest rates.

Electronic bank account management (e-BAM): Axletree hosts the e-BAM solution to meet the needs of customers who would like to streamline bank account maintenance and signatory management to reduce costs, risks and inefficiencies. By employing digital signatures you replace the traditional method of bank account communication through faxes and couriers.

Funds Processing: The Funds Processing feature of TreasurYtree simplifies wire transfers– from initiation to approval, release, repair, receipt and confirmation. It also speeds up funds transfers by making user-defined custom templates for oft-repeated transactions.

Bank Fee Analysis: The Bank Fee Analysis feature gives comparative bank fee data analysis across multiple banking entities. It identifies discrepancies in fees by cross checking the organization's accounts with bank billing statements and system updated fee structures thereby eliminating the potential for over charges.

Balance Reconciliation: TreasurYtree's Balance Reconciliation integrates with existing ERP systems and automates the process of balance reconciliation by matching transactions based on specific criteria and flagging any conflicts.

In-house Banking: With TreasurYtree customers can create virtual in-house accounts to track individual department-level activity and inter-company transactions.

Debt & Investments: Monitor, analyze and manage the full spectrum of your investment and debt portfolios with greater transparency and control, reducing borrowing costs and increasing investment returns with timely, accurate cash information.

Value-added Solutions - The Axletree Marketplace

Regulatory Compliance: Regulatory compliance solutions are tailored to meet the requirements of the US Patriot Act and Office of Foreign Asset Control (OFAC). Axletree provides OFAC solutions to customers who wish to manage their compliance risks associated with SWIFT transactions. We offer integrated OFAC, FINCen, Anti-Money Laundering (AML) and Know Your Customer (KYC) standalone products or hosted solutions. Message Transformation and Integration: Axletree's Message Transformation and Integration solution tackles the challenge of message communication between SWIFT and an organization's internal systems. The solution can also integrate proprietary back office applications with the SWIFT network by bridging the gap between different proprietary messaging formats and SWIFT messaging formats.

Core Banking: Axletree offers Synergy, a complete core banking Software-as-a-Service (SaaS) suite—a fully integrated, comprehensive, web-based core banking suite without having to invest heavily in infrastructure, staffing and IT maintenance costs.

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FIDES TREASURY SERVICES

Fides Treasury Services

Enabling Global Multibanking

The Corporate's Service Bureau | 350+ Clients Globally | SWIFT Member Concentrator | Hybrid SWIFT Service Bureau | Multiple Networks | Broadest Reach | Simplest Roll-Out | Highest Commitment | True One-Stop-Shop |

www.fides.ch | +41 44 298 65 80 | sales@fides.ch

Fides Treasury Services

Fides is the leading provider of Corporate Multibanking Services to more than 320 Corporate clients in North America, Europe and Asia. Fides has been dedicated to providing Multibanking access to the Corporate sector since 1985, connecting and servicing clients through SWIFT and other networks. Our unique hybrid access and member concentrator model, combined with a broad range of conversion, validation and security services provide the true one-stop-shop for global Corporate Multibanking. Fides is a member of the Credit Suisse Group AG but operates an independent Corporate Service Bureau, connecting the world's market leading Corporates to their global banking network and managing integration with the global providers of Treasury Management and Enterprise Resource Planning Systems. Fides has partnerships with Reval, Kyriba and other leading software providers and consultancies.

PRODUCTS AND SERVICES

The Corporate Service Bureau

As every Corporate is differently organized and structured, the requirements for the ideal cash management solution vary the same way. At Fides we aim to combine our extensive bank consultancy experience with the right components of our service portfolio to find the ideal solution to meet your requirements. If our existing portfolio should not exactly match your requirements we have a team of specialised programmers and IT infrastructure specialists to develop customised reporting and payment solutions to meet your demands.

Turnkey Multibanking Solutions

Fides is driven by the vision to connect Corporates with all their banks globally in the one format, through the one channel, following the one security policy of their choice. This means that a Corporate can send Fides all its instructions and receive all its statements in the format compatible with its TMS and ERP systems; Fides takes care of conversions to and from the bank formats. Fides consultants will also advise regarding which network best services the client's needs (SWIFT, EBICS, Banklink, host to host etc), ensuring the most efficient and cost-effective channel is used.

Greater reach for true global multibanking

Fides extends the global reach of SWIFT for Corporates (SCORE) with its unique Hybrid SWIFT Service Bureau model. Customers can connect with their main banks through their own Corporate BIC, hosted at Fides, and to other non-SCORE banks via the classic Transaction Forwarding Model of Fides. This benefits the client by offering faster rollouts, broader reach, simpler access to banks, and greater overall flexibility.

Ease of management of SWIFT for Corporates

Fides holds through its membership in the Credit Suisse Group a privileged position within the Service Bureau Community by being able to provide the SWIFT Member Concentrator model. By subscribing to this model the Corporate can benefit from integrated SWIFT invoicing and full outsourcing of BIC and service administration. As a Member Concentrator Fides also assumes responsibility for the Corporates SWIFT compliance.

Full-service outsourcing and value added SWIFT Operations

With Fides the clients not only outsource the provision of technical connectivity and maintenance to SWIFT and other networks, they also outsource the related banking operations such as:

- Extensive validation and quality control services
- Repairing and/or enrichment services
- Extensive security features
- Regulatory and fraud risk filtering
- Bank relationship management
- Undertaking and rollout services
- Investigation services
- Integrated advisory
- Specialized programming for workflow improvements

Customised solutions

Fides offers fully customisable solutions to ensure that clients meet their objective of 100% cash visibility, including email statement converters, bank proprietary solutions and a multitude of connectivity options to satisfy the security needs of the client. In addition, and also in conjunction, to providing solutions for TMS and ERP users Fides also provides its own middleware solutions to cater for the statement reporting and payments needs of smaller Corporates or to integrate SOX compliant payment authorisation processes into the transaction flow.

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600
Service Bureau Customers

+25 million
messages per month

+600
implementations in...

+70
countries with...

+28
years in operation

= The world's largest service bureau operator.

The numbers really do add up. And here's one more number to think about: our service bureaus have achieved the highest standard of reliability and security with 99.9% availability for over a decade. More than 25 million messages are processed each month through secure local data centers, and are supported on the ground by round-the-clock local support teams. Not only do our customers have the convenience of a single global relationship but also the peace of mind and attention that comes with local service, expertise and support.

Fundtech = Global Presence, Local Perspective

www.fundtech.com

FUNDtech

Fundtech

Innovation. Bank on it.

The World's Largest SWIFT Service Bureau Operator

Fundtech is a leading provider of transaction banking solutions and the world's largest SWIFT service bureau operator, servicing over 600 SWIFT customers in 70 countries around the globe.

With 1,6 00 employees, 18 offices, service bureaus in three countries and over 28 years of experience in service bureau operations, Fundtech provides firms with integrated transaction banking solutions and a single global service bureau relationship, offering unified standards and yet local services and support.

Fundtech is the trusted partner to 30 of the world's top 50 banks and many Fortune 500 companies because of its industry recognized excellence and proven track record, global coverage and local support, broad product and service offerings, and high standards of reliability and security.

PRODUCTS AND SERVICES

Products and Services

A Trusted Partner, A Proven Track Record

Fundtech has been a leader in global transaction banking for over two decades and the world's largest service bureau operator. With over 600 successful SWIFT implementations in more than 70 countries, Fundtech provides financial messaging, compliance and reconciliation services to banks and corporations of all sizes. The company is the first service bureau in the world to receive the highest level of SWIFT certification possible – The SWIFT Premier Operational Practice label. Fundtech's Switzerland-based bureau is also one of only six service bureaus recommended by SWIFT for corporates.

Global Coverage with Local Support

As the world's largest SWIFT service bureau operator, Fundtech offers customers the convenience of a single global relationship and yet the peace of mind and attention that comes with local service, expertise and support. The typical corporation today has operations and banking relationships in multiple countries. Fundtech has aligned its service bureau operations in the United States, United Kingdom and Switzerland to address the specific needs of these regions. Customer service teams located globally are available 24/7 to immediately respond to critical production and ongoing user needs.

Highest Standards of Reliability and Security

Greater security and reliability are some of the key benefits of connecting through a SWIFT service bureau. Fundtech has achieved the highest standard of reliability and security with 99.9% availability for over a decade. More than 25 million messages are processed each month through secure data centers, each supported by redundant disaster recovery sites and professional staff that attend to required upgrades and changing SWIFT standards on behalf of clients.

Deep SWIFT and Banking Expertise

Fundtech project management and implementation teams have developed well-documented best practices proven to save time and costs involved with bank onboarding and set-up. Partnerships with SAP, OSI and other best-of-breed technology providers further expedite and enable proper integration with ERP and back-office systems essential to straight-through processing and automation.

Critical Value-Added Services

Aside from providing the essential technology and hosting required, Fundtech offers a number of value-added services that companies need to meet emerging business, economic and regulatory requirements. Among the more critical solutions is data conversion and transformation. In addition to being able to handle standard SWIFT messages, Fundtech's fully integrated data transformation technology can translate non-standard messages or files into specialty formats required by a back-office system or bank, thus enabling straight-through processing (STP) of all transactions with any back-office system, enhanced cash visibility, payment consolidation and overall better treasury management.

A Comprehensive, End-to-End SWIFT Connectivity Solution for Corporates

Fundtech's SWIFT Service Bureaus provide comprehensive, end-to-end SWIFT connectivity, specifically designed to help corporations achieve global visibility of cash management and to more effectively manage and grow their global operations in a cost efficient manner. All hardware, software and services are provided, which means direct accountability and no requirement for additional services through third-party providers.

Key Solution Features:

- Ability to process all SWIFT-standard and non-SWIFT formats, including ISO20022
- Expert project management and implementation
- 24/7 customer service and technical support
- Ongoing support for disaster recovery, upgrades, standard changes and general maintenance

Value-Add Services:

- Global Compliance Screening
- Integration with SAP and all other ERP and TMS systems
- Data Conversion/Format Transformation
- Funds and MX Messaging
- Cash and Securities Reconciliation, Confirmation
- Long-Term Archiving

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Why are more organizations selecting OpenLink's Treasury Management Solution?

OpenLink's winning more and more Treasury business.

Visit our website and learn how our simplified platform and advanced, preconfigured risk management tools help users easily implement the system without extensive configuration.

For more information or to schedule
a demo call: 1-877-401-OPEN
or visit http://go.openlink.com/tms

OPENLINK

OpenLink

Founded in 1992, OpenLink is the global leader in transaction lifecycle management solutions for corporations, banks and energy companies – these include treasury management, portfolio management, trading, risk management and operations processing.

The OpenLink Treasury Management solution integrates all aspects of treasury management from cash & liquidity management, funding and investments, to firm-wide hedging, risk management, financial reporting and hedge accounting.

Our solution has been developed to help Treasurers maximize efficiency, streamline business processes, minimize operational risk, and help reduce internal and external costs, it provides front-to-back straight-through-processing with ease. It is delivered as a cost effective solution – either OnDemand or as client managed software.

OpenLink Treasury Management supports multiple asset classes from interest rates, credit, money markets, currencies, commodities and equities to complex derivatives and structured products. Our risk management capabilities and reporting are second to none enabling you to stress test your business against risk factor shocks.

Owned by leading private equity investment firm Hellman & Friedman, OpenLink has revenues in excess of $300+ million. OpenLink has 1,100+ employees in 12 global offices on five continents, with headquarters outside New York City and field offices in Houston, London, Berlin, Vienna, Toronto, Moscow, São Paulo, Singapore, Dubai, and Sydney.

PRODUCTS AND SERVICES

Having come through the global financial crisis, treasurers are now faced with challenges around centralizing treasury functions, complying with new regulations and accounting standards, and being prepared for external events – from counterparty risk, to Eurozone instability and commodity shocks.

Who we are?

Founded in 1992, OpenLink is the global leader in transaction lifecycle management solutions for corporations, banks and energy companies – these include treasury management, portfolio management, trading, risk management and operations processing.

Owned by leading private equity investment firm Hellman & Friedman, OpenLink has revenues in excess of $300+ million. OpenLink has 1,100+ employees in 12 global offices on five continents, with headquarters outside New York City and field offices in Houston, London, Berlin, Vienna, Toronto, Moscow, São Paulo, Singapore, Dubai, and Sydney.

End-to-end Treasury Management Solution

The OpenLink Treasury Management solution integrates all aspects of treasury management from cash & liquidity management, funding and investments, to firm-wide hedging, risk management, financial reporting and hedge accounting.

Implement Best Practices treasury department policies

Our solution enables you to automate your business policies as system processes using visual business workflow tools.
It offers the most rigorous transaction processing support and analytical capabilities in the treasury management system market that is built upon straight-through exception processing rules (STeP) which incorporate best practices from our large client base.

Control global cash forecasting across a global organization

You can create a standard format for divisions and subsidiaries around the world to report their cash forecasts with our solution. With more configurability and flexibility you can set it up to work the way your business is structured, and to view and analyse the data however you want to. As a result you can increase productivity, get more control and visibility across the organization and improve compliance.

Get a better understanding of future risk exposure

The OpenLink solution provides extensive stress testing functionality enabling you to model complex scenarios with a wide range of input factors. Risk can be attributed to hypothetical movements of any magnitude including rates, FX, equities, commodities and inflation. Our simulation engine provides a powerful and consistent application of risk factor shocks regardless of market. By using our best-of-breed risk modeling, simulations and analytics you get full visibility of the risks your business is exposed to across a variety of scenarios so that you can take control.

Automate in-house banking

With an in-house banking solution from OpenLink you can streamline and automate the process of setting up and managing internal banking relationships. Workflows can be created via a drag and drop user interface and the system allows for the enforcement of policies including for example the application of interest, charges and fees. This provides transparency, visibility and control with transactions immediately reflected across in-house accounts.

Measure hedge effectiveness and minimize earnings volatility

The OpenLink solution analyses the effectiveness of hedges (under IFRS9, IAS39 or FAS 133) and invoke the appropriate hedge accounting treatment. It features our best-of-breed Hedge Analyzer module for robust hedge effectiveness testing, and provides complete transparency that enables users to drill into postings to verify all payment, accrual or valuation calculations on the trade. It supports the statutory reporting required for hedge accounting. So you can automate the application of hedge accounting rules and methodologies to ensure hedges are being correctly treated; giving you the reassurance that earnings statements are being correctly reported.

Summary of high-level functionality:

- Cash management (visibility, netting, pooling, forecasting)
- In-house banking (IHB)
- Funding and investments
- Exposure management (interest rate, foreign exchange (FX), commodity)
- Settlement/reconciliation (including SWIFT connectivity)
- Collateral management
- Market and credit risk management (pricing, analytics, scenarios, simulations - including potential future exposure (PFE)/credit valuation adjustment (CVA))
- Compliance and legal monitoring
- Accounting/hedge accounting
- Custom business workflow tools

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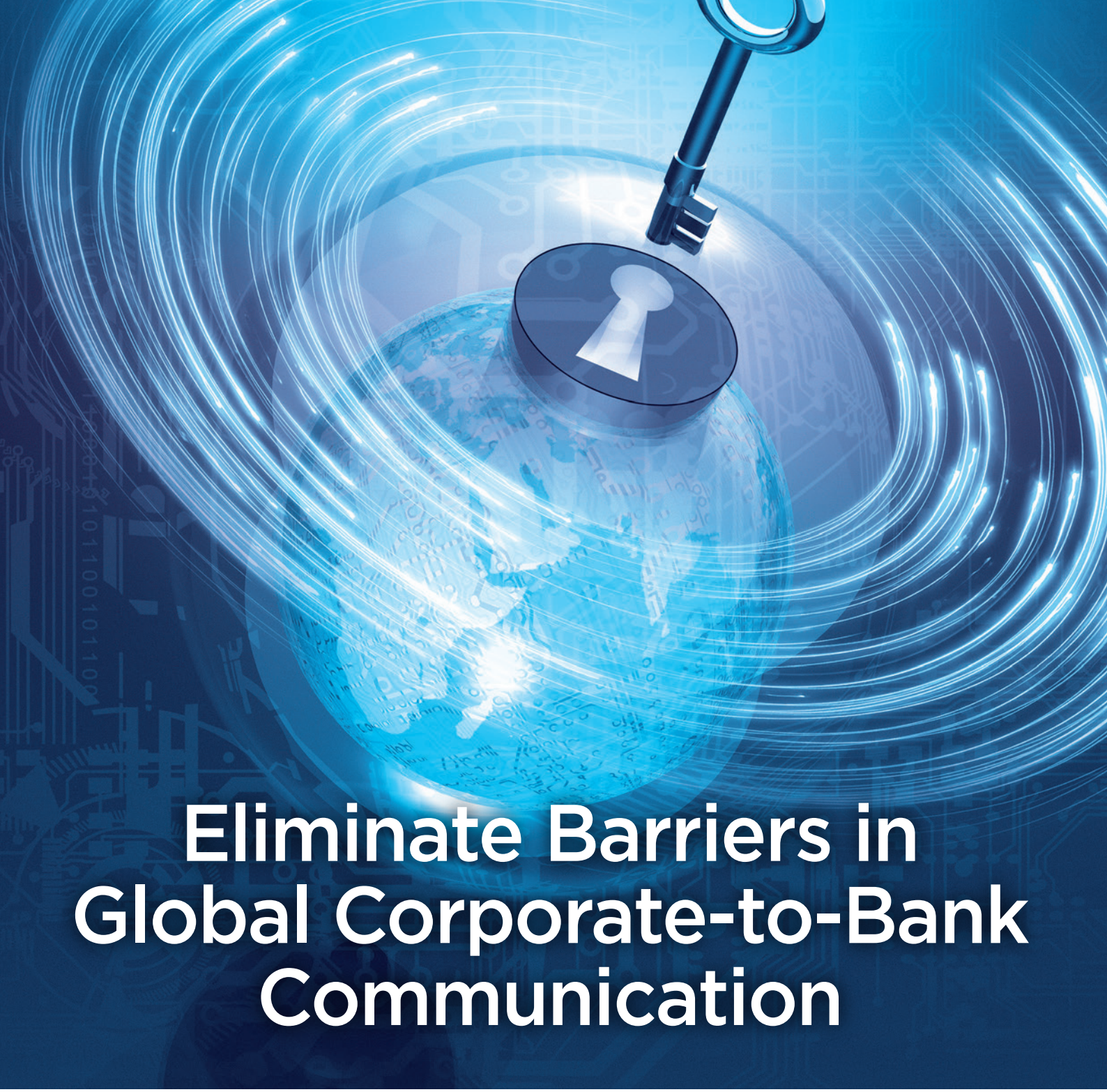

Eliminate Barriers in Global Corporate-to-Bank Communication

OpenText GXS SWIFT Service Bureau—Hosted SWIFT Connectivity from the World's Leading Integration Provider

OpenText GXS Corporate-to-Bank (C2Bank) integration solutions enable corporations to simplify the complexity of receiving timely and accurate financial data from their banking partners. Connect to the SWIFT network or establish direct connections to your financial institutions without substantial infrastructure, maintenance and personnel investments.

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GXS

OpenText GXS provides a wide array of products and services for corporate treasury management including solutions that address SWIFT network connectivity, corporate-to-bank integration, enterprise resource planning (ERP), treasury management system (TMS) integration, payment visibility and invoice automation.

Financial Services is one of OpenText GXS's fastest growing industry segments as a greater number of commercial banks, insurance firms, payment processors and global custodians seek to enhance the flexibility and agility of their integration capabilities. OpenText GXS offers cloud-based services that simplify how corporations connect to their financial institutions and counterparties.

OpenText GXS's Managed Integration Services supports connectivity over SWIFT or secure IP protocols; mapping to EDI X12, EDIFACT, ISO 20022 XML,SWIFT MT, NACHA, BAI2, SAP IDOC, FIX 4.2 & 4.3, FIXML and ISO 15022; ERP integration to SAP and Oracle; and technical support in 12 languages.

OpenText GXS is a leading B2B integration services provider and operates the world's largest integration cloud, OpenText GXS Trading Grid. With experience in core financial services segments such as cash management, commercial finance, card processing, merchant services, securities and insurance, GXS improves corporate-to-bank connectivity, reduces the cost and complexity of client delivery and accelerates speed-to-market and time-to-revenue. The company's software and services help businesses extend their partner networks, automate receiving processes, manage electronic payments and improve supply chain visibility.

PRODUCTS AND SERVICES

Eliminating Barriers in Global Corporate-to-Bank Communication

When it comes to the methods you use to exchange and process financial transactions with your banking partners, the SWIFT network is the recognised global standard. Corporate access to the SWIFT network enables your business to reduce the costs, time and resources required to interact with your banking partners. However, for many corporate treasurers, the investment required to link to and maintain a connection with the SWIFT network—both financial and administrative—can be costly, time-consuming and problematic.

The OpenText GXS SWIFT Service Bureau

OpenText GXS allows corporations to quickly, easily and cost-effectively gain access to the SWIFT network without taking on the administrative burdens or costs of managing its associated IT infrastructure. As the leading provider of global B2B integration services, OpenText GXS delivers a powerful combination of technology, people, and process to provide corporates with a single secure gateway to communicate financial messages such as payment instructions, bank statements, foreign exchange transactions and securities holdings reports with their worldwide banking partners. With the OpenText GXS SWIFT Service Bureau offering, your organisation can:

Simplify complexity

Gain a single access point to all of your banking partners and eliminate the need for multiple bank connections. Reduce the risks inherent in cross-border transactions as a result of differences in currency, technology, channels, culture and language.

Reduce costs

Use the OpenText GXS SWIFT Service Bureau to connect with the SWIFT network, eliminating the need for capital investments in infrastructure, maintenance and personnel to support your SWIFT messaging needs.

Augment security & reliability

Confidently link with your banks using the same stringent security levels that banks rely on to communicate with each other. Moreover, you'll have one standard, secure method to connect with multiple banking partners.

Increase flexibility

Use multiple SWIFTNet message standards includ¬ing FIN, InterAct and FileAct depending upon your specific needs. Moreover, OpenText GXS provides translation capabilities so your organisation can work with the formats, protocols and standards you prefer while still accessing the value of your SWIFT connection.

Enhance payments visibility

Complete domestic and international financial transactions faster and more accurately by consolidating payments and report¬ing information to ensure transaction messages are processed, verified and delivered accurately. Reduce errors and processing delays with little or no human intervention.

Expand your international reach

Achieve secure access to any of the more than 10,500 SWIFT correspondents across more than 215 countries via a trusted, reliable, global network partner. With a global presence in major financial centers around the world including the United States, United Kingdom, France, Switzerland, Brazil, Hong Kong, Singapore, Australia and Japan, OpenText GXS helps you address concerns of doing business globally.

Increasing the Value of Your Investment

OpenText GXS uses a well-documented, proven, implementation and testing methodology designed to help your organisation navigate the increasingly complex web of processes needed for business-to-bank connectivity. In addition to offering secure access to the SWIFT network, OpenText GXS offers the value-added services that have made us the leading B2B provider in the world:

Network Protocol Mediation

Choose from a wide variety of secure Internet protocols

Message Transformation

Any-to-any transformation services convert messages to and from standard and proprietary application formats.

Data Enrichment

OpenText GXS offers aggregation and de-aggregation of data from multiple, disparate sources along with enriching and validating data

Corporate Client and Bank On-Boarding

OpenText GXS can manage the end-to-end implementation process with our proven seven-phase onboarding methodology

Non-SWIFT Connections

Establish direct Internet-based connections to financial institutions which do not support SWIFT Corporate Access or who prefer a direct connection.

SWIFT Standard Operational Practice

OpenText GXS holds the "Standard Operational Practice" designation within SWIFT's Shared Infrastructure Programme.

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Trellis TECHNOLOGIES

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Trellis

The Cloud Based Treasury standard

Trellis Integration Partners provides "one-stop-shopping" for cloud treasury management and access to the world's financial messaging networks such as SWIFT, FedACH, NACHA, SEPA and over 10,000 global banks. Our patent pending solutions leverage next generation cloud technologies and integrate with your existing ERP, Treasury Workstation or reporting systems with little to no IT involvement from your Treasury support team.

Corporate Treasury groups, regional banks, and most other organizations involved in Treasury management, A/P, and risk management need to support a variety payments, bank statements, investment and financial asset management functions. Often times they need messages to be translated automatically from one format to another. Many times, Treasury departments do not have large IT staffs, or technical knowledge to set up and manage all the necessary message mapping, security, and send/receive functions.

PRODUCTS AND SERVICES

The Trellis Cloud offers several SWIFT integrated treasury management modules. The subscriptions require no seat licenses, and no annual license fees for modules you don't use. They are customizable and you only pay monthly and can add or subtract modules at any month-end cycle.

Our robust support plans allow you to select a plan that works for your business by hours, days and geographic needs. (eg., 8 hrs per day 5 days per week in the EMEA and North American time zones)

Primary Modules:

Cash Reporting via SWIFT

- End of Day and Intra-day formats and converts them to database for dashboard views
- Transforms to any back end common format for ERP or TW
- User defined account groups and reconciliation categories
- Robust and flexible entity model (Geographic, Company, Department, Bank Account etc.,)
- Account management allows configuration of banks, routing info, SSI, and counterparty maintenance

Payments and Forecasting via SWIFT

- Create Treasury wire based payments and begin approval workflow
- Can support batch payments like NACHA ACH, Global ACH ISO XML etc.,
- Support cross-border payments, FX and proper message routing over SWIFT

FX/SWIFT Processing, Exposure and Display

- Automatic exposure creation if a forecast is created in cash or payments in a currency not held by treasury
- Signals FX trader to buy a currency based on defined metrics
- Allows Contract Entry
- Supports multiple FX scenarios (NDF, Forward, Spot, Open, S/L etc.,)
- Manages MT 300 Confirmation and Settlement Instructions via SWIFT
- Provides currency format feed for attributes about the currency, and rates daily

Investments via SWIFT

- Allows for entry and tracking of all major investment types used by treasury.
- Supports Bonds, CP, Loans, MM, Time Deposits etc.,
- Confirm a purchase or redemption via swift,
- Generate SWIFT settlement instructions to the bank. Includes SSI

eBAM SWIFT Messaging (Q3 2014)

- Will allow graphical/map based drag and drop query of bank account details over swift.
- (signatories, limits, account types etc.)
- Open new account
- Close account

CONTACT INFORMATION

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