

# Top 10 Lessons Learned: Corporate-to-Bank Connectivity in the Cloud Webinar with Dow Corning Corporation

**DOW CORNING**

John Coon, Global Cash Manager, Treasury Department for Dow Corning Corporation (DCC), recently joined us for a webinar hosted by gtnews titled, “Corporate-to-Bank Integration in the Cloud.” John presented a case study of DCC’s treasury technology upgrade project and the resulting challenge with corporate-to-bank integration. He also discussed how DCC approaches its banking relationship structure and how it manages those relationships on an ongoing basis.

Here are the top 10 lessons learned from the Dow Corning webinar:

## Challenges of Traditional, Point-to-Point Bank Connectivity

1. Every time DCC added another bank it required another direct connection. Along with this comes another project to be prioritized and approved, resources to be allocated that are never available, and a timeline to be quickly established before someone decides the project needs to be delayed to a later date.
2. Individual direct connections are costly from both an internal and third party perspective and, more importantly, DCC is exposed to a considerable amount of risk with multiple access points to the outside world.

## Corporate-to-Bank Connectivity Solution

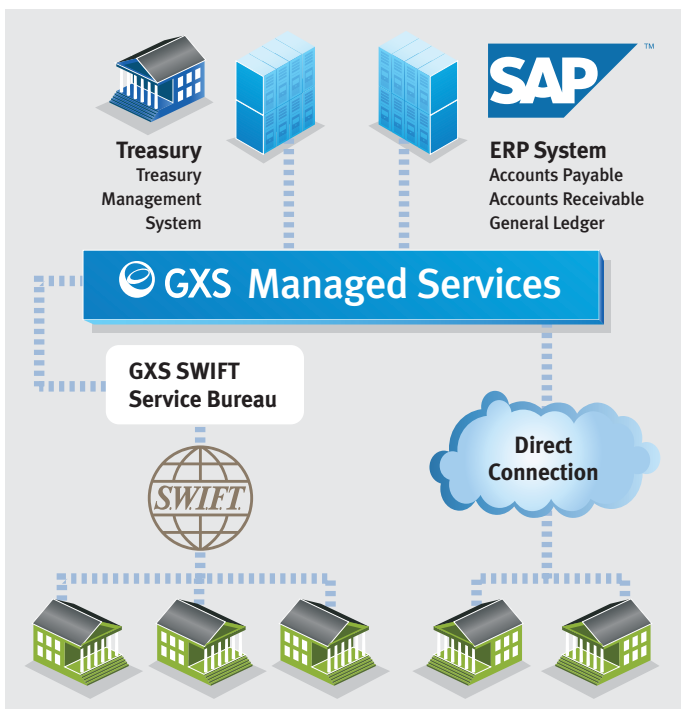
3. One of the reasons that DCC chose to continue to have direct connectivity with some banks vs. using SWIFT exclusively was influenced by the cost element when using SWIFT. DCC recognized that as SWIFT charges for sending and receiving messages, it can become very costly rather quickly when you begin sending large bulk files.
4. DCC decided to employ a hybrid solution that provided access to SWIFT and still allowed DCC to continue to use the disbursement and receipt services of their existing banks. With a provider that can manage both bank connectivity and be a SWIFT Service Bureau, the solution can grow or contract to support your company’s operation needs.

## Treasury System Integration

5. DCC’s treasury system integration structure provides a clear line-of-sight to treasury activity globally. This is visibility that DCC previously did not have when they were operating on spreadsheets and one-off disconnected systems.

## Bank Relationship Structure

6. A key learning shared by DCC was related to selecting their local bank partners. John advised that even though a bank may respond that they are able to send or receive files in the SWIFT standard formats, there can be a great deal of interpretation among banks on their definition of being SWIFT compliant. John also stated the sooner you can identify your target banks, the better, as they are often the bottleneck that slows the process down.



7. Once DCC selected the GXS SWIFT Service Bureau and identified which banks they would use in the various regions, the bank on-boarding process began to connect them with GXS. In many cases, GXS already had an existing relationship with the targeted banks, so that helped to move the process along.

### Choosing a SWIFT Service Bureau

8. One goal of DCC's "Re-Inventing Treasury" project was to not only reduce their reliance on banks, but to also reduce the quantity of connectivity points to the outside world. This was not only from a risk management perspective, but also to limit the amount of initial and ongoing support of maintaining numerous connectivity points. DCC was already using GXS Managed Services for their B2B integrations, so it made sense to evaluate their capabilities as a Service Bureau.
9. Using a SWIFT Service Bureau enabled DCC to join and utilize SWIFT without investing a huge amount of capital in hardware and training as well as the associated ongoing support. The final factor that sold DCC on GXS was that key staff members were former employees of SWIFT that could speak the language and had contacts at SWIFT if needed.

### In Conclusion

10. Changing how DCC communicates with its banks empowered it to be able to manage their bank relationships like they have always wanted. Where previously bank service selection was often dictated by the availability of IT resources, they now have the ability to move business to the appropriate banks based upon Treasury's needs vs. IT's availability.



#### About GXS

GXS is a leading B2B integration services provider and operates the world's largest integration cloud, GXS Trading Grid®. Our software and services help more than 550,000 businesses, including two-thirds of the Fortune 500 and 22 of the top 25 supply chains, extend their partner networks, automate receiving processes, manage electronic payments, and improve supply chain visibility. GXS Managed Services, our unique approach to improving B2B integration operations, combines GXS Trading Grid® with our process orchestration services and global team to manage a company's multi-enterprise processes. Based in Gaithersburg, Maryland, GXS has direct operations in 20 countries, employing more than 2,400 professionals. To learn more, see <http://www.gxs.com>, read our blog at <http://www.gxsblogs.com>, follow us on Twitter at <http://twitter.com/gxs> and join us on LinkedIn at <http://www.linkedin.com/company/gxs>. You can also access our public filings with the Securities and Exchange Commission at <http://www.sec.gov/edgar.shtml>.

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