



Alcatel-Lucent

Alcatel-Lucent selected SWIFT to streamline its banking communication channels and implement best in class transactional processes. Standard Chartered's experience on SWIFT helped make it a success.

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 “Increasingly, our clients are turning to SWIFT to gain better visibility and control of their liquidity and manage their working capital more efficiently. Standard Chartered has long been a proponent of open standards and corporate access to SWIFT, and I am pleased that our early investment in technology and people are paying off for our clients.”

Neal Livingston, Global Head of Client Access, Transaction Banking, Standard Chartered Bank.

Business challenges

As part of a growing and changing business organization, the treasury function of Alcatel-Lucent had to deal with the following challenges:

- > **Support** three regional **Shared Service Centers** in implementing best in class processes
- > **Standardize** treasury processes and tools
- > **Rationalise** existing bank communication tools and **reduce costs**

Benefits for Alcatel-Lucent

The SWIFT initiative brought the following benefits to Alcatel-Lucent:

- > **Global visibility** on cash: the group cash position is known daily, and on time to guarantee sound investment decisions
- > **Cost reductions**, driven by:
 - banking channel rationalization
 - standardization
 - end-to-end integration with company's ERP (SAP) and Treasury Management System
- > **Productivity** increase: business growth is absorbed at constant staff level
- > Availability of a **single standardised communication channel** to banking partners

Standard Chartered /Alcatel-Lucent partnership

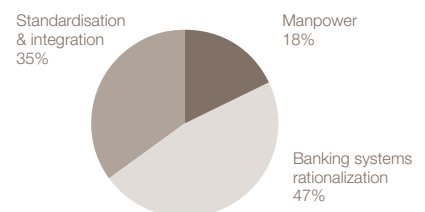
For over ten years, Standard Chartered has been a key partner for Alcatel-Lucent, helping them implement innovative working capital solutions across Asia, Africa and the Middle East.

Standard Chartered assembled an experienced team designed to mirror Alcatel-Lucent's organizational structure and align with the project objectives.

In-country Standard Chartered representatives worked with each Alcatel-Lucent unit, while central co-ordination with the Paris Head Office was managed out of Singapore.

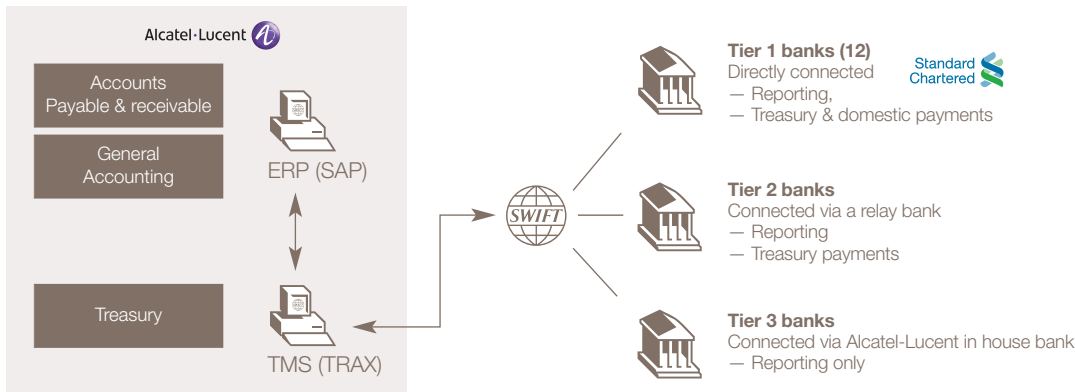
Alcatel-Lucent is live with Standard Chartered Bank on SWIFTNet FIN for account reporting and payments, in Singapore, Malaysia, Pakistan, Thailand, Philippines, Indonesia, Taiwan and India.

The Bank is now implementing SWIFTNet FileAct across these countries.



▲ Alcatel-Lucent cost savings





Alcatel-Lucent

Solution overview

Alcatel-Lucent embarked on a SWIFT initiative in June 2006. Alcatel-Lucent now communicates over SWIFT with approximately 85 banks through 12 different MA-CUGS. It achieved global visibility over 1,140 bank accounts daily, using MT940. 12,000 high value payments are initiated monthly in 59 different currencies using MT101.

Bulk payments are being progressively exchanged over the SWIFT file transfer mechanism, FileAct.

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“The solution has met our objectives for a centralized view of cash flows, payments, liquidity, counterparts and transactions. We now have end-to-end integration between our ERP system and our various banking partners – all using a standardized interface and protocol.”

Xavier Hourseau – Director IS & Operation Group
 Treasury at Alcatel-Lucent

Alcatel-Lucent phased its project as follows:

- **Phase 1** –19 legal entities in Europe - launched in June 2006 and completed **in less than 5 months**.
- **Phase 2** - rolled out the solution in North America (January 2007) and in Asia (December 2007).
- **Phase 3** - enabled bulk payments over FileAct - completed in Europe in **April 2008**. Non-Europe countries are being rolled out.

Future opportunities

With the success of this project Alcatel-Lucent is now considering going beyond cash and treasury management to address other treasury needs:

- Use of Trade dedicated messages (MT798) for bank guarantees and letters of credit
- Automate bank account management and use newly developed EBAM XML messages

Conclusion

Having to replace its banking communication infrastructure, and looking at how to facilitate the implementation of best in class transactional processes, Alcatel-Lucent adopted the SWIFT for corporates solution. Thanks to Standard Chartered support in Asia and the Middle-East, it enabled the company to implement a truly global and standard solution, and to significantly increase cash visibility. Alcatel-Lucent made a one off investment that paid off rapidly. Looking forward, it paves the way to future enhancements, having now solid foundations in place.

About Alcatel-Lucent

Alcatel-Lucent is the trusted partner of service providers, enterprises and governments worldwide, providing solutions to deliver voice, data and video communication services to end-users.

Alcatel-Lucent is present in Europe, North America and Asia and employs 77,000 employees. It generated total revenue of EUR 15.2 bn in 2009.

The Group treasury is responsible for global cash and liquidity management. It monitors bank relationship and supports the group subsidiaries on bonds, guarantees, financing and hedging

About Standard Chartered Bank

With a history of more than 150 years and a network across over 70 countries, well-positioned in the emerging trade and investment corridors across Asia, Africa and the Middle East, Standard Chartered’s Wholesale Banking division combines global capabilities with deep local knowledge to develop innovative products and services to meet the needs of our corporate and institutional customers. Standard Chartered has a solid track record of award-winning Financial Markets and Transaction Banking solutions reflecting our continued commitment to power our clients’ ambitions.

For more information on this case study, please contact Mahesh.Narayan@sc.com (Standard Chartered Bank)

About SWIFT

SWIFT is a member-owned cooperative that provides the communications platform, products and services to connect over 8,500 banking organisations, securities institutions and corporate customers in more than 200 countries. SWIFT enables its users to exchange automated, standardised financial information securely and reliably, thereby lowering costs, reducing operational risk and eliminating operational inefficiencies. SWIFT also brings the financial community together to work collaboratively to shape market practice, define standards and debate issues of mutual interest. www.swift.com

For more information please contact your SWIFT account manager or visit www.swift.com