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Dear business colleague,

Welcome to the third edition of the 2008 SWIFT for corporates quarterly update.

The highlight of this issue is the launch at Sibos of Alliance Lite, the new, easy, low-cost connectivity solution.

We look forward to your feedback and any questions that you may have. If you would like to contribute, then please let us know. The next issue will be published in January 2009.

If you are unable to view this e-mail, then go to www.swift.com > Support > Knowledge base. Type the reference [2175654](#) in the field: Direct tip. All the links in this document will then work correctly.

Yours sincerely,

The SWIFT for corporates team
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1. What a great Sibos Forum for Corporates!

630 people registered for this second Sibos Forum for Corporates in Vienna on 15-16 September: corporates, financial institutions, vendors, consultants, industry experts.

The feedback was overwhelming: what a great forum!

The key objective was to bring all stakeholders together to foster dialogue and

get input on what our priorities must be in the corporate-to-bank space.

The main messages from participants at the forum were a call for:

- More standardisation, around the implementation of SWIFT's FIN and FileAct messaging services
- More universal bank readiness
- Easy SWIFT improvements
- Mid-market approach towards smaller corporates
- Development of additional services, like electronic bank account management

A detailed write-up was posted [here](#) on swiftcommunity.net and the slides of the forum sessions are available [here](#).

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2. SWIFT launches Alliance Lite: the easy, low-cost connectivity option

At Sibos, SWIFT launched Alliance Lite, an Internet-based connectivity option that enables new, low volume customers such as corporates and small financial institutions to connect to SWIFT easily, securely and at low cost.

Alliance Lite can be delivered in days and installed in minutes, radically simplifying the process of connecting to SWIFT for smaller users. It is also cost effective for low volume customers, with an attractive pricing scheme that enables users to choose either a monthly flat fee or a pay-as-you-go model.

Alliance Lite requires a standard internet connection, and is secured with a SWIFT-issued hardware security token, providing the convenience of the Internet without compromising the security of SWIFTNet. A user-friendly interface supports both manual operations through a browser with message data entry, as well as integration with the back office through a lightweight AutoClient.

The solution is designed for customers sending and receiving up to 200 messages or files a day. In addition, SWIFT's larger users and partners can take advantage of Alliance Lite to enable their own customers to connect to SWIFT more easily, quickly and cost-effectively.

Lite complements other connectivity options like service bureau and member-concentrator.

For more information, please contact your relationship manager at SWIFT.

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3. Removal of MT 103 from SCORE in November 2009

As of 21 November 2009, only the MT 101 Request for Transfer can be used to initiate payments in SCORE.

As of 21 November 2009, the MT 103 will no longer be valid in SCORE.

Make sure you are ready!

Why remove the MT 103? When the message matrix for SCORE was approved in 2006, the SWIFT community confirmed the MT 101 must be the de facto FIN

standard between a customer and its bank to initiate payments, and agreed to include the MT 103 for a limited period to allow banks only offering MT 103 to migrate to the MT 101. It was decided to phase out the MT 103 from SCORE with the 2009 Standards Release.

The User Handbook Standards Volumes Category 1, MT 101 Request for Transfer and the SWIFT Standards FIN MT Implementation Guidelines document contain all necessary information about how to implement and use the MT 101.

Should you have any questions, please contact your Support Centre.

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4. Enhancing standardisation with ISO 20022 smart test messages and account reporting

Smart test messages. To help implement ISO 20022 payment initiation and transaction status, a ready-to-use set of test messages are now available, with smart business data to cover positive and negative test cases.

The use of these test messages saves time and effort (instead of creating them manually) and enhances the universal interpretation of the standard. The test messages contain codes that are easily replaceable, such as BIC and IBAN, with data to match the customer's system.

A zip file is available for download from: [Standards Smart Test Messages for SCORE](#).

Account reporting. In July, an early adopter programme was started to define XML messages for account reporting (intra and end of day statement, credit/debit advice). The project participants include ABN AMRO, BNP Paribas, Bank of America, Citi, Commerzbank, Deutsche Bank, HSBC, J.P.Morgan, Société Générale, Arcelor, Danone, Dow Chemical, GE, IKEA, Microsoft, Swissre and Wurth.

The availability of the implementation guidelines is planned for January 2009.

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5. Extending the value with new trade messages and Exceptions and Investigations solution

While continuously improving the cash and treasury management offering, we added two new services for banks to offer to corporates:

- In trade, new request types are available in FileAct to help banks and corporates exchange Trade-related information in a more formal way. In addition, the MT 798 will be available in SCORE as of 22 November to cater for Import Letters of Credit, Export Letters of Credit and Guarantees/Standby Letters of Credit. To find out more, visit the [Trade services](#) page on swift.com.
- In payments, the Exceptions and Investigations solution is now available in SCORE. Corporates can use this solution to better manage payment-related queries with their banks. The scope includes end-to-end ISO 20022 standards (for modification/cancellation, claim non receipt and unable to apply) on InterAct. Key benefits corporates can expect are reduced enquiry costs, improved STP, faster reconciliation and improved treasury management.

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6. How to improve your operational bank readiness to better

service your clients

As highlighted in the last issue, SWIFT developed a bank readiness programme to assist banks in the formulation and commercialisation of their SWIFT offering to corporates.

The programme covers 5 steps:

1. explore the opportunity
2. define the offering
3. enable the organisation
4. prepare marketing and sales
5. promote actively

In particular, a number of banks are working with SWIFT to focus on further enabling their organisation from an operational point of view. This will help them to better assist corporates in their on-boarding process, shorten their implementation cycle, and in turn allow these banks to more actively promote their offering to an additional set of corporates.

For more information, or to participate in an operational readiness review for your bank, please contact your relationship manager at SWIFT.

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7. Meet SWIFT

Some of the upcoming events where SWIFT will be exhibiting or speaking:

- [SWIFT Business Forum: 17 October 2008, Paris](#)
- [AFP Annual Conference: 19-22 October 2008, Los Angeles](#)
- [Eurofinance Treasury, Risk and Cash Management in South Africa, 3-4 November 2008, Johannesburg](#)
- [SWIFT Corporate Workshop, 6 November 2008, Chicago](#)
- [ACT Corporate Treasury and Cash Management Conference, 6-7 November 2008, Kilmainham, Ireland](#)
- [SAP Asia Pacific Treasury and Real Estate Management Conference, 2-3 December 2008, Singapore](#)

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8. Featured partner update: gtnews

gtnews.com (<http://www.gtnews.com/>) is the world's largest network of treasury professionals. More than 53,000 subscribers around the world have access to a unique online library of more than 3,500 articles on corporate treasury and related issues. New articles, interviews, news, videos, and white papers are added every week and every subscriber receives a weekly newsletter with links to the latest content.

gtnews.com has covered SWIFT's initiatives and developments since its launch in 1996. As corporates have become increasingly involved with SWIFT, so too has gtnews's coverage of SWIFT. The importance of this is highlighted by the fact that the report on SWIFT for corporates featured in its top 10 most-read articles in 2007.

At Sibos 2008, gtnews.com stepped up its coverage still further. Its editorial team at the event conducted video interviews with leading players in the 'SWIFT for Corporates' arena, which readers were able to view within 12 hours. Daily online reports, news bulletins, and a post-event wrap-up commentary also

reached all 53,000 readers, highlighting the key events and themes of the week.

gtnews' plan is to continue to increase and improve its SWIFT coverage, both through the website and through its new quarterly journal, Global Treasury Briefing (www.gtbriefing.com). In 2009, gtnews will be extending its Sibos coverage further to include an exclusive 'corporate trail' designed to help corporate delegates get the most out of the exhibition and the conference.

For more details, please contact Mike Hewitt, CEO, at mikeh@gtnews.com or call +44 20 7079 2804.

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