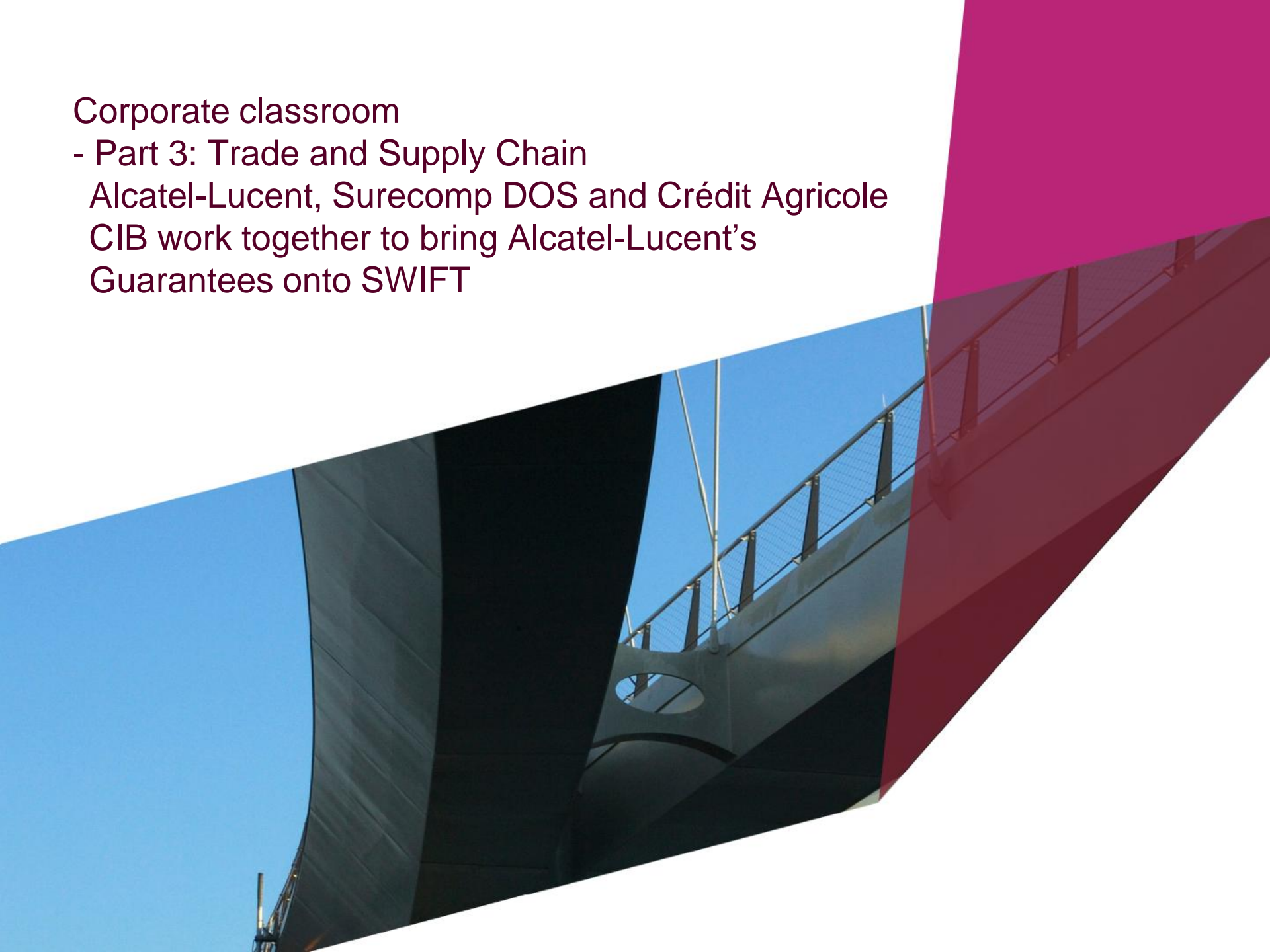


Corporate classroom

- Part 3: Trade and Supply Chain

Alcatel-Lucent, Surecomp DOS and Crédit Agricole
CIB work together to bring Alcatel-Lucent's
Guarantees onto SWIFT



A large, abstract geometric graphic composed of several overlapping, elongated triangular and quadrilateral shapes in various colors: olive green, dark red, magenta, dark blue, and a large maroon shape at the bottom. The shapes are arranged in a way that suggests a stylized 'S' or a series of connected paths.

André Casterman

Head of Trade and Supply Chain
SWIFT



André
Casterman



Uwe
Grabenhorst



Detlef
Liefien



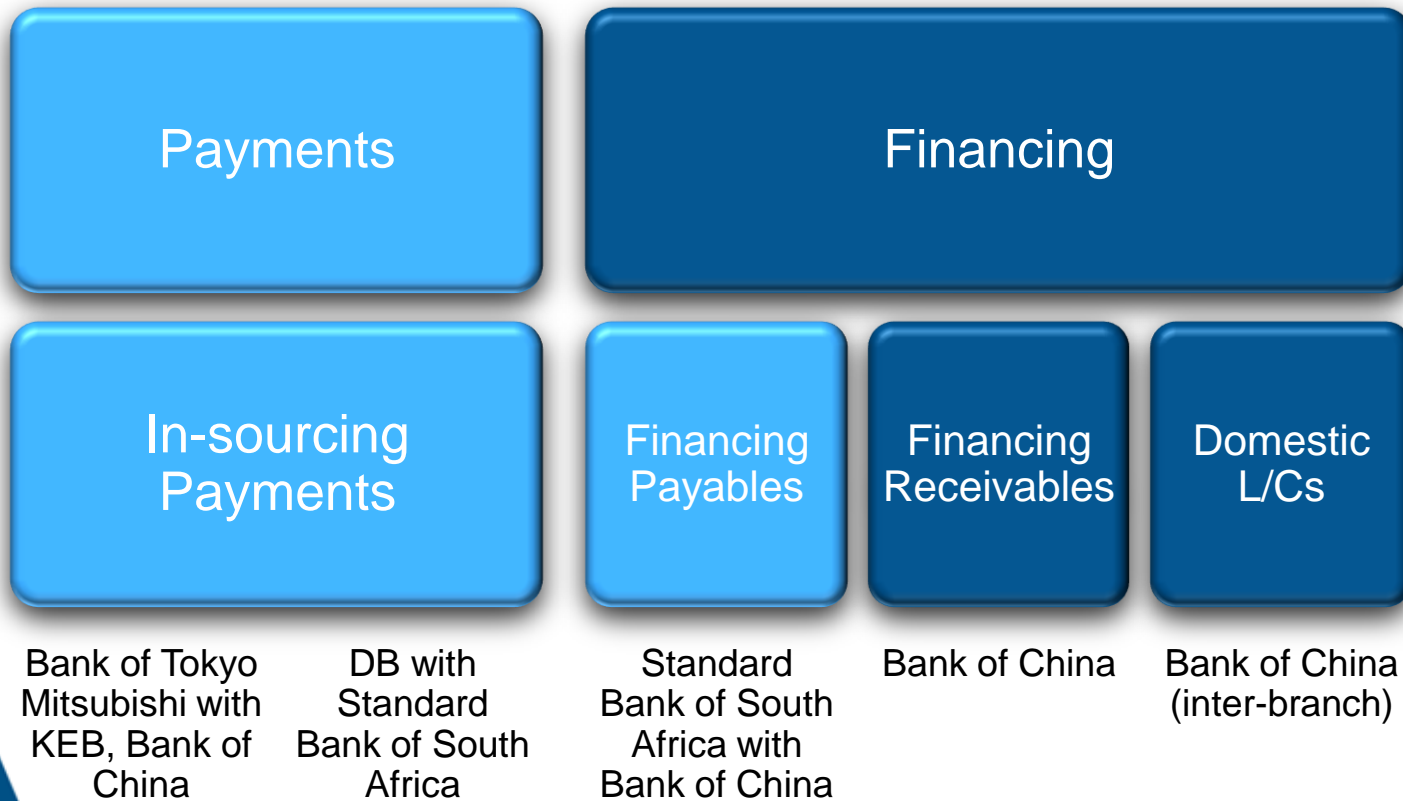
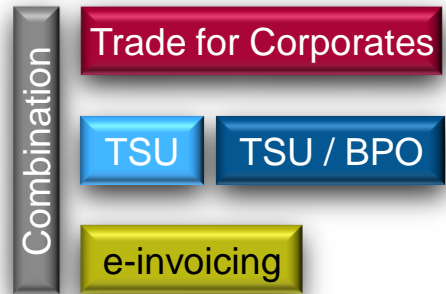
Patrick
Boiteau

SWIFT's mission in Trade and Supply Chain

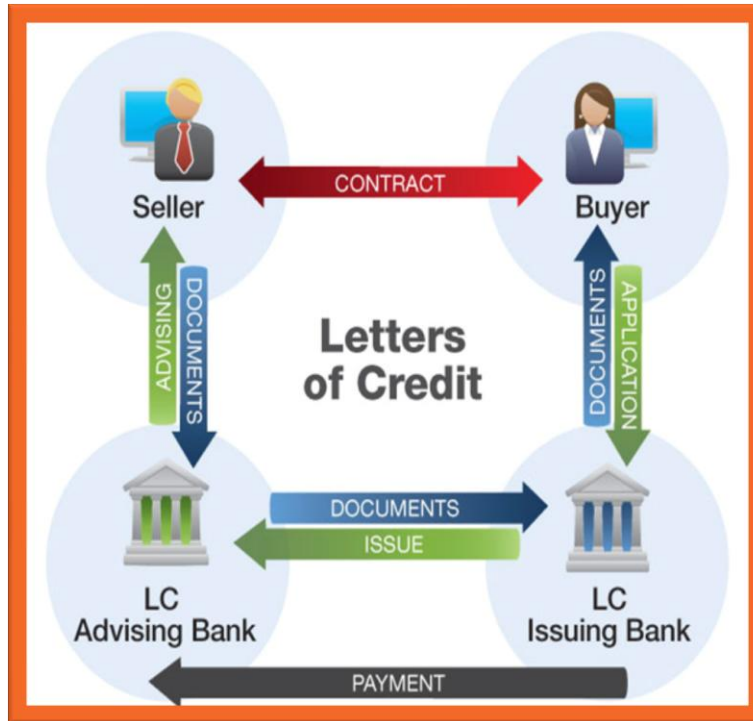
- To help banks provide innovative trade and supply chain services that enable their corporate customers to:
 - Reduce risk
 - Enhance process efficiency, and
 - Improve liquidity management

Innovation in Supply Chain Finance

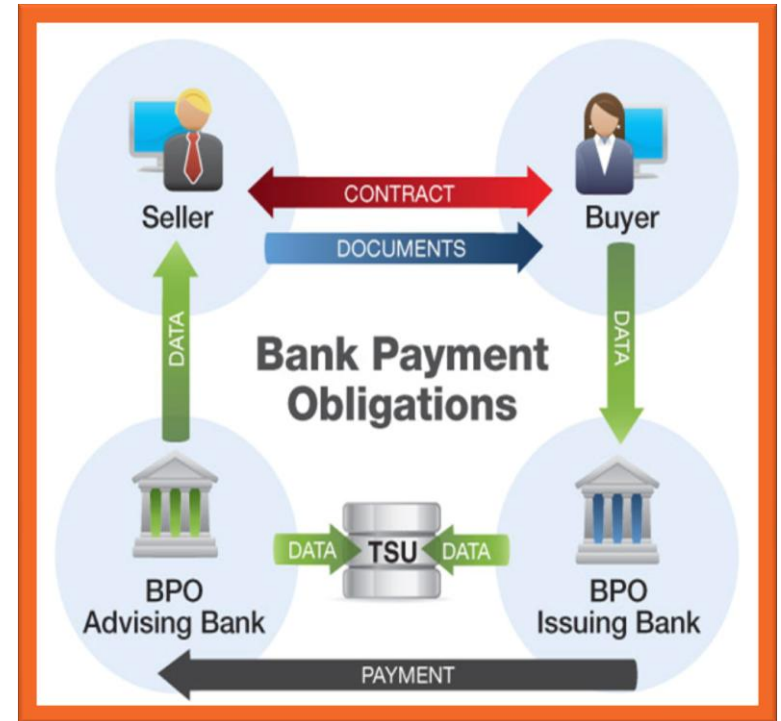
1. Payments and Financing services



Bank Payment Obligation



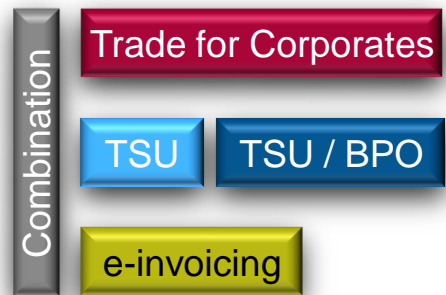
Physical presentation of compliant documents



Electronic presentation of compliant data

Innovation in Supply Chain Finance

2. Process Efficiency Services



Receivables Management

Processing Services

A/R Reconciliation

Document Examination

Automating LCs and Guarantees

Electronic invoicing

Deutsche Bank with Bayer

BNY Mellon

Crédit Agricole CIB with Alcatel-Lucent

Nordea with Metsä

ING, Nordea, SwedBank, Tieto, Fundtech, Bottomline, ...



Uwe Grabenhorst

Treasurer
Alcatel-Lucent
Germany

Alcatel-Lucent Company Information



- Headquarters in Paris
- Known as ALU on Euronext Paris and NYSE
- Provides solutions enabling service providers, enterprises and governments worldwide to deliver voice data and video communication services to end-users
- Leader in fixed, mobile and converged broadband networking, IP-technologies, applications, and services, offering end-to-end solutions for communications services for people at home, at work and on the move
- Has one of the largest research, technology and innovation organizations focused on communications - Alcatel-Lucent Bell Labs - and the most experienced global services team in the industry
- Has operations in more than 130 countries, and more than 77,000 employees worldwide
- Posted revenues of Euro 15.2 billion in 2009

Alcatel-Lucent

Company-wide project for Bonds and Guarantees

Project objectives:

- Significant reduction of the administrative workload for managing Bonds and Guarantees
- Real-time visibility of the complete Alcatel-Lucent Group portfolio of Bonds and Guarantees
- Automation of the communication between Alcatel-Lucent and its various banks

Alcatel-Lucent

Company-wide project for Bonds and Guarantees

- Why are Bonds and Guarantees key to our business?
 - More than 75% of revenues are generated in turnkey project type of business
- What does Alcatel-Lucent use Bonds and Guarantees for?
 - Bid Bonds, to participate in calls for tender
 - Advance Payment Bonds, to secure customers' down payments
 - Performance Bonds, to cover performance risks

Alcatel-Lucent

Company-wide project for Bonds and Guarantees

Business Requirements for the project with TradeConnect DocX and Crédit Agricole CIB

- Conversion of internal processes from manual handling to a software application based on-line workflow
- Extended reporting capabilities and features for the management of exposure, cost and bank credit lines
- Automated data supply to and from interfaces for the electronic transfer of SWIFT messages within a multi-bank platform

Teamwork with Surecomp DOS and Crédit Agricole CIB is key to our success

Detlef Lietfien

Product Director
Surecomp DOS GmbH

TradeConnect DocX: Facilitating message exchange between corporations and banks



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two decades of
Innovation,
Excellence, &
Leadership in
Global Trade Finance

The Surecomp DOS role in the Alcatel-Lucent project

- TradeConnect DocX is a 'front-end' application
- Alcatel-Lucent decided to use SWIFTNet as transmission channel for Trade Finance messages
- In Crédit Agricole, Alcatel-Lucent found a bank who had just decided to support SWIFTNet strategically
- We were able to draw on our knowledge and experience to establish the technical link between corporate and bank
- Reliable technical proof-of-concept for transmission of messages attachments through FileAct
- Message types were compiled in a mutual project and pragmatic tests were run in a close-to-real technical environment

Benefits for Alcatel-Lucent

- Reliable handling of bank / parent company guarantees
- Consistent replication of even complex corporate structures – free choice of bank
- Administration of limit (bank, corporation), control of charges, commissions
- SWIFTNet transmission has been integrated into TradeConnect DocX as another standard channel
- Turnkey implementation, standard interface (XML), short implementation cycle
- Pinpoint report generator for tailored, conclusive analysis

What's next?

- Alcatel-Lucent prepared the way – other corporations will soon follow
- The increased demand for SWIFTNet support will help other banks to make their own decisions
- SWIFTNet will soon be the standard carrier between corporate and bank

Come and visit our stand A239!



Patrick Boiteau

Product Manager
Trade & Supply Chain
Crédit Agricole

SWIFTNet Trade Finance: Working with Surecomp DOS to enable Alcatel-Lucent's Guarantees on SWIFT

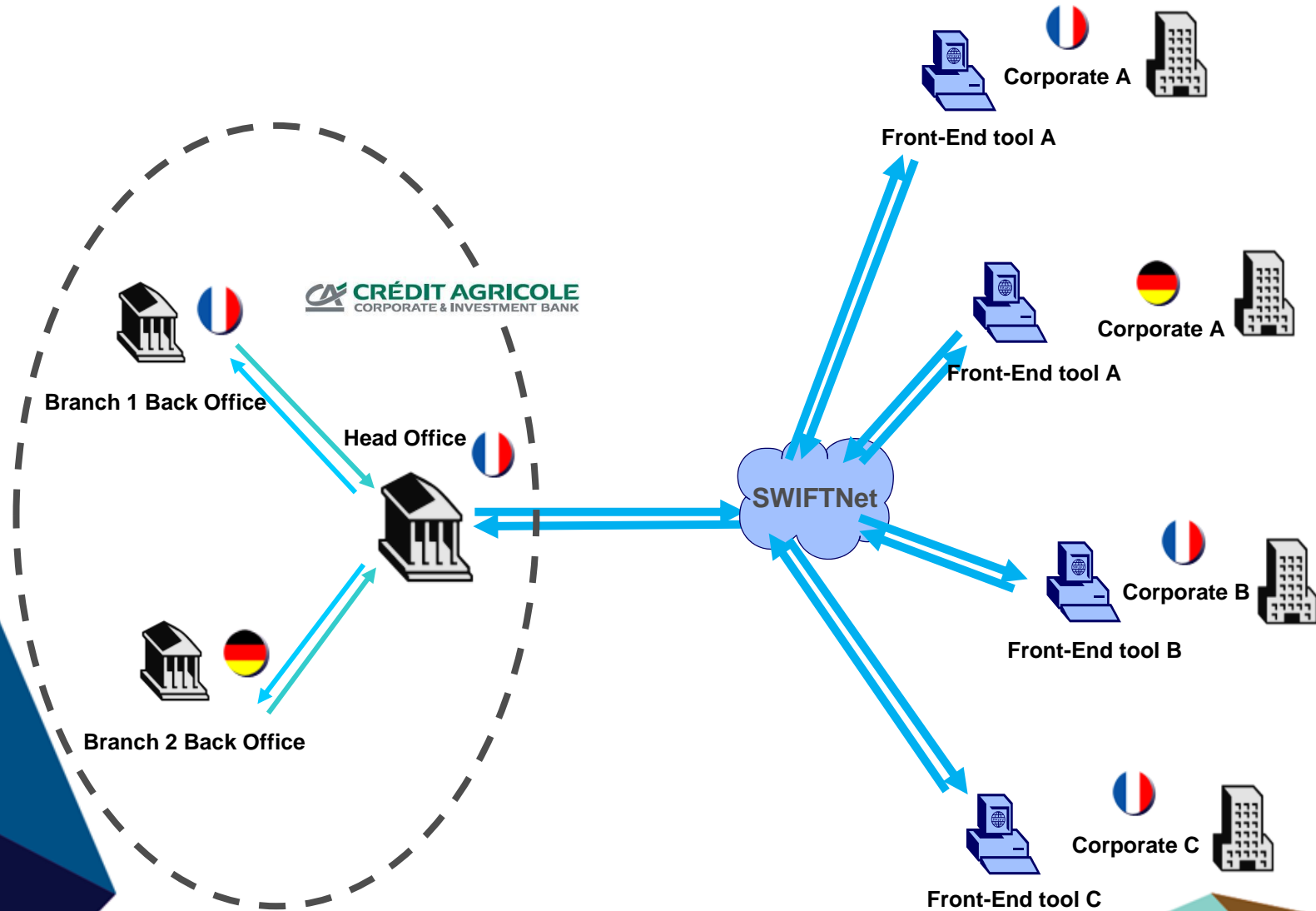
Our Multi-Bank solution for Trade Finance products

Why Crédit Agricole CIB has chosen the SWIFTNet Trade solution

- Today, our **mono-bank portal** covers all Trade operations, but there is a strong and permanent customer request for a multi-bank solution
- SWIFTNet is the main channel of communication between the Bank and our Corporates
- Why SWIFTNet?
 - Unique **integration** into our back office systems
 - Standard format for all Trade Finance messages
 - No need to develop multiple interfaces with different clients' front-end tools
 - **Automation of the process** to limit operational risks and costs
 - Decrease of development and infrastructure costs with fewer e-banking platforms
- Our **Multi-bank, multi-product** (Cash and Trade) and **multi-site offer**, meets the needs of our large corporates

With SWIFT we can enrich our offer to our multi-bank Trade Finance customers

Our target architecture for SWIFTNet Trade



Our SWIFTNet project with Alcatel-Lucent and Surecomp DOS

A tripartite organization to make the project a success

- Alcatel-Lucent wanted to extend its SWIFTNet channel - already used for Cash and Liquidity - to Guarantees
 - Surecomp DOS was selected as the front-end application to communicate with banks
 - Crédit Agricole CIB was looking for a major pilot corporate to implement this solution
- Main project tasks carried out with Alcatel-Lucent and Surecomp DOS:
 - Analysis of the SWIFT guidelines
 - Discussions between operational teams to review the day-to-day business cases
 - Analysis of the impact on internal procedures
 - Development of the interface to automate the workflow
 - Reconciliation of the guarantees stock migrated into the application before Go-Live
 - Testing on generation and integration of messages through FIN and over FileAct

Working together is key to success, so each party has to be totally committed

SWIFTNet Trade: what's next?

SWIFTNet Trade, a priority for Crédit Agricole CIB in 2011

- Enhancement of our Trade offer including the latest SWIFTNet release
- Guarantees and Export L/Cs
 - Issuance and notifications available
 - Other flows to follow
- Next step: Import L/C messages
- Widening of our horizons from domestic to international corporates
- Deployment of the solution to our key corporates
- Exchanges and testing with other front-end systems

Crédit Agricole CIB is ready to support all customers interested in implementing this service

Come and see us on stand A441



André
Casterman



Uwe
Grabenhorst



Detlef
Lietfien



Patrick
Boiteau

The image features several overlapping geometric shapes in the corners. In the top right, there is a shape with teal, brown, and orange sections. In the bottom left, there are shapes in blue, dark blue, purple, maroon, and olive green. The central focus is the word 'sibos' in a white, lowercase, sans-serif font, where each letter is contained within its own orange square block.

sibos