

Strate joins Link Up Markets

South African CSD makes Link Up Markets a truly global initiative



Left to right: Monica Singer, CEO, Strate. Thomas Kindler, managing director, LinkUpMarkets. Alain Raes, chief executive, SWIFT

Strate, South Africa's central securities depository (CSD) has become the latest and first non-European member of Link Up Markets, the joint venture created in 2008 by CSDs to improve efficiency and reduce the costs of post-trade processing of cross-border securities transactions.

Strate was an early adopter of ISO 15022 standards and the SWIFT network for securities settlement and clearing. It has been a user for over 10 years. Fully committed to the SWIFT environment, it was

natural for Strate to turn to SWIFT when it initiated discussions about Link Up Markets connectivity.

With the incorporation of South Africa, Link Up Markets will expand its geographical reach, encompassing nine CSDs, namely Clearstream Banking Frankfurt (Germany), Cyprus Stock Exchange (Cyprus), Hellenic Exchanges (Greece), IBERCLEAR (Spain), Oesterreichische Kontrollbank (Austria), SIX SIS (Switzerland), VP Securities (Denmark), VPS (Norway) and now Strate.

Link Up Markets was established as a common infrastructure to promote efficient

What's on

Tuesday 15 September 2009

Sessions brought to you by SWIFT
(SWIFT auditorium unless otherwise stated)

9:00 – 9:45 Alliance Lite: Now with support for securities funds messaging
10:00 – 10:45 How can SWIFT help you mitigate liquidity risk?
13:00 – 13:45 Is information visibility the answer to the supply chain challenge?
14:00 – 14:45 XBRL and SWIFT join forces to improve transparency and increase automation
14:00 – 14:45 SWIFT professional services Room S224-225
15:00 – 15:45 Alliance Integrator: Enabling a smooth integration with your business applications
16:00 – 16:45 Good technical support helps you sleep easy at night. Do you have the right level?

SWIFT Showcase (on the SWIFT stand)

9:30 Intraday Cash Reporting
10:00 Professional services
10:30 Alliance Integrator
11:00 Asset servicing
11:30 Alliance Lite
12:00 Trade matching on Accord
12:30 Trade and supply chain on SWIFT
13:00 Exceptions & investigations
13:30 Professional services
14:00 Workers' remittances
14:30 Alliance Integrator
15:00 Exceptions & investigations
15:30 Watch
16:00 Funds
16:30 Asset servicing
17:00 Trade and supply chain on SWIFT
17:30 Trade matching on Accord

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cross-border processing capabilities through the easy implementation of links between CSDs. "The incorporation of Strate into Link Up Markets is a milestone for this joint venture as it incorporates South Africa as the first non-European CSD and paves the way to make this a truly global initiative," comments Tomas Kindler, managing director of Link Up Markets. "At the same time it increases the competitiveness of the South African market by providing new investment opportunities for its market participants and investors."

As a member of Link Up Markets, Strate will be able to offer both local and international investors a unified basis for post-trade processing that will facilitate cross-border settlement between South Africa and the members of Link Up Markets. "Through Link Up Markets we will be able to provide investors with direct and indirect links to most of South Africa's top investment destinations," comments Monica Singer, CEO of Strate.

By connecting to Link Up Markets, each participating CSD has access to the services of other participating CSD markets across all asset classes (excluding derivatives). Link Up Markets absorbs any differences

in communication standards across the markets, while leveraging the existing infrastructures and processes of CSDs. As a result, the solution can be provided quickly and with minimal adaptations for the participating markets. Link Up Markets contributes to the efficiency and cost effectiveness of settling cross-border transactions by integrating processes and harmonising procedures across the participating markets.

From Link Up to Alliance

In a further development aimed at increasing the efficiency of the South African market, Strate announced in July that it would provide SWIFT Alliance Messenger services to the Johannesburg Stock Exchange (JSE). Messenger replaces the JSE's current MERVA/ESA technology by providing SWIFT message capture and processing facilities to the JSE and all the JSE and NSX equities members. Messenger is a front-end solution to SWIFT Alliance Access as the server application. Operators use Internet Explorer to communicate with Messenger through HTTPS, and Messenger communicates with the back-end instance of Access internally via

Fully committed to the SWIFT environment, it was natural for Strate to turn to SWIFT when it came to initiating discussions about Link Up Markets connectivity.

a Secure Sockets Layer (SSL).

"The testing and implementation of Messenger through Strate was painless due to the joint effort between the parties with technical guidance from Strate and Perago," observes Brett Kotze, general manager, clearing and settlement, JSE.

Among the top 2% of SWIFT users, Strate offers clients the largest SWIFT infrastructure in Africa.

"We are very excited to be offering our SAM services to the JSE and are confident that Strate has the infrastructure and expertise to provide these services to the financial markets in South Africa," comments Manoj Puri, head of IT at Strate.

Establishing community priorities

SWIFT's chairman and CEO lay out their expectations for the week ahead

Monday's press conference brought together Yawar Shah and Lázaro Campos, respectively chairman and CEO of SWIFT with representatives of the Sibos media, including a sizeable contingent from the local press. Shah recalled being in Hong Kong for Sibos in 1991 – a significantly smaller event. Since then, Sibos has been on a continuous growth and, said Shah, is unique in providing an opportunity for the entire SWIFT community to gather. He differentiated, however, between the excitement of Sibos and the sober daily responsibilities of SWIFT itself. "SWIFT is like the payroll department," he quipped. People notice if anything goes wrong, but otherwise its achievements remain in the background. As an organisation, he reported, SWIFT is in good shape. "As banks go through a traumatic period, SWIFT is running well," said Shah. There has been a small decline in volume year-to-date, but SWIFT is managing its costs accordingly. He noted that while SWIFT's core strengths are solid, the cooperative also possesses a range of capabilities across the risk management spectrum and that these will receive more focus in the coming months. As banks look to become fitter, interest in shared services within their own organisations is increasing, Shah pointed out. "SWIFT is the ultimate shared services organisation, and the community should make the most of it," he said.

Campos meanwhile noted that with 5,400 delegates, this year's Sibos is, despite the crisis, 20% larger than when the event was last held in Asia in 2007. He reiterated Shah's point that a key value of Sibos is the networking it enables. "SWIFT is the host, but people really come to see each other," he said. "What makes Hong Kong different is that almost 2,000 of the delegates are from the Asian region, accounting for 40% of overall attendance. This should give discussions a different flavour." There are, for example, signs of recovery in Asia that are fainter in other regions, he observed.

Campos hinted at a number of issues he expected to be addressed, both formally and informally, during the week. An obvious question, he said, is what lessons have been learned from the crisis. Others include the role that SWIFT can play in the expected increase in regulatory reporting requirements, how the investment banking sector will renew itself and what progress will be made in infrastructural streamlining across the ASEAN region.

SWIFT itself has two priorities, said Campos. "The first is to be here next year", while



Yawar Shah, COO, shared services, Citi and chairman of SWIFT board. Lázaro Campos, CEO, SWIFT

longer term, he said, the cooperative needed to ensure that its new 2015 strategy meets customer expectations. The Lean programme, on which SWIFT is working with McKinsey, cuts across these two ambitions. The target is a 30% cost saving, two thirds of which will go to the bottom line and one third to reinvestment in the new strategy. The company has been broken down into 50 units for purposes of granular analysis. "While SWIFT has a reputation for quality, it is frankly not regarded as synonymous with efficiency," said Campos. "We want quality and efficiency to go hand in hand." He acknowledged that "efficiency gains do not come lightly if they are to stick and that there would be some tough decisions ahead". Returning to the events of the Sibos week, he urged the press to investigate the Innobite stream, focusing on innovation and collaboration. "The aim is to marry the technology of tomorrow with the needs of customers," said Campos. The question he would like to answer, he concluded, is "If we were to start from scratch today, what would SWIFT look like?"

BNY Mellon completes eBAM pilot

Pilot demonstrates qualities of SWIFT's first non-financial standard



Left to right: Bryan Kirkpatrick, vice president, Bank of New York Mellon. Felina Solomon, global account manager, SWIFT. Alhonso Briand, managing director, Bank of New York Mellon. Luc Meurant, head of banking, SWIFT. Eileen Dignen, managing director banking, SWIFT

BNY Mellon, a global provider of asset management and securities servicing, has successfully completed a pilot programme for SWIFT's electronic bank account mandate (eBAM). The pilot, carried out by BNY Mellon Treasury Services and software provider Pegasystems in collaboration with United Technologies Corporation (UTC), showcases the ability of SWIFT's eBAM solution to provide SWIFTNet users with a broad range automated bank account management services, including account opening, closing and maintenance.

eBam, the first non-financial standard developed by both banks and non-bank SWIFT network users, is a straight-through-processing resource based on XML, ISO-compliant messaging that allows users to open, close and maintain accounts more efficiently and at lower levels of risk. BNY Mellon was one of three banks selected by SWIFT to carry out an eBAM pilot, and the only one to conduct the pilot using SWIFT Alliance Lite, SWIFT's web-based tool that allows users to access the SWIFT network without installing SWIFT-specific software.

The success of the BNY Mellon-Pega-UTC collaboration demonstrates the full extent of the advances in banking services delivery available through the SWIFT initiative. It allows SWIFT users to centralise the exchange of information across their various banking relationships. Because it relies so extensively on standardisation and automation, eBAM also can potentially provide users with the benefits of straight-through processing, such as increased cash visibility, risk diversification, improved audit processes, operational efficiencies and

access to credit and cost savings.

"SWIFT's eBAM initiative represents a uniquely collaborative response from the SWIFT community to a growing customer requirement, and we're proud to have played an important role with Pega and UTC in moving this important development forward," said Al Briand, managing director and head of global product management for BNY Mellon Treasury Services.

"We believe that standardised process automation will be the catalyst for transforming the way SWIFT users manage their bank accounts," commented Richard Delvaux, corporate marketing specialist for SWIFT. "Successful pilot programmes like The Bank of New Mellon-Pega-UTC collaboration clearly demonstrate SWIFT's ability to not just accommodate process automation, but to facilitate it in a user-friendly environment."

SWIFT's eBAM initiative represents a uniquely collaborative response from the SWIFT community to a growing customer requirement.

Al Briand, managing director and head of global product management, BNY Mellon Treasury Services.

"Standardising and centralising the on-boarding process is key to successful process automation," commented Adi Reske, senior product marketing manager at Pegasystems. "By facilitating eBAM's 'intent-led' approach, we're making it much easier for bank relationship managers to interact with their customers in an eBAM environment."

Risk and regulation drive banks to invest in IT and outsourcing

Transaction banks' interest in outsourcing doubles to almost 60% as risk compliance tops executive agendas, an IBM/SWIFT survey reveals.

Banks will increase investment in IT and shared services to improve their risk capabilities and meet more stringent regulatory requirements, says a new survey into the future of transaction banking from IBM and SWIFT. Across transaction banking, including both payments and securities businesses, the number of executives considering outsourcing some aspect of their activities has doubled from previous IBM surveys to almost 60%. More than a year after the global financial crisis exposed the industry's failure to properly manage risk, the survey of almost 1,200 business and technology executives worldwide found that investment in risk management is still a top priority, as is enhancing flexibility to comply with impending regulatory reform.

Outsourcing and collaborative solutions were widely seen by respondents as the best way to maximise efficiency in banks' most commoditised functions, such as back-office processing. However, risk management is considered too critical a function to entrust to a third party and was identified by most respondents as one of the few areas in which exploiting outsourced and collaborative services is not being considered.

"In the current economic climate, the operational efficiencies to be gained through outsourcing are more appealing than ever and critical as operating margins will be under pressure with increased capital requirements being required by the regulators," says June Felix, general manager, IBM banking and financial markets.

"The survey results show that in the wake of the financial crisis, the transaction banking sector is responding pragmatically to the requirements of both the practitioner and the regulator," comments Andrew Douglas, head of industry initiatives at SWIFT. "There is a recognition of the need to get back to basics, and a willingness to invest appropriately to accommodate the twin demands of better risk management and more thoroughgoing regulation."

ERi installs SWIFT fund flow solution



Left to right: Nicholas Hacking, director, Olympic Banking Systems. Urs Schwarz, director, Olympic Banking Systems. Herve Valentin, business development manager, SWIFT

ERi Bancaire, a banking software provider, has reported the successful installation of SWIFT's Alliance Integrator solution. The product, which was piloted last year, allows clients of ERi's Olympic Banking system to easily automate their cross-border fund flows. ERi was the first vendor to pilot Alliance Integrator and has already signed up one major bank to the system. Any of the vendor's 280 customers will be able to benefit from the plug and play solution. "We have the first installation ready to go in Europe," said Nicholas Hacking, director, ERi Bancaire. "The ease of implementation means we will be able to roll out subsequent installations in other region with ease."

The importance of being Ready

How clients can benefit from SWIFTReady

The SWIFTReady validation and recognition programme for SWIFT-related products and services from third-party providers can save users time, effort and expense, according to Aydin Erol, head of the global partner programme, SWIFT.

In particular, SWIFTReady can take a lot of the work out of making informed decisions about which services to use.

"It is important that we talk to our customers and that the value the

SWIFTReady programme brings to clients is clearly understood," said Erol in Monday's SWIFT Auditorium session 'SWIFTReady applications and services: What's in it for you?' "We do a lot of groundwork that is not always very visible."

Labelling programme

The SWIFTReady programme comprises four labels that third-party providers can apply to their services to demonstrate to clients that they are SWIFT compliant. The four labels are SWIFTReady service,

application, consultancy and connectivity – the latter two having been introduced at the beginning of this year.

Key questions

The labels are designed to help users answer several key questions when evaluating third-party services such as: Is my third-party solution compliant? Where do I find expertise for SWIFT solutions and products? Who are the best-in-class service bureaux? And, should I, as a corporate, join SWIFT and if so, how?

"The labels are in constant review and adapt to the latest developments in offerings so that adoption and value increase as we go along," said Erol.

Revisiting criteria

As well as continually modifying the labels themselves, the criteria used to determine whether specific applications, services and experts qualify for the labels are under constant review.

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Aydin Erol, head of the global partner programme, SWIFT

"We pay a lot of attention to make sure that the set of criteria are as wide and deep as they need to be to meet your requirements," said Erol. "We are open to suggestions so the requirements in the criteria cover everything they need to cover."

Erol was also keen to point out that the process for ensuring criteria are met is rigorous. For example, SWIFT uses a professional application testing company to verify that third-parties qualify for its SWIFTReady application label.

"The testing is deep and diligent," said Erol. "These are not quick checks, and are done over and over to make sure everything is properly covered."



Aydin Erol, head of the global partner programme, SWIFT

SWIFT Professional Services proves its worth as an end-to-end business partner

From its beginnings as a payment messaging network 36 years ago, SWIFT services have burgeoned to include an end-to-end array of business analysis, best practice benchmarking, process design, implementation management, training, maintenance and a range of other professional services. In fact, given they are so extensive, this session was aimed at outlining the range of professional services, complete with case studies from BNP Paribas Securities Services and BNP Americas.

SWIFT recommended a number of efficiencies along with a long list of small and medium level savings we can make over time.

Axelle Wurmser, Banking Services – Management Services Transversal Projects and SWIFT Coordination, BNP Securities Services

Presenting for BNP Securities Services, Axelle Wurmser, Banking Services – Management Services Transversal Projects and SWIFT Coordination described the six projects recently undertaken by SWIFT Professional Services within a deadline of 47 days. The job entailed a broad-based operational efficiency analysis including local custody SWIFT messaging processes, a peer benchmark for message non-acknowledgements, the integration capabilities between BNPSS' fragmented European operations, a diagnosis of corporate actions STP levels, the resilience of counterparty relationships in a crisis and a review of the organisation's internal communications.

"We found that the collaboration of the SWIFT team with an internal sponsor for each project meant that once the report was delivered, we had someone in place to implement the action plan," notes Wurmser. "While results were good there was room for improvement and SWIFT recommended a number of efficiencies along with a long list of small and medium level savings we can make over time."



In the case of BNP Americas, the challenge was to integrate the acquisition of Bank of America's prime brokerage – a task that had to be accomplished within three months. Alex Coutsouradis, SWIFT Business Consultant & Team Lead Integration Services, described the project: "We started with a five day assessment and then designed a SWIFT message process flow between the brokerage and BNP, mapped the rules using Alliance Integrator, created design and function specs and saw the process through to go-live. Fortunately we managed to complete the job within the three month target which was crucial to BNP's business plan."

E&I: The clock is ticking

The business case for automated E&I is compelling

Following a dynamic argument for automating Exception & Investigations automation from early adopter Bank of New York Mellon (BNY), SWIFT orchestrated a 'Speed Dating' session whereby delegates were invited into breakout sessions with banks, SWIFT and its application partners and service bureaux to explore strategies and solutions. When it comes to E&I 'The Time is Now' according to the title of this SWIFT session. Actually the time was 15 years ago according to Francis Behlmer, executive VP & CEO Bank Operations at Bank of New York Mellon, which is blazing the trail of automated E&I in partnership

Every year the cost of E&I processing is going up because we have to keep adding staff. The more we automate the more we save.

Francis Behlmer, executive VP & CEO Bank Operations at Bank of New York Mellon

with SWIFT and went live with SWIFTNet E&I last year. "The entire financial world has now gone electronic... until it gets to E&I where everything suddenly grinds to a halt at the printer. When it comes to payments, banks can now achieve anything from 70-90% STP rates for their payments transactions because of all the hard work 15 years ago to put in place efficient systems. Without that investment we wouldn't be where we are today and our overheads would be ten times what they are. This is the current situation with E&I." For BNY the business case for automation was compelling. "E&I uses up a lot of manual resources," explained Behlmer. "We used to have three people dedicated to payments for every one person working on E&I. Today it is the other way around and every year the cost of E&I processing is going up because we have to keep adding staff. The more we automate the more we save."

EASY E&I

The other crucial benefit of E&I automation is ability to provide customers with a prompt response to queries. "It's quite odd," observes Behlmer. "We are so urgent about reducing exposure and yet a mistake involving a USD 40 million payment can end up sitting at the fax machine waiting to be dealt with. The bank that wins new business will be the one that turns around that USD 40 million



payment most quickly." Wim Raymaekers, SWIFT head of Banking Market, also pointed out that E&I was not just something for large institutions like BNY with high volumes of exceptions and a need for complex customised solutions. "Easy E&I is a novel solution that offers easy access to any sized organisation by bundling a subscription to SWIFT's end-to-end E&I service with an off-the-shelf E&I software package and GUI," he explained. Where to next with E&I? Currently there are over 100 banks that have registered for SWIFTNet E&I and are navigating towards the testing phase. "It's a solid start, but there is still lots to do," admits Raymaekers.

Bradesco signs up to SWIFT Alliance Lite



Executives from Bradesco and SWIFT

Bradesco, one of Brazil's largest private banks, announced Monday that it will work with SWIFT to become a wholesaler of Alliance Lite for corporates in the region. "There is a strong demand from our corporate customers to join SWIFT and the Alliance Lite is an entry level service that provides cost-effective, secure connection," commented Says Rizaclio Machado de Oliveira, Cash Management at Banco Bradesco.

Oracle awarded four SWIFTReady labels

Oracle Financial Services Software awarded four separate application labels



Left to right: Hervé Valentin, business development manager, SWIFT. Senthil Kumar, vice president, Oracle. Frank Smits, partner management, SWIFT. Sameer Deo, pre-sale manager, Oracle. Paul Shetler, senior director, Oracle.

As part of the 2009 annual partner programme, SWIFT has awarded the SWIFTReady payments label for Oracle FLEXCUBE Universal Banking, SEPA for Oracle FLEXCUBE Messaging Hub, financial EAI for Oracle Service Bus for Financial Services, and funds for Oracle FLEXCUBE Messaging Hub. "Our participation in this year's SWIFTReady programme has been tremendously successful and is an important part of our ongoing commitment to provide customers with comprehensive solutions that meet important industry standards," said Paul Shetler, senior director at Oracle Financial Services global business unit. "We believe the strength of our relationship with SWIFT is a real asset to our business and better positions us to help our customers address their most pressing business challenges and requirements." SWIFTReady labels are awarded when they properly complement SWIFT's value proposition and demonstrate compliance with SWIFT standards, messaging services and connectivity.

Information Mosaic Solutions earns SWIFTReady certification

The corporate actions solution, cama, has earned its SWIFTReady certification for the fifth year in a row

Information Mosaic's cama solution has achieved SWIFTReady for Corporate Actions certification each year since 2004 and is being used by some of the world's largest financial institutions. The solution suite automates the complete corporate actions life cycle, from announcement management and cleansing, to entitlements, notifications, elections and allocations.

John Byrne, Information Mosaic's founder and chief executive officer, said, "I am very pleased that our continuing investment in our products, and full commitment to this industry have been acknowledged by SWIFT. In the current environment, financial firms are not only looking for more ways to reduce risk and costs but also to increase efficiency. Through the application of the current and future ISO standards, both Information Mosaic and SWIFT are assisting the industry in achieving these goals."

In addition, Information Mosaic's wealth management platform and custody system, converg-e, has again been certified SWIFTReady securities settlement. The platform is designed to address the demands of today's global investment services business. converg-e is a complete multi-entity, true multi-currency modular solution with components that include trade

order management, middle-office support, client static data, fees and billing, payments and settlements. All Information Mosaic solutions are deployed on the most modern, web-enabled architecture.

Gerard Bermingham, Information Mosaic's vice president of product consulting, added, "The SWIFT organisation itself is driving forward standards and improving the methods for expertise certification. The introduction of STaQs for corporate actions testing, for example, applies stricter qualification criteria for partners." The firm's applications are implemented both as onsite solutions and in ASP-hosted environments. Among their strategic partners is Broadridge Financial Solutions, who uses cama as the processing engine within its global corporate actions solution (GCAS), a fully managed hosted service for automating the entire corporate actions processing lifecycle. Broadridge, another SWIFT partner, has stated that it has seen an increase in SWIFT volumes and adoption in this area, especially within the brokerage community.



Left to right: Patrik Neutjens, head of partner management, SWIFT; John Byrne, CEO, Information Mosaic; Sophie Bertin Hadjiveltcheva, head of asset servicing, SWIFT; Teer Eilertsen, director Americas, Information Mosaic

25% discount on Watch

2009 – Special offer

Quote ref: 'SVBJGXI'

Who: New and existing Watch customers

When: New global license orders placed between 1 Sep 2009 and 31 Dec 2009

What: 1. a 6 month 25% discount on all newly ordered Analyser products (Traffic Analyser, Message Cost Analyser, Billing Analyser, Market Analyser)

2. 1 free day Watch consultancy service if 3 global Analyser licenses are reached before 31 Dec 2009

The one-day workshop is divided in multiple sections, and we will help you:

- to identify your existing need for crucial business information and assess how Watch can help to fill these gaps

- to provide a basic introduction on Watch and highlight some of the most common types of benchmarks
- to create tailored reports and organise your reporting environment for future use

Format: presentation and interactive sessions

Pre-requisite: understanding of SWIFT messaging

Who: individual/divisional

Other: can be fully tailored to your demand

Expand your client-base, increase cross-selling opportunities, manage the risk associated with investments or increase the efficiency of your messaging process at a 25% discount

SWIFT to deliver end-to-end security

SWIFT has joined forces with four financial market infrastructure providers. The result – a reliable, trusted, end-to-end solution

In a deal that promises to deliver secure, reliable and proven messaging solutions to market infrastructures, SWIFT has signed a framework agreement with four key solution providers. "Customers in this space are looking for an end-to-end approach, in terms of selecting all the key components all together to set up a complete solution to serve high-value or low-value payment systems," says Stephane Ernst, senior market manager, SWIFT. The four solution providers are BCS Information Systems, CMA Small System, Montran Corporation and Perago.

"Our objective here is to make sure that our messaging layer is correctly linked to the application layer," says Ernst. "When the

customer is selecting the most important component of their solution, which is the application, automatically they have a very easy connection to SWIFT because our partners will prepare their applications to connect to the latest version of SWIFT." A further benefit of the agreement is that project managers involved in the implementation of an application will be able to work together smoothly from the start.

When establishing or renewing their payment clearing and settlement systems on a domestic or regional level, financial market infrastructures are faced with an array of solutions and services. Their priority is to find a trusted third-party messaging provider, and increasingly, they are turning to SWIFT to fill that role. The result is that SWIFT is already

the messaging hub for many clearing and settlement systems. Now, working together, SWIFT and the four solution providers will enable market infrastructures to: obtain compelling systems; ease the implementation phase for a new application; increase cost efficiency; and reduce project risks.

*BCS Information Systems Pte Ltd
www.bcsis.com*

*CMA Small Systems AB
www.smallsystems.cma.se*

*Montran Corporation
www.montran.com*

*Perago AB.
www.perago.com*

XSP partners with Decillion Group in Asia-Pacific region

The software provider offers its XSP v5 corporate actions platform to markets in Asia and Australia



Executives from XSP, Microsoft and Decillion Solutions Pte

XSP's partnering with the banking software solutions provider Decillion Group, SWIFT's official business partner for Australasia, allows the XSP v5 software in a software as a service (SaaS) environment to be used to help clients achieve straight through processing (STP) of corporate actions events. "We are delighted to form this partnership with Decillion Group as they, like XSP, are a trusted SWIFT and Microsoft business partner," commented Brendan P. Farrell Jr., CEO at XSP. "Headquartered in Singapore, and with a strong local presence throughout the Asia-Pacific region, the partnership with Decillion is seen as a significant step towards achieving XSP's goal of providing our clients with local market support throughout the region," added Farrell. "This strategic partnership leverages the collaborative efforts of the SWIFT and Microsoft partner ecosystems allowing us to deliver industry value and cost-effective innovation in corporate actions to the global financial markets." The platform automates each step in the processing

of corporate actions, and is built around a service-oriented architecture, utilising Microsoft .NET components and web services for global enterprise-wide processing. The XSP v5 platform is SWIFT 15022 compliant, is accredited with the SWIFTReady label, and mitigates operational risks and reduces the cost of end-to-end STP.

Decillion Group, a Microsoft Gold Certified Partner, provides SWIFT business solutions, automation and integration services and banking solutions such as trade finance/services, mobile banking, wealth management, operational systems, anti-money laundering, as well as a software as a service platform for SWIFT connectivity and SWIFT-related applications.

"Having both our solutions developed on Microsoft .NET platforms makes them highly compatible for easier integration and flexibility," said Thomas Lee, CEO at Decillion. "We look forward to working with XSP and the opportunities that this joint offering presents to both organisations."

Citi to lead overhaul of cash-management reporting

Bank and corporate working together to improve quality of information.

Working alongside SWIFT, Citi has joined forces with Proctor & Gamble to "redefine the industry standard for cash-management reporting". Bank and corporate will jointly lead a working group to develop an American National Standard to update the former BA1 Codes Type 2 cash-reporting specification.

The goal of the working group is to improve the quality of reporting information, and thus to allow firms to increase visibility to cash, intra-day reconciliation and liquidity management," said Manish Jain, Managing Director, Citi Global Transaction Services.

The working group was established by the Accredited Standards Committee X9. Its brief includes the migration of the standard to include ISO 20022 CAMT messages and co-existence guidelines. Following a first meeting on 2 September 2009, the Working Group reconvened at SIBOS to continue planning.



Left to right: Anne Suprenant, global account manager Citi, SWIFT. Scott Florio, global client director Citi, SWIFT. Manish Jain, managing director eChannels, Citi. Cynthia Fuller, executive director, Accredited Standard Committee X9. Helen Nazarro, director, Citi James Wills, senior business manager, SWIFT

SMA Financial signs Hunting, wins SWIFT Best Practice label

SMA Financial, a SWIFT regional partner for the UK, Eire, Channel Islands and the Nordics, has announced that international energy services provider Hunting PLC will implement its SWIFT Service Bureau for outsourcing SWIFT connectivity.

With the assistance of SMA and Barclays Commercial Bank, Hunting has joined SWIFT as a corporate member via the Standardised Corporate Environment (SCORE), which will provide access to most of their cash management banks.

The project involved close co-operation between SMA Financial, Barclays Commercial Bank and IT2 Treasury Solutions, which has configured its treasury management solution to send and receive messages to the SMA bureau. Implementation is expected to deliver greater automation and straight through processing (STP), enabling Hunting to gain increased visibility and greater control over its global cash management processes.

By using SMA, Hunting was able to remove the technical overheads associated with connecting to SWIFT and subsequently dispel any concerns it had over the complexity of installation.

"SMA were able to show us how other corporate treasury departments who banked with Barclays were connecting to SWIFT via their Service Bureau and integrating this seamlessly with the treasury management system from IT2 to improve cash and liquidity management," said Chris Berris, assistant group treasurer, Hunting. "SMA, IT2 and Barclays have gone through the implementation process many times before and this is a key reason in the project running smoothly."

Phase 1 of the project to establish SWIFT connectivity in the UK is on target. Once that has been completed, Hunting will look at



This project will give us greater control and enhanced visibility of our cash positions across global accounts

*Chris Berris,
assistant group treasurer,
Hunting*

rolling out the solution to its overseas offices.

"This project will give us greater control and enhanced visibility of our cash positions across global accounts," added Berris. "Once we go live, we will be able to send and receive messages over SWIFT, enjoy more accurate and timely reporting, increase our efficiency and reduce costs. There is a strong business case for other corporates who want to streamline payments, improve treasury management and reduce operational risk to connect to SWIFT via a Service Bureau."

Recognising best practice

SMA Financial has been awarded the SWIFTReady Connectivity – Best Practice 2009 label.

The Best Practice Label is awarded to

shared infrastructure providers who host SWIFT connectivity. SMA Financial had to demonstrate that they could meet the operational requirements by undergoing a stringent inspection of its SWIFT Service Bureau infrastructure.

According to SMA, its Service Bureau clients will be encouraged by the firm's production environment within its data centres, which are co-located at a former nuclear facility outside London. SMA's own SWIFT accredited staff, constantly monitor the system.

"This latest addition to our set of SWIFTReady labels is of particular interest to those SWIFT customers who don't want to run their own connectivity into SWIFTNet, but want to be assured about the highest levels of operational security, resilience and reliability at the bureau of choice," said Patrik Neutjens, SWIFT's head of partner management.

"Our clients need to feel comfortable that our expertise and experience in the SWIFT domain is current. By receiving this label, we are solidifying our place at the top of the list of SWIFT Service Bureau providers," said Simon Murby, managing director, SMA Financial.

Credits

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