



The Power of Experience®

Supporting Global Growth through SWIFT Connectivity



Background: DuPont

With revenue of over \$27.4 billion, E.I. DuPont de Nemours Company (DuPont) is among the world's largest chemical companies.

- Headquartered in Wilmington, Delaware
- Operates in over 70 countries
- Employs 60,000 individuals

Background: Treasury

- Centralized operations across three centers worldwide
- Management of SWIFT as financial communications channel for treasury and business units
- Global implementation of treasury workstation and single instance of ERP

“SWIFT was the only way to make our vision—reach all our banks via one connection—a reality.”

SWIFT provides single global financial messaging platform and a 203% ROI for DuPont

THE CHALLENGE

Driven to achieve straight-through processing and a global view of cash, DuPont embarked on a multi-year, multi-faceted treasury re-engineering project in 2001. DuPont centralized Treasury operations and implemented a global instance of SunGard's Quantum treasury workstation. Connecting to the operational ERP, SAP, was important from an accounting perspective but the challenges associated with close to 100 banking relationships globally and multiple bank connections remained.

- Treasury staff dedicated to collection of bank information from various sources, leaving little time for strategic activities
- Manual intervention, leading to operational risk
- Lack of global visibility and ability to optimally manage cash.

THE OBJECTIVE

DuPont sought a solution to automatically load banking data directly into its Treasury and Accounting systems and improve global visibility to cash. The solution had to meet the following key requirements:

- Bank neutral—ability to “plug and play”
- Single platform and access point for global financial messaging
- Straight-through processing
- Reliability leading to simplicity and stability
- Highest level of security and resiliency—eliminating multiple security packages for multiple connection points
- Positions DuPont for growth - volumes, customers, acquisitions, applications.

THE INITIATIVE

DuPont selected SWIFT as only solution with bank independence, global reach and ability to handle treasury and payments operations. The project was implemented in 18 months, including the integration with its treasury and ERP systems and consolidation of U.S. banking relationships. DuPont uses SWIFT for all of its financial transactions and bank statement data globally and for payment and receivables related data in the U.S. Europe and Asia are expected to follow with payment and receivables data in the next 12 months.

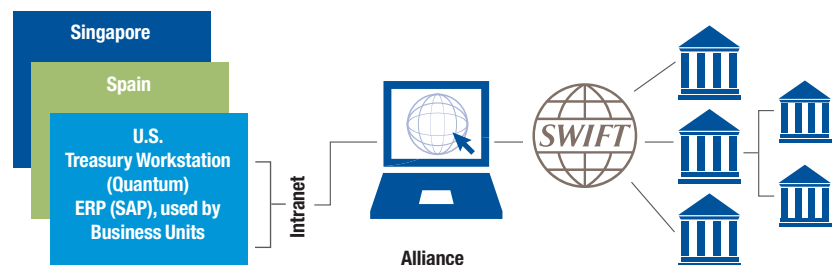
SWIFT IMPLEMENTATION

Receive

- Account info and statements in BAI2 format (FIN and FileAct)
- Lockbox and ACH data files (FileAct)

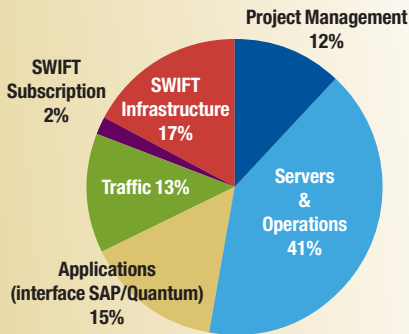
Send

- Treasury payments (FIN)
- Payments files—wires, ACHs, checks & FX payments (FileAct)

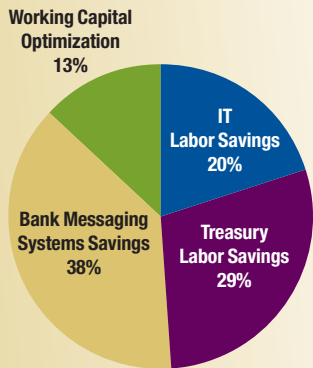




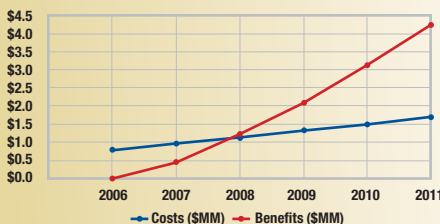
Investment Components



Benefits Components



Breakeven Analysis



THE COST / BENEFIT

DuPont is realizing its objectives of straight-through processing and a single global financial messaging platform.

Implementation and ongoing costs include

- Project management and operational costs— time required to establish the infrastructure, connections and system interfaces (SAP and Quantum) and manage the server environment
- SWIFT costs—including subscription, infrastructure and FIN and FileAct traffic.

Benefits include

- IT labor savings — reduced infrastructure maintenance for lines, connections, translations, etc.
- Treasury labor savings — business process improvement relative to global centering activities result in avoidance of headcount increases
- Retirement of bank messaging systems— 25 over two to three years
- Working capital optimization—improved visibility to cash globally will enable DuPont to more efficiently manage the concentration and disbursement of funds

“Now that we have the pipe in place (access to SWIFT), it is just a matter of pushing whatever we can through it.”

—DUPONT GLOBAL TREASURY IT MANAGER

The business case resulted in a net benefit of \$ 2.5 million and ROI of 203% over 5 years, and a payback in 3 years.

With the infrastructure in place, benefits will continue to increase as messaging volumes increase, the scope of DuPont’s use of SWIFT expands and Treasury can focus on more strategic initiatives.

THE CONCLUSION

With the implementation of SWIFT, DuPont has achieved a paradigm shift in Treasury operations. Resources will no longer be tied down by managing a multitude of bank connections and data loads. DuPont has and will continue to realize cost benefits from automation and the adoption of a single messaging platform. Timely integration of account information improves global visibility of cash resulting in financial benefits. The company now has a scalable platform to support its growth objectives.

The above analysis was performed by Treasury Strategies, Inc. during the second quarter of 2007. For more information on this case study, please contact Treasury Strategies at: info@TreasuryStrategies.com or your local SWIFT office.

About Treasury Strategies, Inc.

Treasury Strategies, Inc. is the leading Treasury consulting firm working with corporations and financial institutions. Our experience and thought leadership in treasury management, working capital management, liquidity and payments, combined with our comprehensive view of the market, rewards you with a unique perspective, unparalleled insights and actionable solutions.