

Member/Concentrator connectivity model

*Connectivity services provided by members
to new low-volume users*



*Build new services
on your existing
SWIFT infrastructure
Use SWIFT with
minimum effort*

Benefits

- For SWIFT members:
Provide your customers with new services
Turn your SWIFT connection into a revenue source
- For end customers:
Use SWIFT with minimum effort
Reduce your total cost of ownership

The Member/Concentrator connectivity model provides a cost effective way for SWIFT members to provide SWIFT access to smaller institutions.

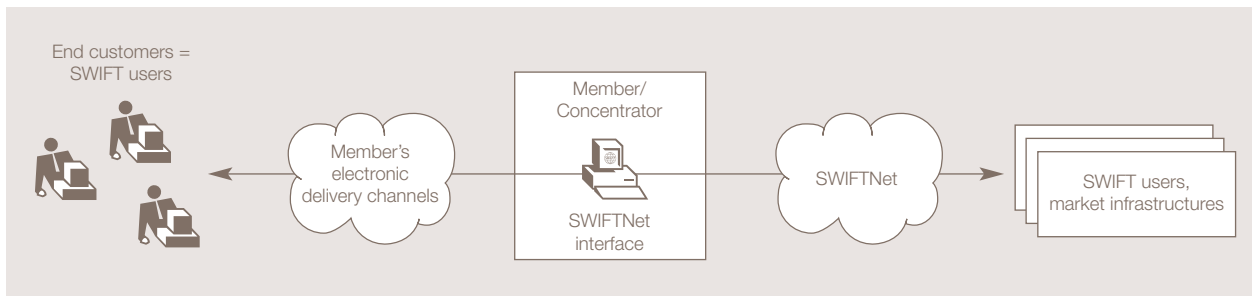
A core value of SWIFT is its worldwide network of financial institutions. This connectivity model offers an easy, low cost way for smaller institutions to communicate through SWIFT, while providing existing SWIFT members with the opportunity to provide new value added and scalable services to their customers with limited capital investment.

Some key applications include corporate connectivity either via the MA-CUG or SCORE models, institutions providing smaller institutions with international payments services, and small messaging volume customers.

Benefits for SWIFT members:
Turn your connection into a revenue source

Larger SWIFT members with their SWIFTNet infrastructure already in place can reuse it to provide new value-added business services based on SWIFT to their end customers, creating a new revenue source that is scalable, maximises straight-through processing, and can provide impressive returns on limited upfront capital investment.

Member/Concentrators offer unique business services, including assisting the end customer in joining SWIFT and ordering SWIFT products and services, receiving end customers' SWIFT invoices, with freedom as to how they charge end customers, and helping with basic service requests.



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Incentives to concentrators

SWIFT offers Member/Concentrators a reduction on items ordered on behalf of end customers: BIC registration, logical terminal, SWIFTNet PKI, shared security officers, and additional destinations in the case of SWIFTAlliance Access users.

Standard message pricing applies and there is no aggregation of end-user traffic with that of the concentrators. There is no minimum invoice per end customer and the concentrator receives all invoices. End customers do not need to buy a User Handbook license as they are able to access their concentrator's SWIFT also offers concentrators a commitment scheme whereby additional incentives are available upfront according to commitments on numbers of serviced end customers.

Requirements

The concentrator must be a SWIFT shareholder and may use a Service Bureau for technical connectivity.

Reductions on one-time fees start as of five customers. Annual fees are progressively discounted as of 25 customers in accordance with the size of the service.

End customers join SWIFT in their own name in following normal admission procedures, and receive their own BIC8 for their messaging.

Member/Concentrators can service any customer except those whose traffic they are already aggregating.

Benefits for end customers:

Use SWIFT with minimum effort and reduce the total cost of ownership

While their messaging volumes are limited, small institutions can realise tangible and immediate gains in efficiencies in being able to send messages over SWIFTNet.

The Member/Concentrator model facilitates their use of SWIFT since it is the concentrator that takes care of SWIFT administration, connectivity and the transformation of transactions into SWIFT messages on behalf of its end customers.

This way of connecting can significantly reduce the total cost of ownership and risk for smaller users, as well as providing a fast track to using SWIFT.

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