



## SWIFT Certified Specialist

# Consultancy for Trade and Supply Chain Finance Track Criteria

This document introduces the framework of the SWIFT Certified Specialist programme in the scope of consultancy for trade and supply chain finance. This programme aims to certify specialists of consultancy firms (that are also SWIFT registered providers) in order to develop the trade and supply chain segment.

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# Preface

## Purpose of the document

This document introduces the framework of the SWIFT Certified Specialist programme in the scope of consultancy for trade and supply chain finance. It supplements the [SWIFT Certified Specialist Programme Overview](#), which contains important terms and conditions pertaining to the Certified Specialist Programme, including the Consultancy for Trade and Finance programme.

This programme aims to certify specialists of consultancy firms (that are also SWIFT registered providers) in order to develop the trade and supply chain segment.

## Audience

This document is for registered providers and their relevant employees in cases where such registered providers are management consultancy firms with a recognised practice in trade and supply chain finance and a significant established customer base.

## Significant changes

The following table lists all significant changes to the content of the *SWIFT Certified Specialist - Consultancy for Trade and Supply Chain Finance Track Criteria* since the February 2016 release. This table does not include changes that SWIFT makes to improve the usability and comprehension of the document.

New information	Location
Information about SWIFTSmart	<a href="#">Certification</a> on page 6

## Related documentation

- [SWIFT Partner Programme Terms and Conditions](#)
- [SWIFT Certified Specialist Programme Overview](#)

# 1 Introduction

## 1.1 Scope of the SWIFT Certified Specialist - Consultancy for Trade and Supply Chain Finance

### Overview

This programme aims to define a framework that enables consultancy firms and SWIFT to develop the Trade and Supply Chain market, focusing on the following businesses:

- Letters of Credit, Demand Guarantees, and Bank Payment Obligation, including Trade Services Utility
- MT 798 Proprietary Message standards as well as ISO 20022 standards

### Target audience

This programme is designed for registered providers and their relevant employees in cases where such registered providers are management consultancy firms with a recognised practice in Trade and Supply Chain.

Eligible registered providers provide independent consultancy services free of any competing business motivation when advising clients on their trade business. Consequently, software vendors or service bureaux with a consulting offering cannot participate in this programme.

### SWIFT to determine eligibility

The determination of which registered providers and individuals will be eligible to participate and seek certification in this programme rests within the sole discretion of SWIFT. While the nature of the registered provider's business is relevant in determining whether selected employees may seek certification, ultimately the certification pertains to the individual, not the registered provider.

## 1.2 A Win-Win-Win Programme

### Benefits for customers

The benefits of the programme are intended to be as follows:

- The programme aims to give customers the ability and confidence to select people with the right knowledge and experience in the relevant SWIFT-related area.
- The programme seeks to assure that business consultants are adequately knowledgeable about trade business (Letters of Credit, guarantees, Bank Payment Obligation (including Trade Services Utility), MT 798 and ISO20022 standards), and can therefore provide quality advice to corporates and their banks.
- The programme aims to provide quicker and higher Return on Investment, thanks to the expertise provided at each step of project implementation.

### **Benefits for registered providers and their Certified Specialists**

The benefits of the programme are intended to be as follows:

- The Certified Specialists receive formal recognition of SWIFT and are listed on the SWIFT website.
- The programme helps position the certified consultants of the registered provider as thought leaders in trade and supply chain.

### **Benefits for SWIFT**

The benefits of the programme are intended to be as follows:

- Market awareness is an essential component of the Bank Payment Obligation sales model. SWIFT benefits from additional communication channels that accelerate adoption of its offering.
- Certified consultants assist corporates in taking full benefit from the Bank Payment Obligation/MT 798 offering and positively influence the volume of traffic being put on the SWIFT network (through the Trade Service Utility).

## 2 Certification Process

### Introduction

The SWIFT Certified Specialist - Trade and Supply Finance proposes an approach starting from an assessment of the business opportunity and ending with the certification of business consultants.

## 2.1 Entry Conditions

### Requirements

To be entitled to apply for certification, a consultancy firm must first join the SWIFT Partner programme as a registered provider. Registration is on an annual basis, and entitles the consultancy firm to receive SWIFT-specific information.

## 2.2 Business Opportunity Assessment

### Objective

The registered provider and SWIFT assess the opportunity to explore business potential, and review the labelling framework.

### Aspects reviewed

As part of the process SWIFT also reviews the following aspects:

- the overall positioning of the company (such as the size, the number of employees, the consultancy offering)
- the registered provider offering on Trade and Supply Chain and any actual or potential customers of SWIFT
- the list of corporate clients and banks that would be targeted by the registered provider in the context of SWIFT Certified Specialist - Consultancy for Trade and Supply Chain certification (in different countries)
- the proposed candidates for the certification

### Decision to go ahead

At the end of this first step, both parties must indicate their interest and willingness to move further with the certification.

## 2.3 Certification

### Overview

Individual consultants must demonstrate their capability to explain SWIFT services and products and position the Bank Payment Obligation and MT 798 offering.

They must pass a certification interview. The consultants suitable for this certification are, generally, executive sales managers, project managers, and SWIFT specialists.

## Preparation for certification

### SWIFTSmart overview

SWIFTSmart is an interactive, cloud-based training service that offers a large variety of courses for different levels of knowledge. The courses contain exercises and quizzes and are available in multiple languages. The SWIFTSmart catalogue provides a list of courses that are organised into the following learning tracks:

- New to SWIFT
- Work with messages
- Secure your operations
- Administer your system

SWIFTSmart is accessible from the desktop or from a mobile device. No installation is required.

It is available to all connected SWIFT users and registered providers

To prepare for the certification interview, SWIFT recommends that the consultant completes the Trade Related courses . Private training courses for advanced levels are also available.

The study material provided by SWIFTSmart can be complemented with information available on Trade Finance pages of [www.swift.com](http://www.swift.com) > Our Solutions > Corporates > [Drive trade digitisation](#).

### Certification interview

The test is based on an interview (by phone or face-to-face) and lasts 90 minutes.

The certification interview is structured around the following aspects of the Bank Payment Obligation and MT 798 offering:

- Positioning of the offering
- Knowledge of the concept
- Functioning of the solution
- Involvement of the different actors
- Benefits of the solution

The candidate must be able to demonstrate a solid understanding of the business around Bank Payment Obligation and MT 798, as outlined above.

For the successful candidate, the certification cycle ends with the delivery of the SWIFT Certified Specialist label.

### Certification renewal

The certified consultants must renew the certification on a yearly basis. It is at SWIFT's sole discretion to determine the content of the requirements for recertification, as well as whether it is appropriate to offer recertification.

### Certification termination

Due to the significance of the nature of the particular registered provider's consulting business, SWIFT reserves the right to terminate certification in the event that either (1) the certified consultant no longer is employed by the registered provider for which he was working at the time of certification or (2) in SWIFT's opinion, the nature of the consulting business of the registered provider employing the certified consultant changes in a significant way.

## 3 Other Terms

Always refer to the [SWIFT Certified Specialist Programme Overview](#) and the for important additional terms relating to, among other things, liability limitations and exclusions that apply.



# Legal Notices

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