

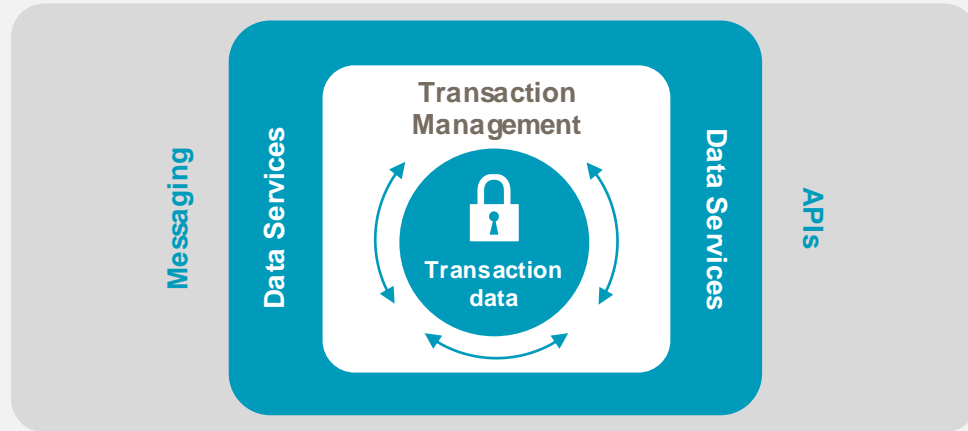


# Platform Partners

Third party complementors to SWIFT's API Platform

May 2022

## SWIFT is building a state-of-the-art platform...



### Our platform will evolve to manage transactions end-to-end and deliver new capabilities

- End-to-end transaction integrity
  - Backward compatibility
- Rich and open ecosystem

## ...unlocking business benefits for the community



Provide better services to end customers



Extend services into new market segments



Reduce cost and investment levels

**Q1 2022:** Platform ready for customer testing

**H2 2022:** Platform go-live



SWIFT is re-focusing its relationships with third parties toward three new categories of partnerships to **grow, diversify** and **transform** our business

## Strategy

Focused, collaborative relationships which are required to provide an end-to-end solution or enter a new market, and have a significant operating model impact on SWIFT.

The Strategic Alliances team of Matt Loos is driving these partnerships

## Delivery

Building closer ties with organizations as required to deliver our technology, drive innovation, empower alternative deployment options, and add speed/scale to SWIFT's wider offering.

The Innovation team of Tom Zschach is driving these partnerships

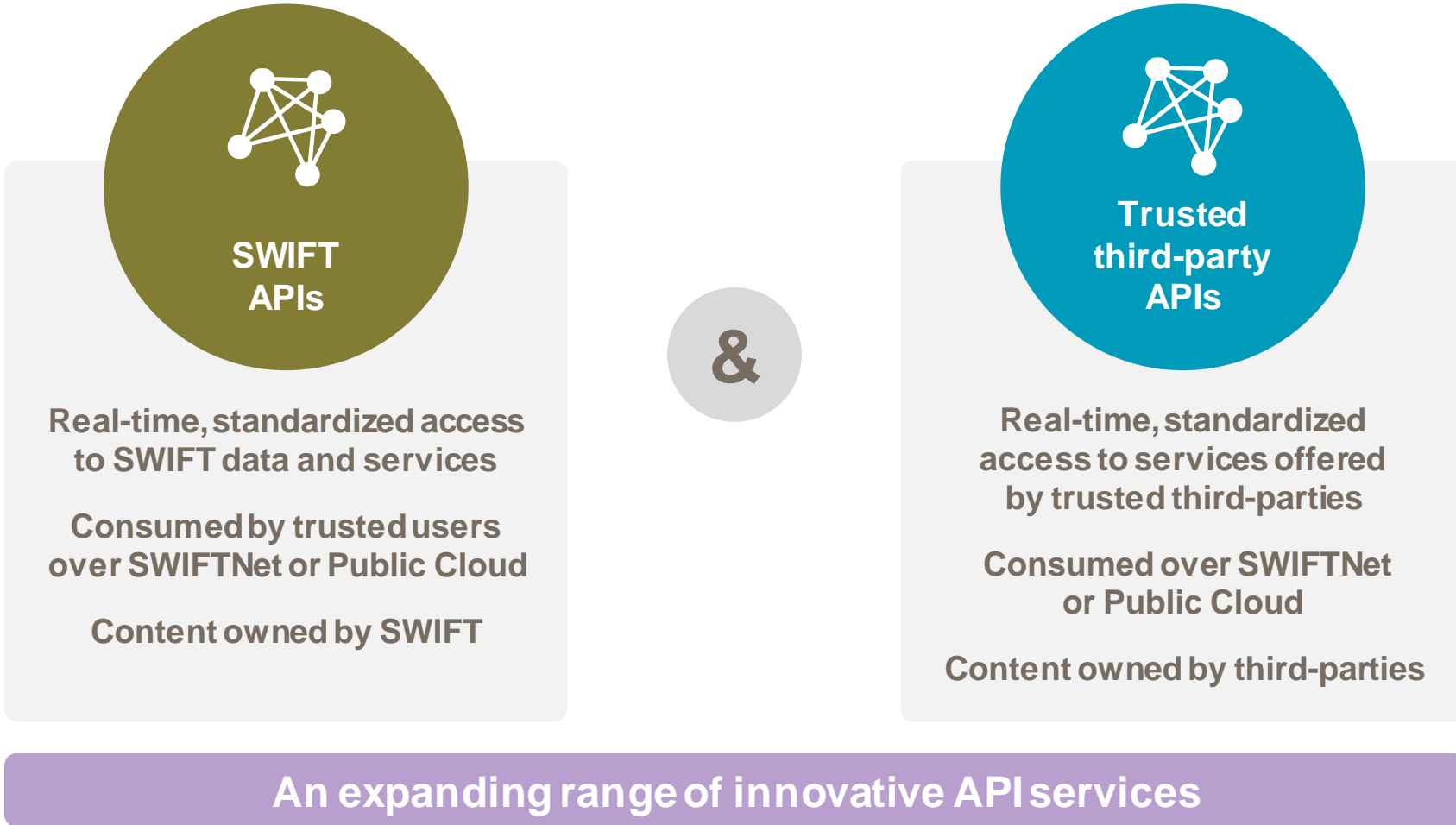
## Platform

Dedicated engagements with solution providers interested to build upon SWIFT's platform, and extend the value of our services, by innovating on top of SWIFT's services or adding new capacities, primarily using APIs and new technology.

The Complementors' squad of Gaby Sulbaran is driving these partnerships

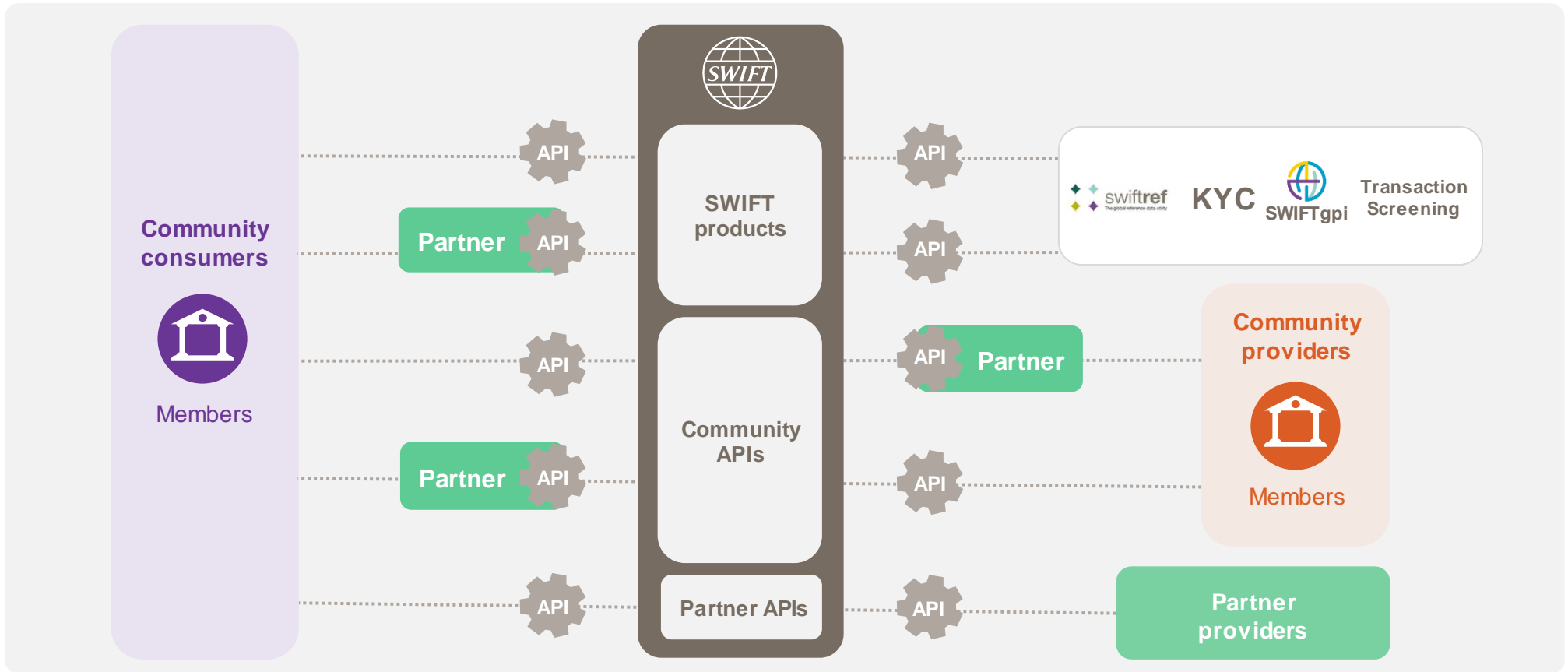


## Our growing API offer to the SWIFT community



# Complementors: extending the SWIFT platform's value through API-based partnerships

- More solutions (mash-ups)
- From trusted providers (accredited)
- Easy to adopt and onboard
- Better TM Positioning
- Increase SWIFT scalability
- Value-add for their solution offering
- SWIFT brand association / recognition
- Reach and monetization opportunities

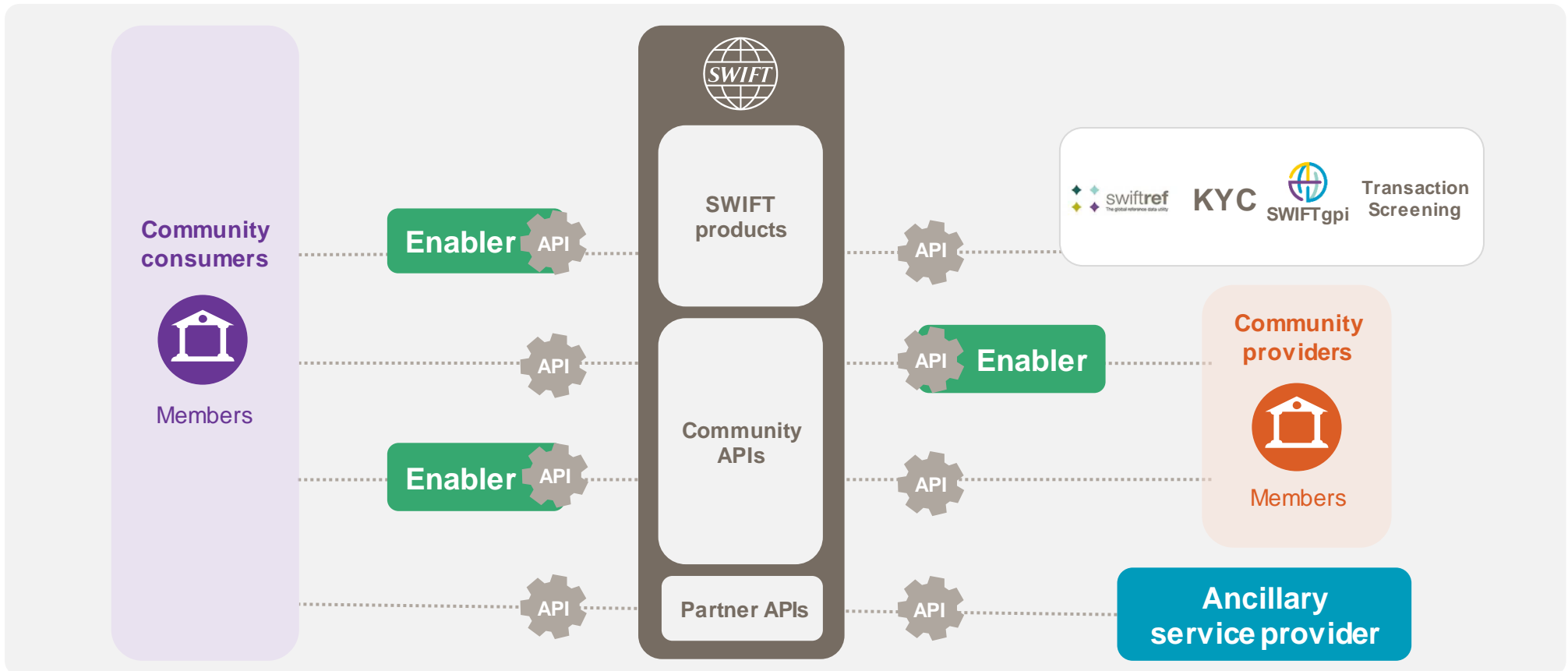


# Complementors: extending the SWIFT platform's value through API-based partnerships

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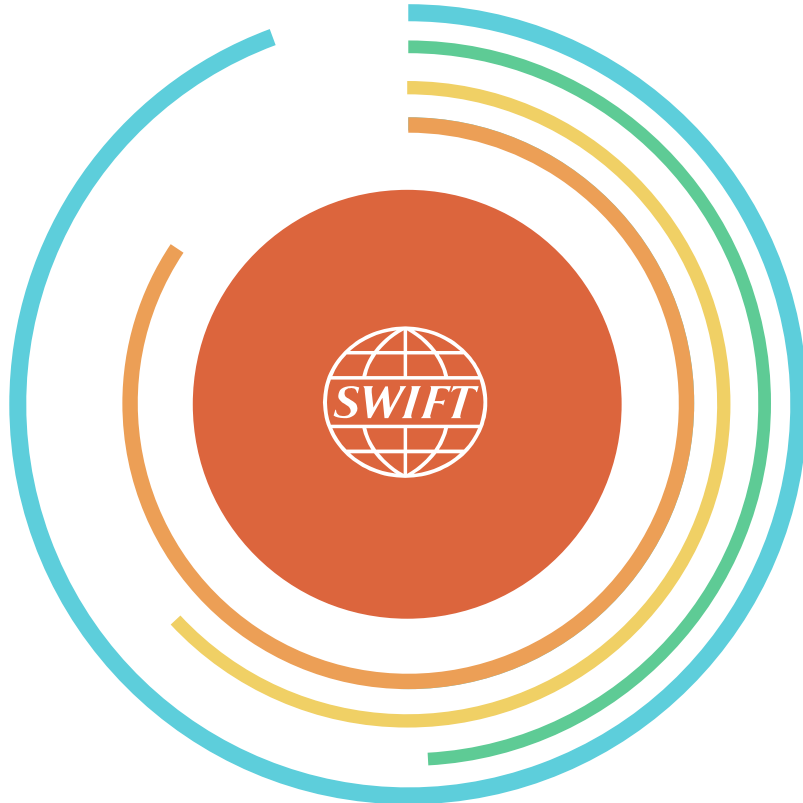
- Better TM Positioning
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- Value-add for their solution offering
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# SWIFT Platform Partner Programme

Creating and expanding the SWIFT platform ecosystem



Who can be a platform partner?

## Enablers

Embed SWIFT API services into your solution

eg: Payments Hub or TMS/ERP

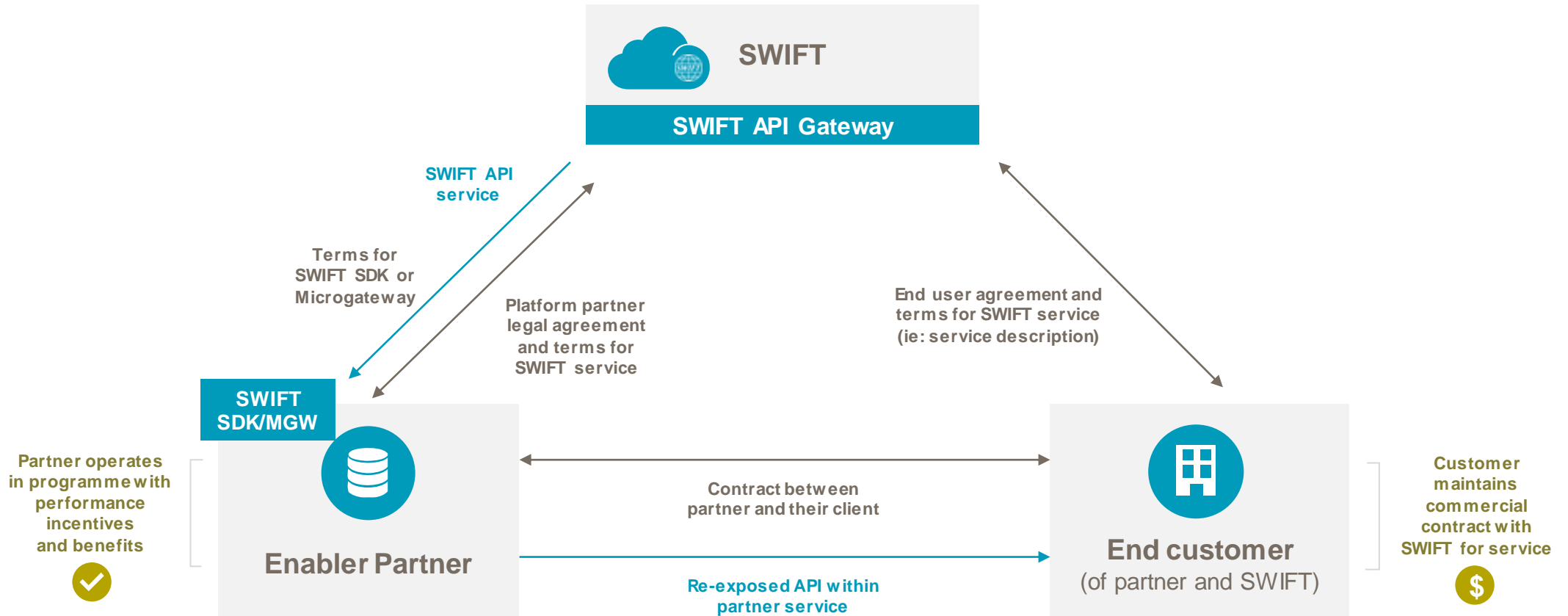
## Ancillary providers

Extend your API service to the global SWIFT community

eg: Trade Document Validation



# Enabler model: commercial, contractual and operational design





# Why become an Enabler?

Benefits of our new programme



## Build new product quickly

Build and monetize new products efficiently via SWIFT developer tools (eg: SDK)



## Incentives

Achieve reduction on programme fees as you grow the business



## Community access

Raise awareness through community events and being featured in our Platform Partner Portal



## APIs and sandbox

Access to API specific documentation and tailored API resources



## Effortless customer experience

Offer a streamlined technical integration and functional support to SWIFT members

# Programme requirements

## Partner commitments



### Visibility

Share with SWIFT your solution topology/architecture and/or business application details for accreditation



### Growth

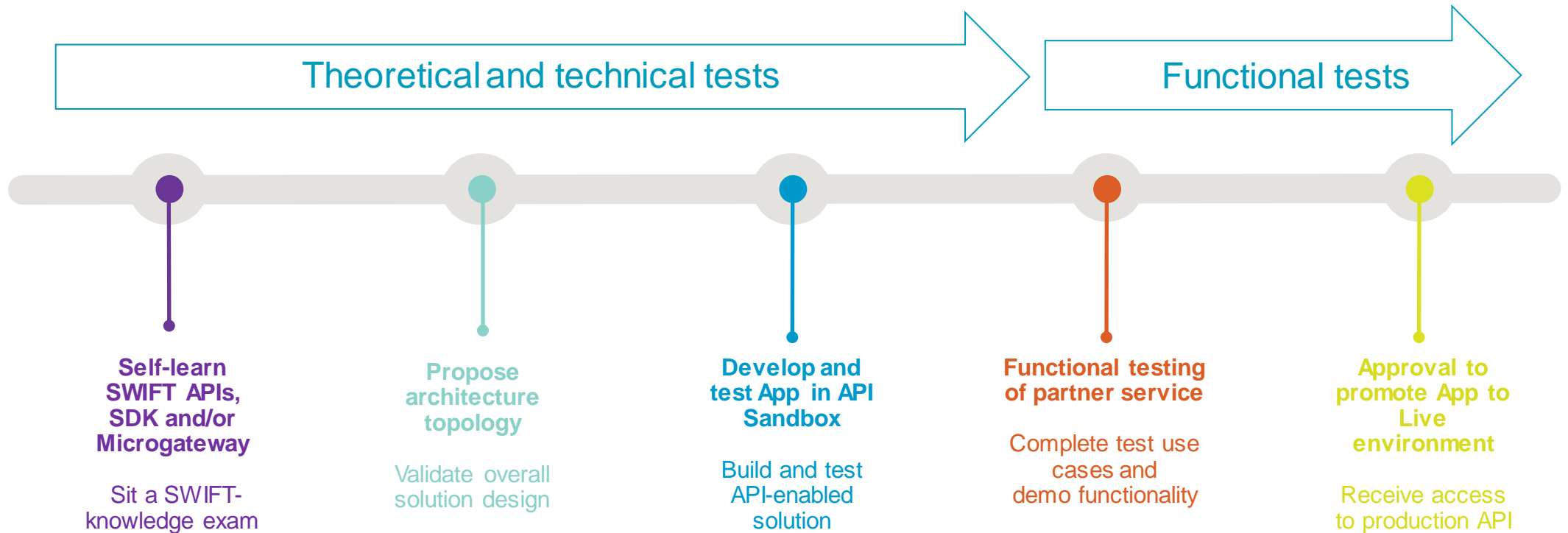
Agree on a go-to-market plan for SWIFT platform adoption, where achievements will lead to value-in-kind benefits and increased visibility



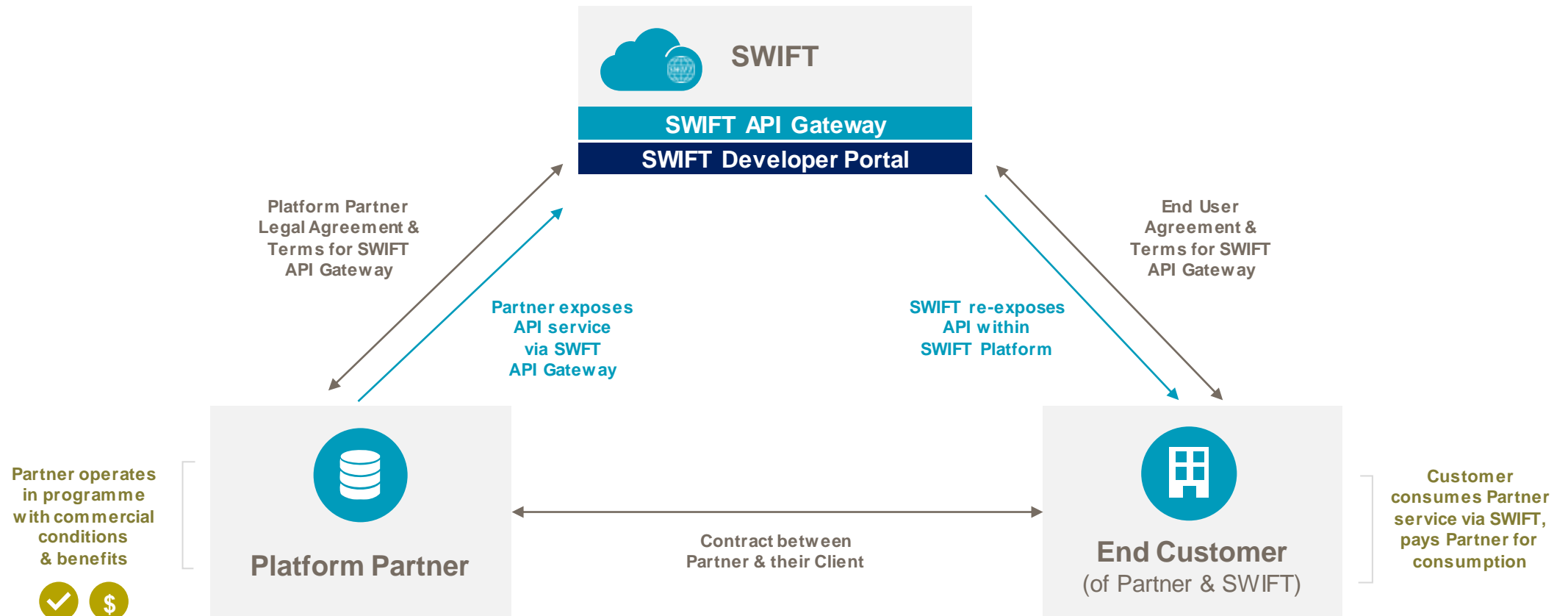
### Customer satisfaction & SLAs

Ensure the best quality experiences for our community

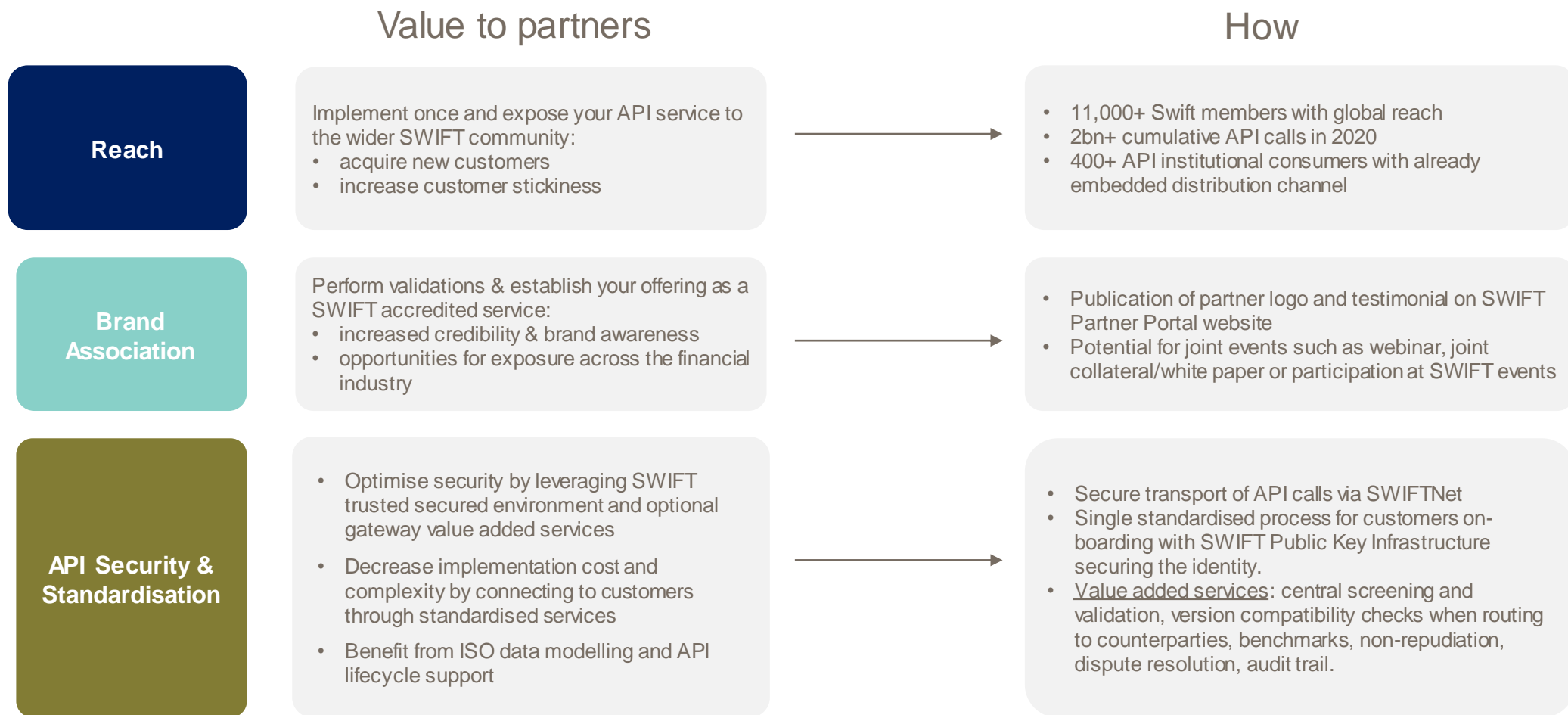
# Becoming an Enabler



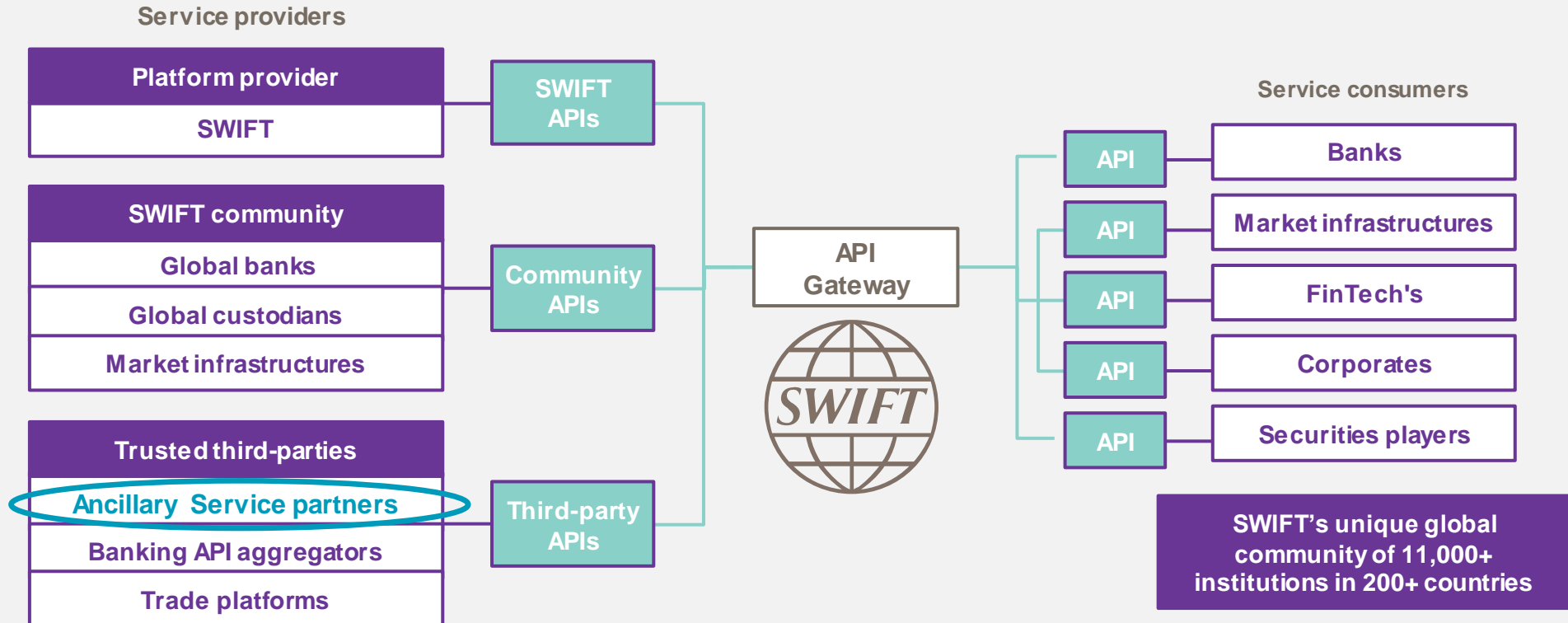
# Ancillary Service model: commercial, contractual, and operational design



# Ancillary Service (API Provider) Value Proposition



# Ancillary model positioned within our platform



# Partner Portal – your developer minded resource

Discover

**API Catalogue** (SWIFT APIs + Community APIs)  
**Use Cases** (Solutions, Benefits)

Learn

**API Documentation** (API specification, Release note)  
**Guides** (API flow guides, How-To guides)  
**Tutorials**

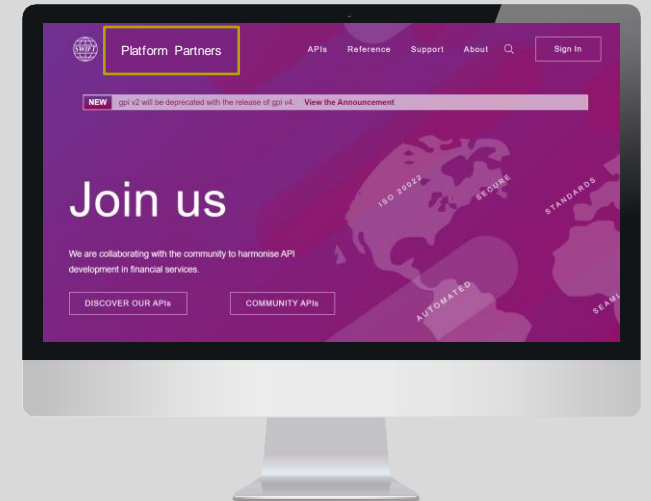
Integrate

**Manage App** (Create, Edit, Delete Apps)  
**API Sandbox** (Postman collections)  
**Developer Tools** (SWIFT SDK, SWIFT Microgateway)

Support

**Use case 1:** Solution architect from a technology provider is seeking a cross boarder payment solution and wants to see what SWIFT offers via API

**Use case 2:** Developer from a fintech wants to learn how to integrate the payment pre-validation API as they expand business into new markets



**LIVE** at [developer.swift.com/partners](https://developer.swift.com/partners)



# Resource index

[Platform Partner Overview](#)

[Platform Partner Portal](#)

[Enabler Programme Terms & Conditions](#)

[Provider Security Controls Framework](#)

[API Support Page](#)







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