

A photograph of a woman and a young girl sitting together, looking at a tablet. The woman is smiling and pointing at the screen. The girl is also looking at the screen. The photo is set within a large, irregular, light-orange shape on a darker orange background.

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## > Making a compelling case to join SWIFT

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## Objective of this session

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- **How** does SWIFT help achieve my strategic treasury objectives?
- **What** services can I expect from my banks over SWIFT?
- What are the **costs and benefits** of a SWIFT connection?
- How do I **implement** SWIFT?

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# Introducing the speakers

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## Strategy

**Dave Robertson**

Partner, Treasury Strategies

## Services

**Brian Wedge**

Executive Director, Treasury Services, J.P.Morgan

## Costs / Benefits

**Wim Raymaekers**

Senior Market Manager, SWIFT

## Implement

**Herve Postic**

Director at Utsit and Founder of Universwiftnet

> Dave Robertson

Partner

Treasury Strategies



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How does SWIFT help achieve my strategic treasury objectives?



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# Treasury wears many hats and increasingly plays a cross-functional role



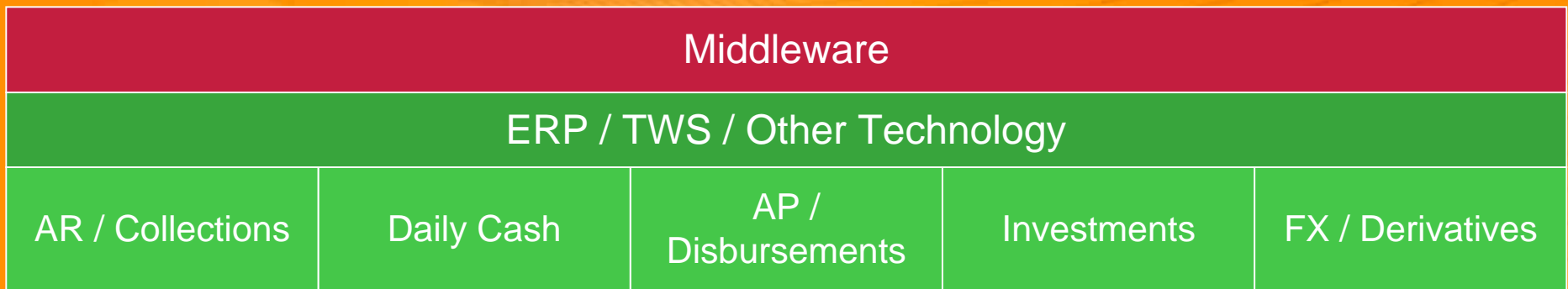
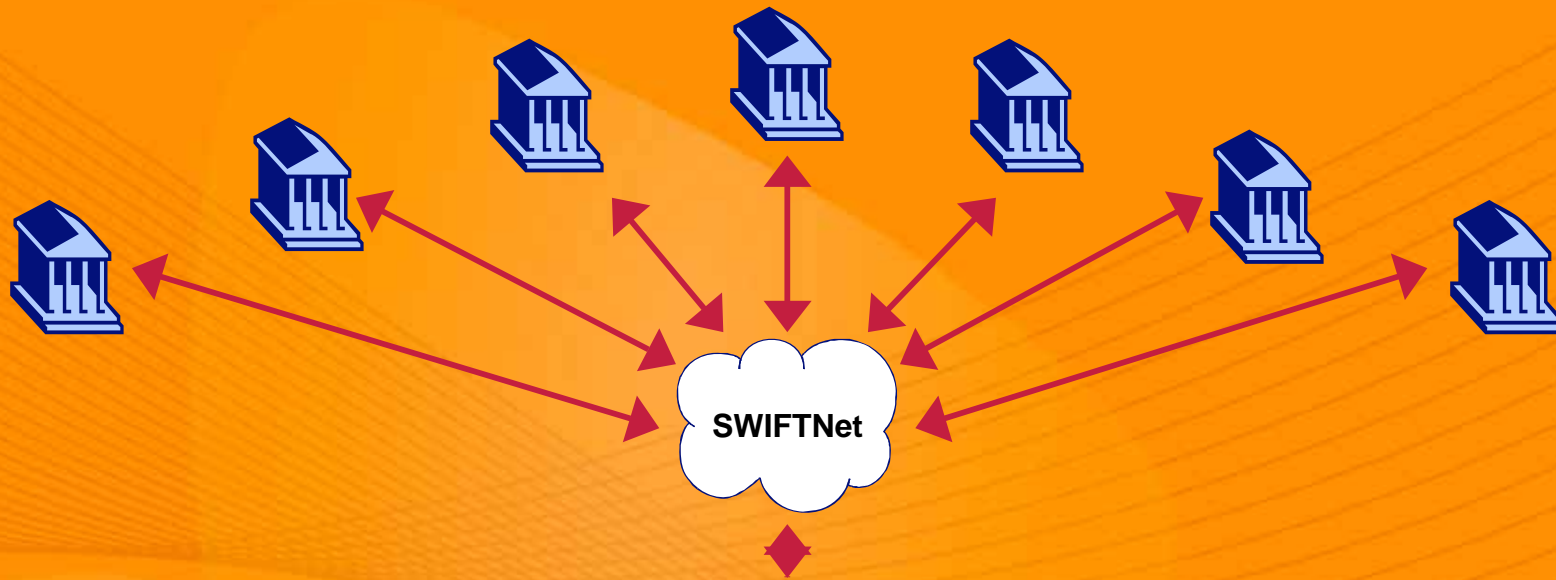
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# Treasury is automating even as its scope of responsibility expands

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# SWIFT is a central component of a Corporate Treasury's migration to "Treasury 3.0"



Automation, standardisation, simplicity, security

> Brian Wedge

Executive Director, Treasury Services  
J.P.Morgan



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What services can I expect from  
my banks over SWIFT?



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> Wim Raymaekers

Senior Market Manager  
SWIFT



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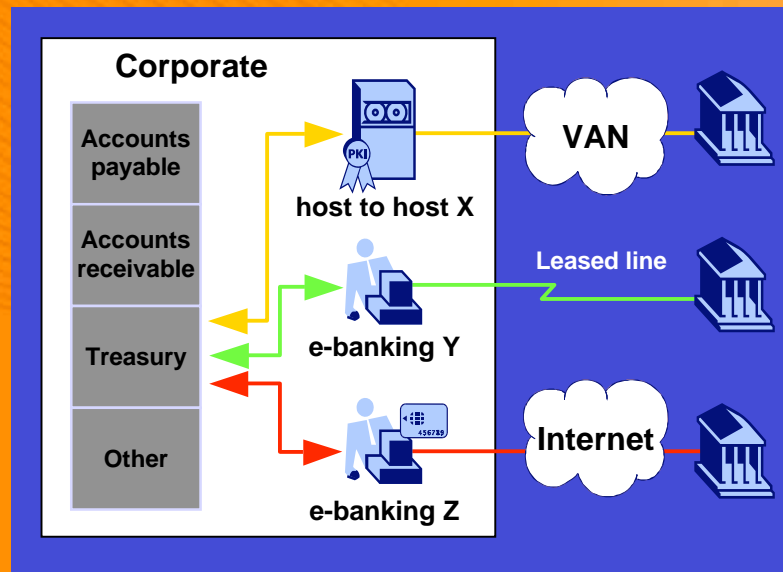
What are the costs and benefits of a SWIFT connection?



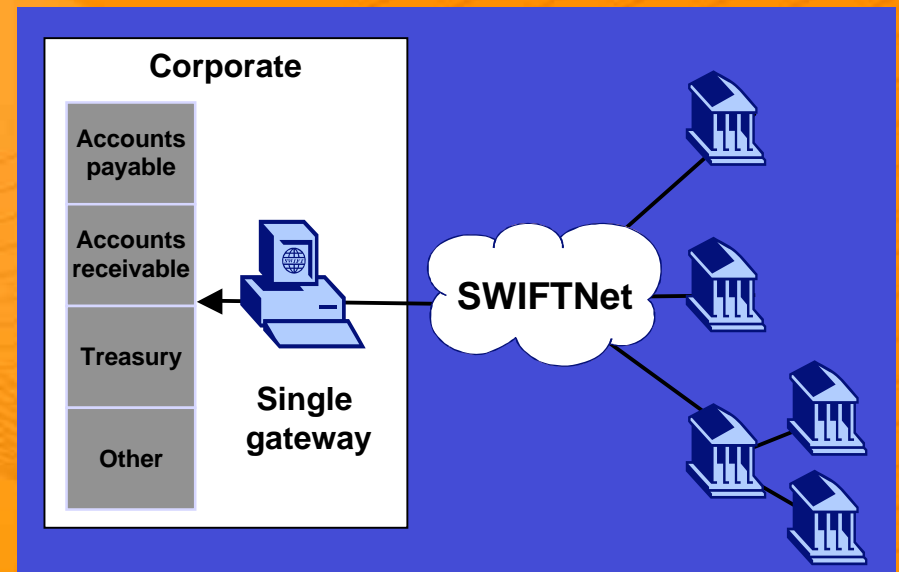
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# SWIFT as single gateway

## Before Multiple channels



## After Single gateway



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# Key benefits

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|                                       |   |
|---------------------------------------|---|
| <b>Funds visibility</b>               | <ul style="list-style-type: none"><li>• Obtain visibility on cash positions across various banks, to improve working capital</li></ul>  |
| <b>Cost savings</b>                   | <ul style="list-style-type: none"><li>• Rationalise multiple proprietary connections, all different</li><li>• Increase straight-through-processing and staff productivity</li></ul> |
| <b>Control, Security, Reliability</b> | <ul style="list-style-type: none"><li>• Better control on payment initiation</li><li>• Increase overall security and reliability</li></ul>  |
| <b>Compliance</b>                     | <ul style="list-style-type: none"><li>• Reduce administrative work to document bank communication processes (SOX)</li></ul>   |

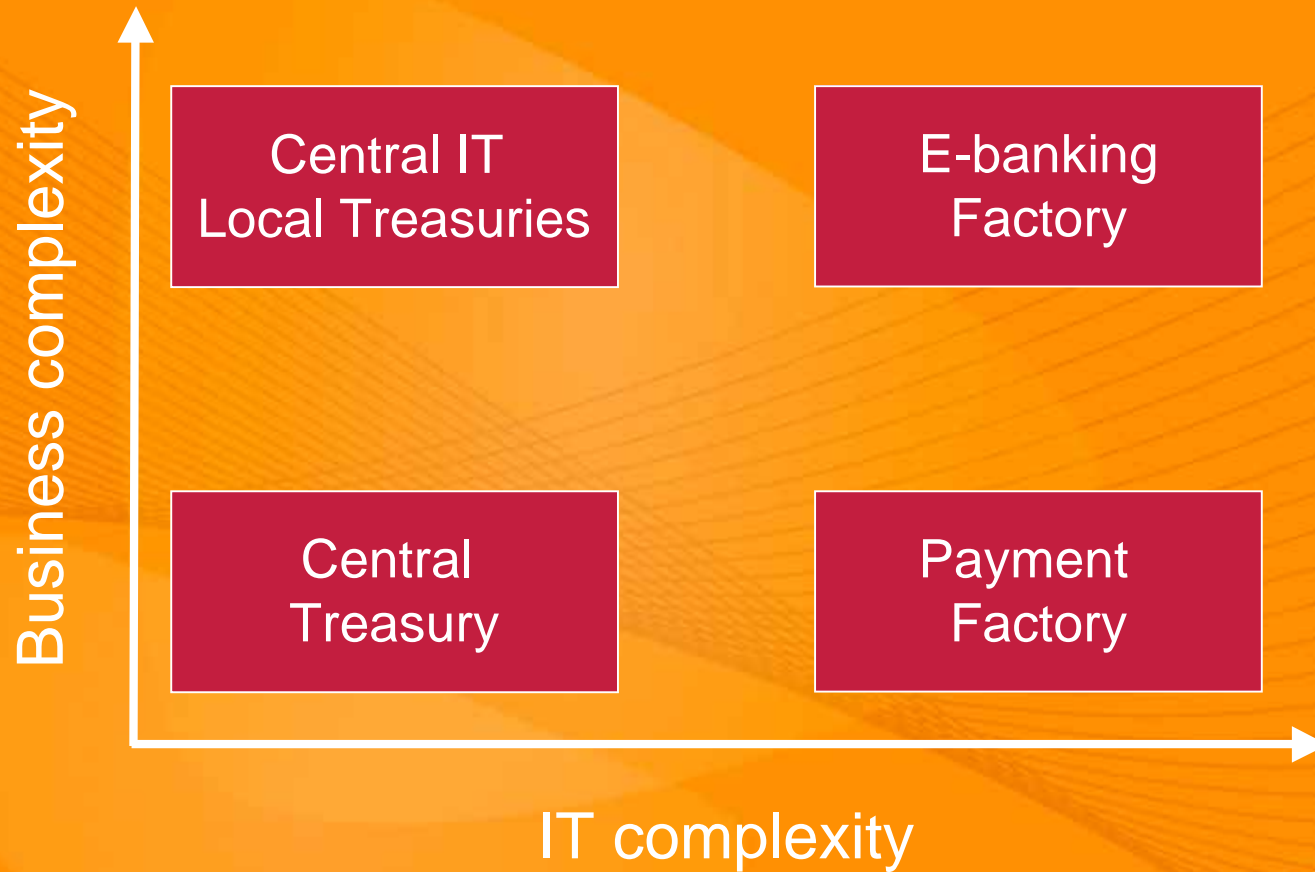
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# Costs

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|                  |   |     |
|------------------|---|-----|
| <b>SWIFT</b>     | <ul style="list-style-type: none"><li>• Joining</li><li>• Infrastructure</li><li>• Traffic</li></ul>                                  | 20% |
| <b>Non-SWIFT</b> | <ul style="list-style-type: none"><li>• Project</li><li>• Infrastructure &amp; operations</li><li>• Application integration</li></ul> | 80% |

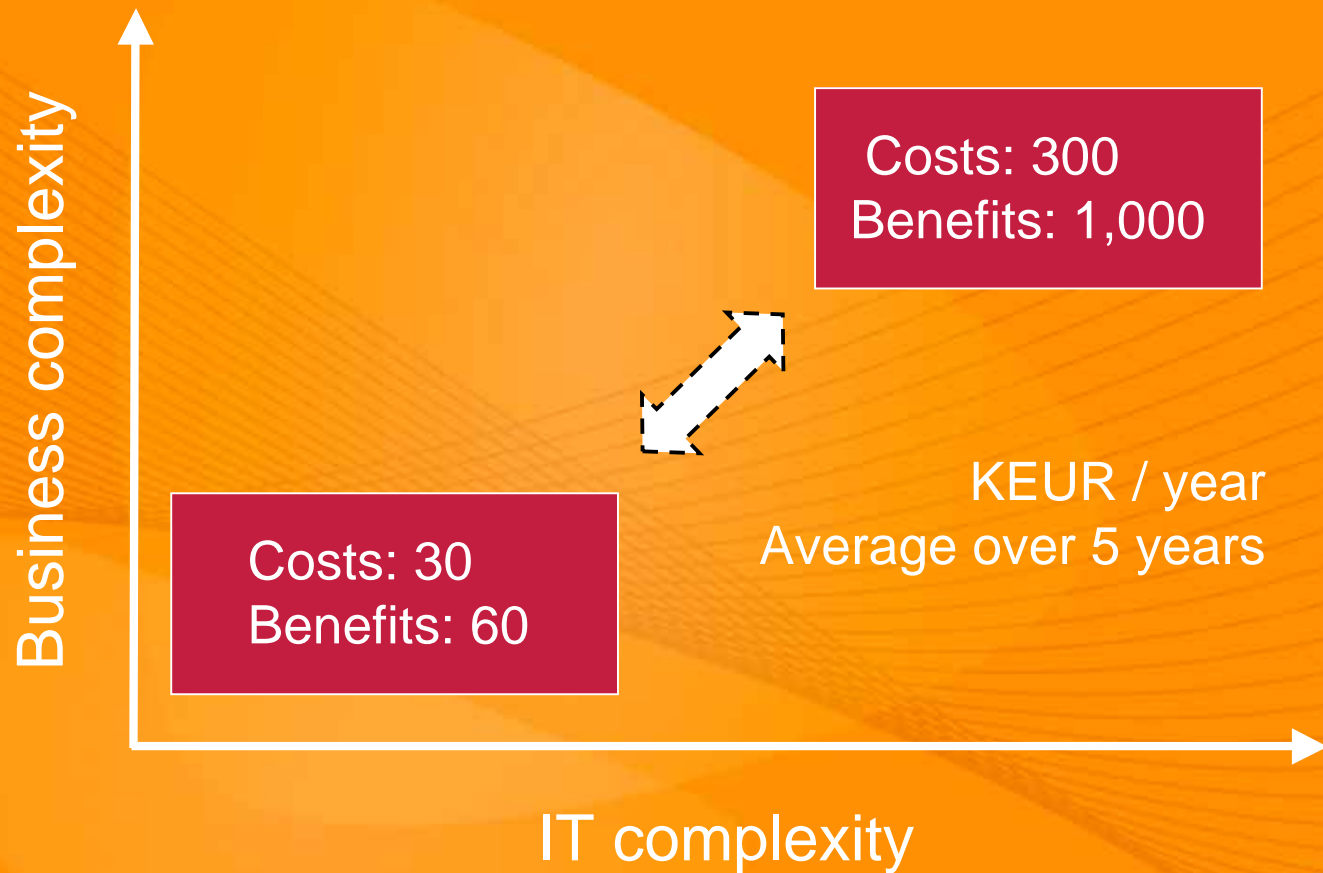
# Typical profiles



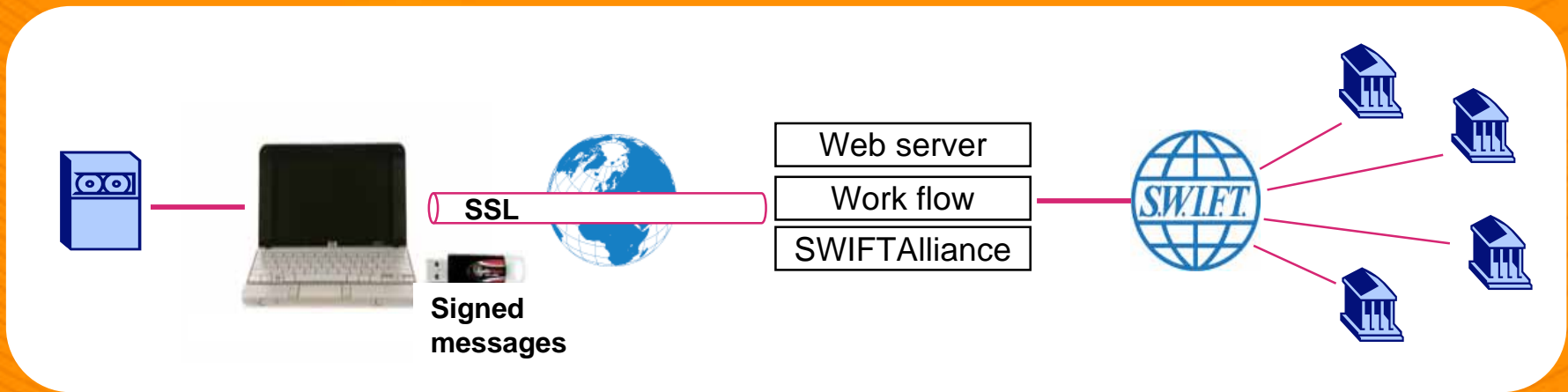
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Typical ROI: 200% - 300%

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# Alliance Lite



The only thing  
you need to  
connect to SWIFT



850 EUR/month

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# > Herve Postic

Director at Utsit and  
Founder of Universwiftnet

# How do I implement SWIFT?



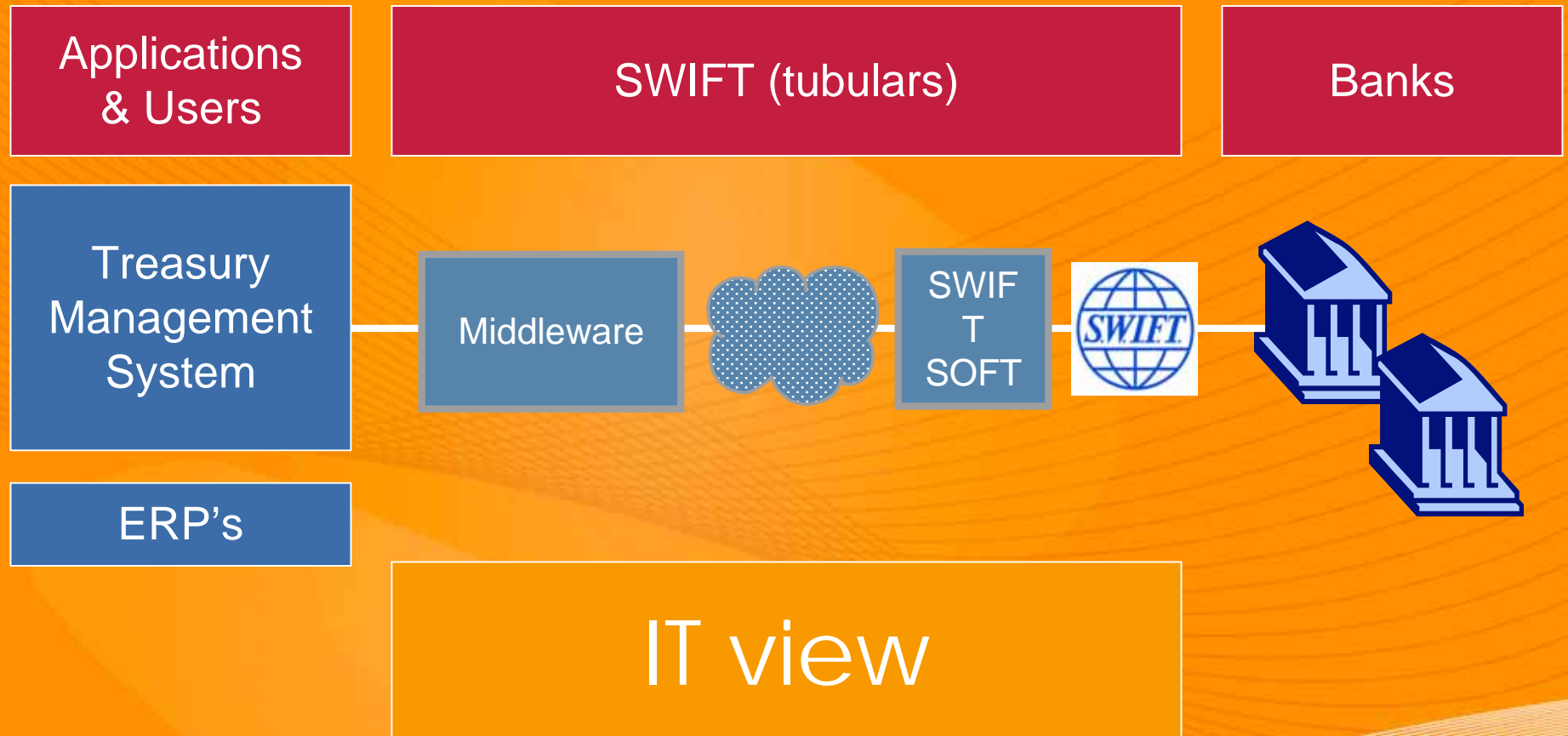
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# Typical connection



Treasurer view

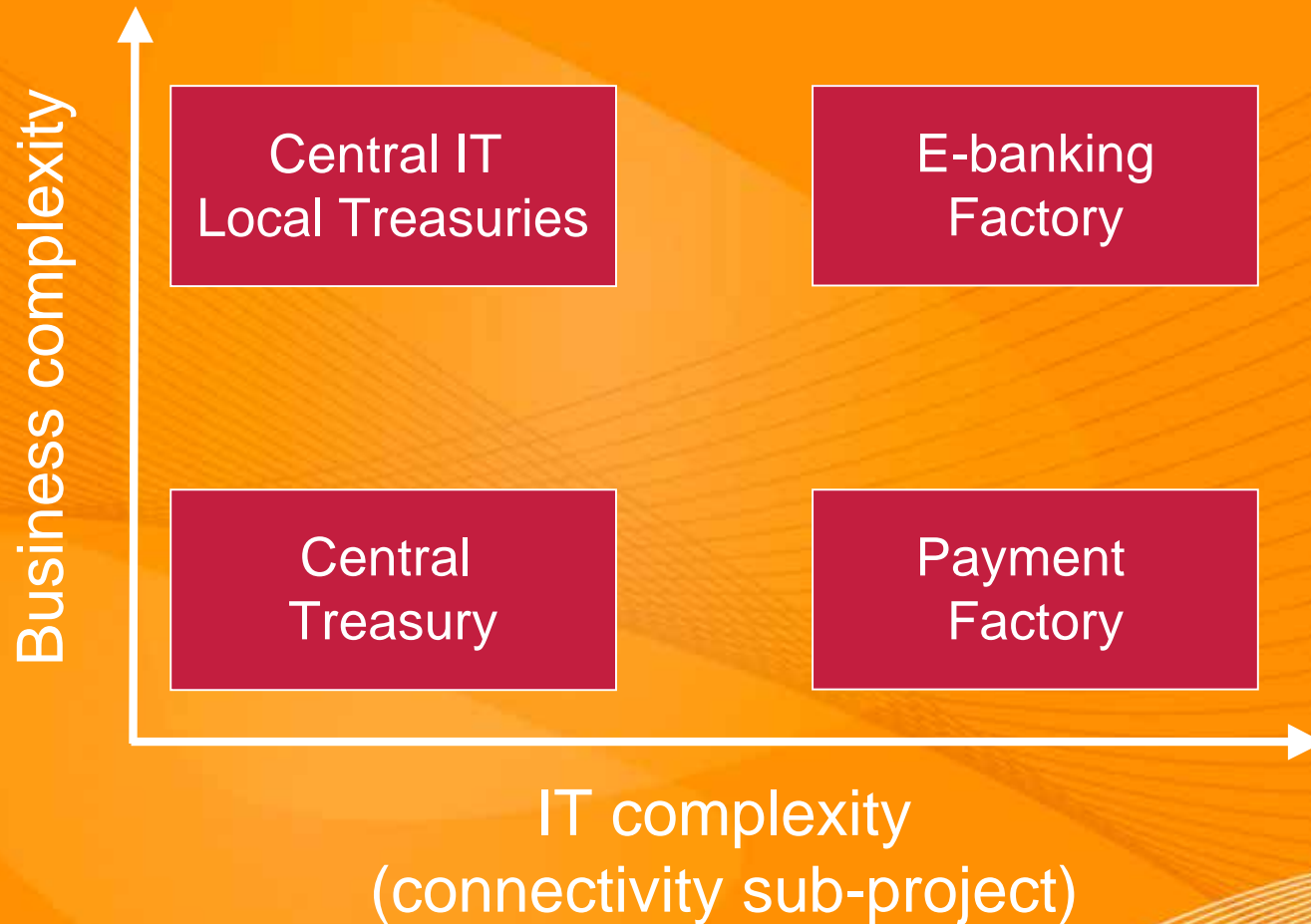
# Typical connection



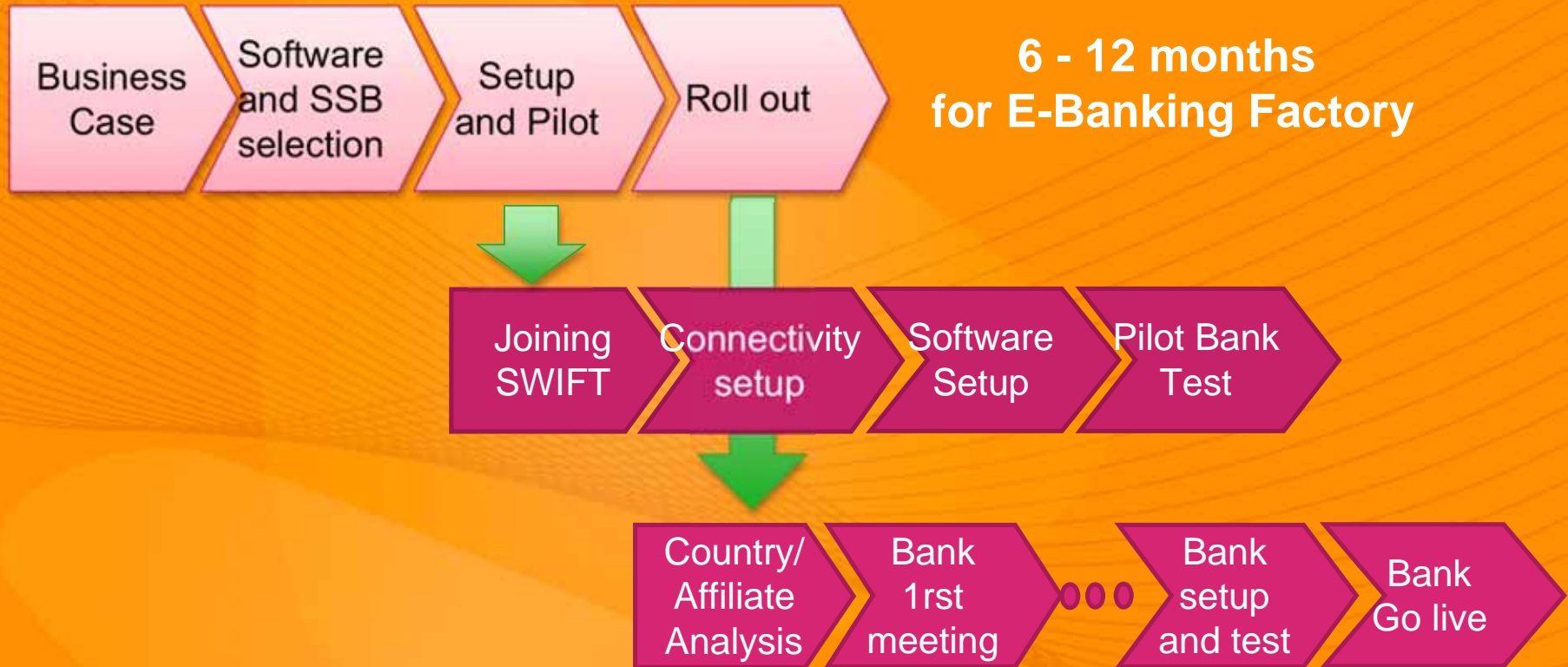
# Typical project profiles

| Central Treasury   | Central IT Local Treasuries  | Payment Factory  | E-banking Factory  |
|--|--|--|--|
| <ul style="list-style-type: none"><li>• High value Payments</li><li>• Intraday / advices</li><li>• Deal confirmation</li><li>• Account statement</li></ul> | <ul style="list-style-type: none"><li>• High value Payments</li><li>• Intraday / advices</li><li>• Account statement</li></ul> | <ul style="list-style-type: none"><li>• Low value Mass Payments</li><li>• Payment status</li><li>• Account statement</li></ul> | <ul style="list-style-type: none"><li>• Low value Mass Payments / High value</li><li>• Payment status</li><li>• Intraday / advices</li><li>• Account statement</li></ul> |
| <ul style="list-style-type: none"><li>• Few volumes</li><li>• Large number of counterparties</li><li>• Well known large banks</li></ul>                    | <ul style="list-style-type: none"><li>• Few volumes</li><li>• Large number of banks, some fully local</li></ul>                | <ul style="list-style-type: none"><li>• Large volumes</li><li>• Restricted number of banks</li></ul>                           | <ul style="list-style-type: none"><li>• Large volumes</li><li>• Large number of banks, some local</li></ul>  |

# Typical projects profiles



# Typical timeline



# 3 key recommendations

## Choose Your Partners

- **Software**
- **SWIFT Service Bureau / partner for installation**
- **Consultants**
- **Banks to start and pilot**

## Ask SWIFT Support

- **To choose your partners**
- **To ask banks for their readiness**
- **To manage adjustments during roll out**

## Read Documentation

- **SWIFT standards**
- **SWIFT For Corporates dedicated books**
- **Bank implementation guides**

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