



So you are finally a member, now what? A SWIFT project plan.

*SOFA 2009*

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17 March 2009



# So You're Finally a Member, Now What? A SWIFT Project Plan

March 17, 2009

Presented by:  
Michael Bosacco

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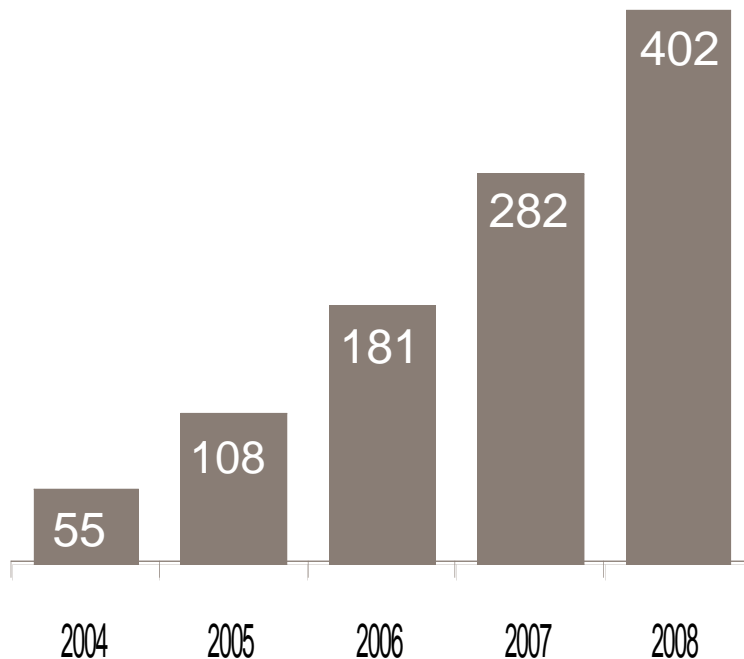
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# Corporates on SWIFT

## # registered corporates



## Profiles of corporates

- Geographic spread
  - EMEA, Americas, Asia
- Traffic
  - Americas leading generator
- Increasing number
  - Of smaller size (<1 bn EUR annual turnover)
  - With fewer banking relationships (even 1)
  - Using SWIFT for domestic transactions



Everything SWIFT

# Everything SWIFT

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## Getting to know SWIFT

### Definitions:

- SWIFT (generally speaking)
- SWIFTNet
- SWIFT BIC/BEI
- SWIFT Service Bureau
- SWIFT Member Concentrator
- SWIFT Service Provider
- SWIFT Private Infrastructure
- SWIFT Lite
- SWIFT Applications
- SWIFT.com
- SWIFTcommunity.net

## Getting to know SWIFT

### Definitions:

- SWIFT MACUG
- SWIFT SCORE
- SWIFT Solutions
- SWIFT Formats
- SWIFT Interface
- SWIFT Agreements



# How to Connect

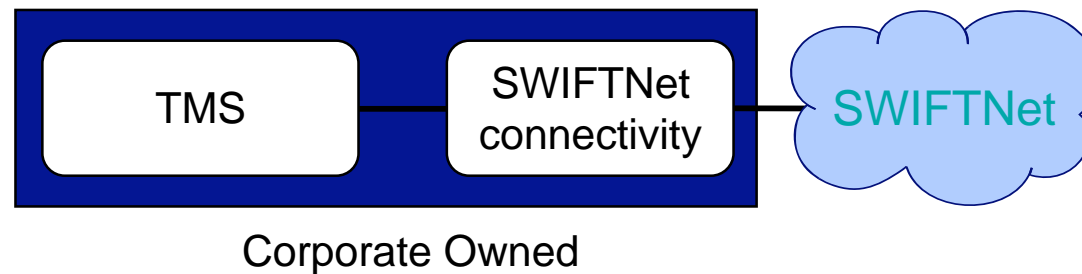
# How to connect to SWIFTNet?

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## A) Private infrastructure

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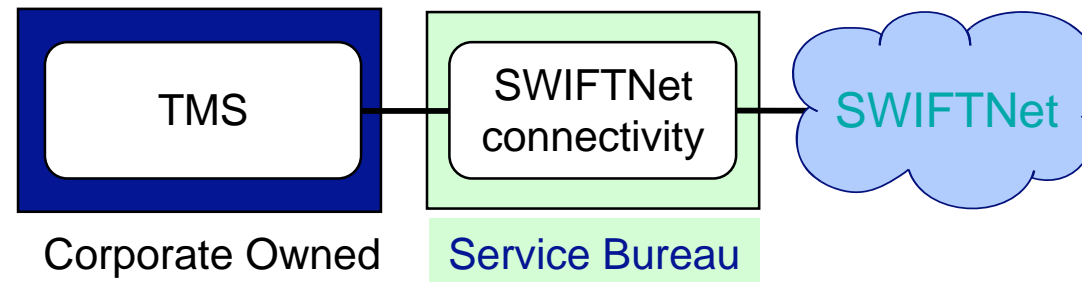
SWIFTNet connectivity infrastructure owned and operated by CORPORATE



## B) Shared infrastructure

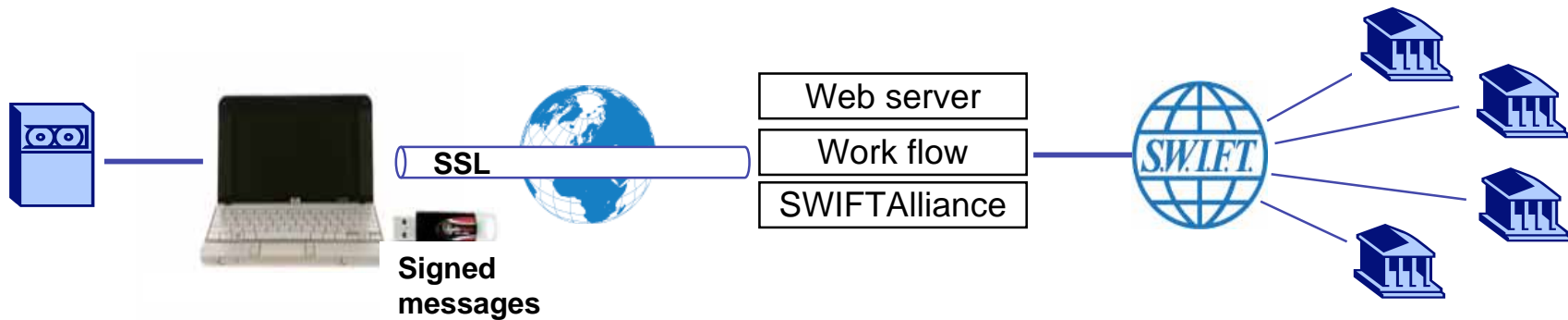
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SWIFTNet connectivity infrastructure owned and operated by THIRD PARTY



# Simpler and cheaper connectivity: Alliance Lite

- Simplified connectivity offering
- Accessible in a secure way
- Over the Internet (low footprint)
- For manual and automated operations
- At lower price



**Compliments Existing Direct and Indirect Connectivity**



# The Beginning

# The Beginning

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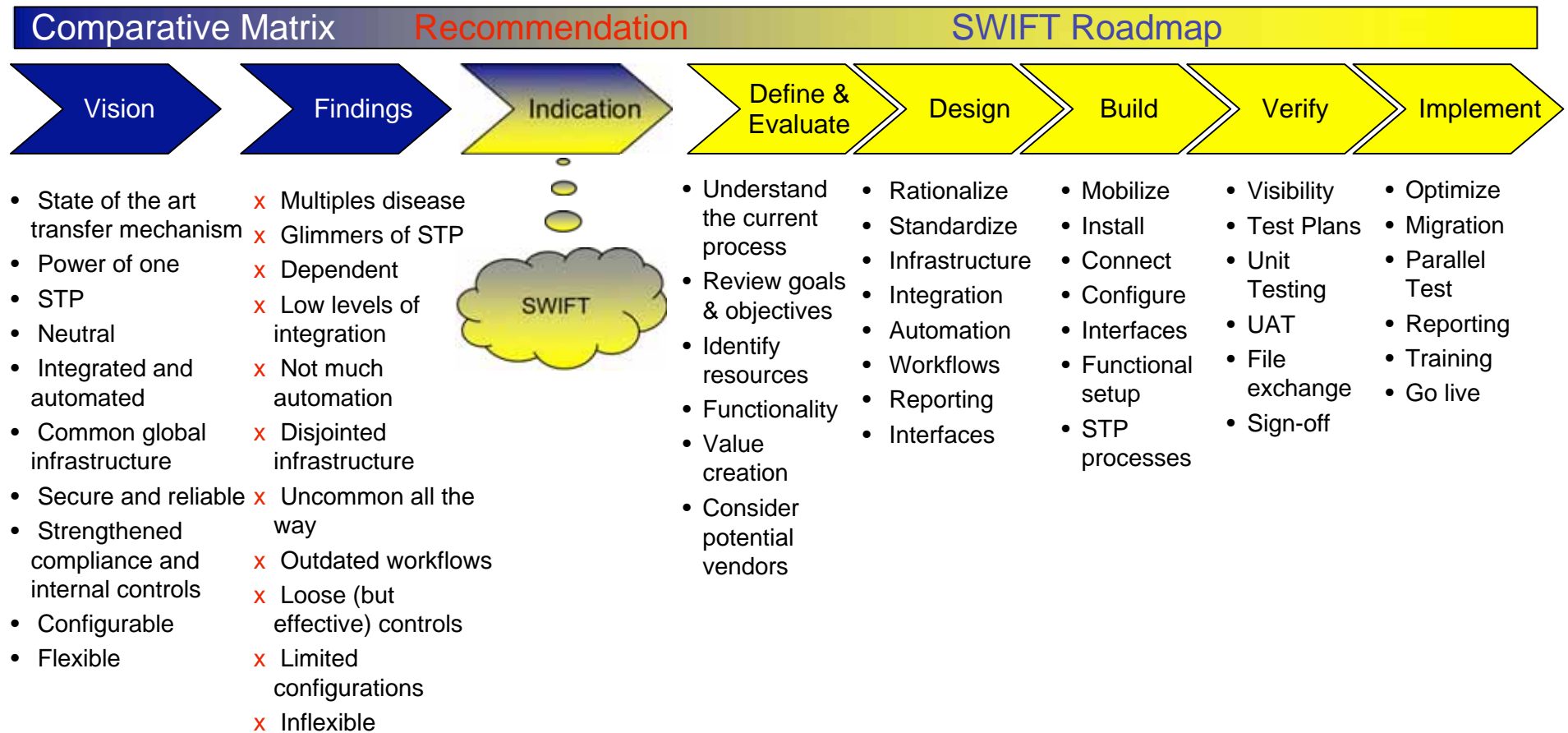
## First things First

- Join SWIFT
  1. Select BIC
  2. Complete e-forms
  
- Contact banking partners
  1. Legal
  2. Cost
  3. Services
  4. Formats
  5. List of accounts
  6. Timeline

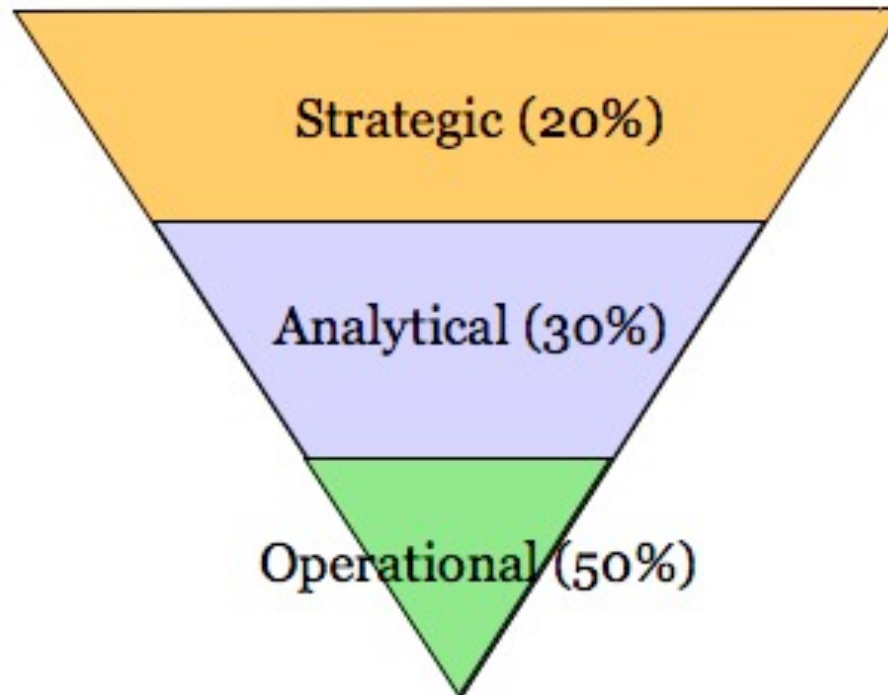
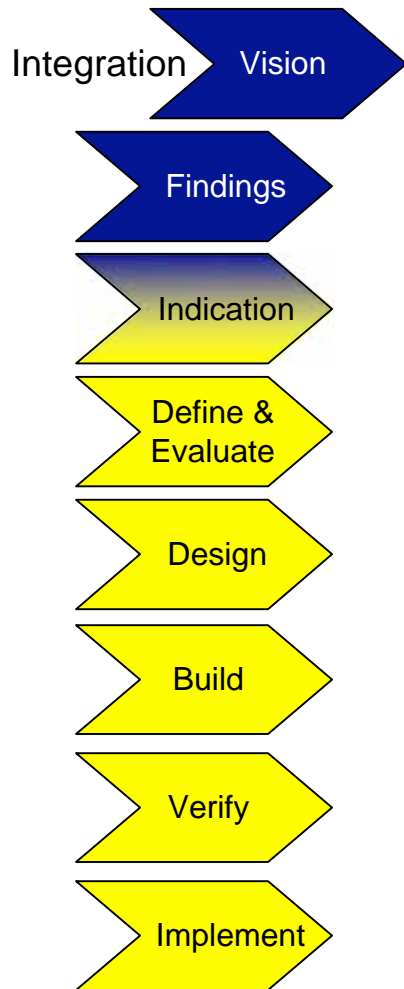


# Framing a Roadmap

# A Framed Roadmap - Integrating SWIFT with Treasury Technology

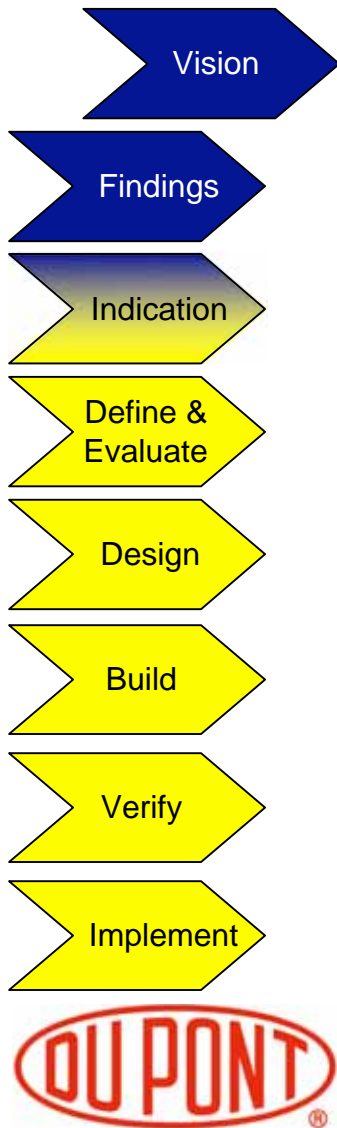


# Framed Roadmap: Vision



Distribution of time spent on tasks in a “best-practices” Treasury department.

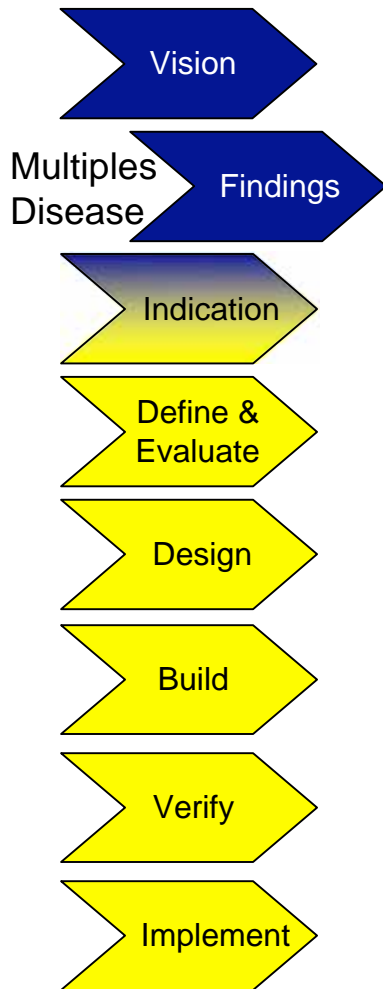
# Framed Roadmap: Vision



## DUPONT Vision

- One DuPont Approach
- Collaborative in Nature
- Significant Savings Realized
- Full STP
- Platform for Growth
- Strategy Aimed at Simplification

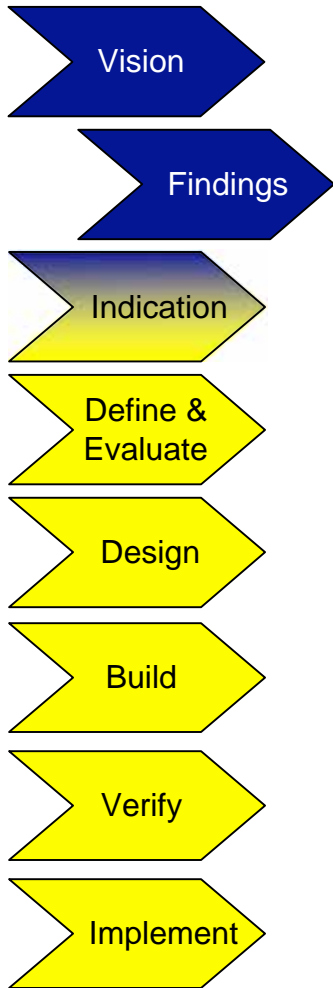
# Framed Roadmap: Findings



Distribution of time spent on tasks in a "typical" Treasury department.



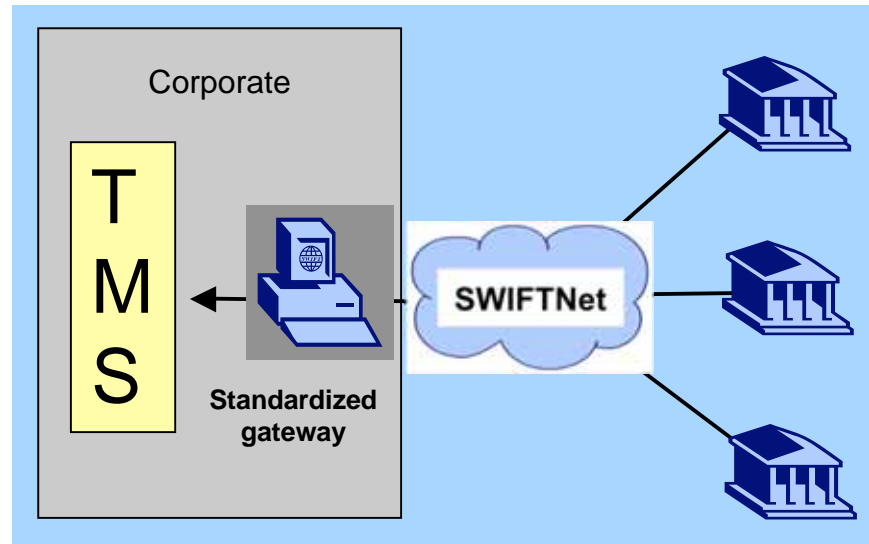
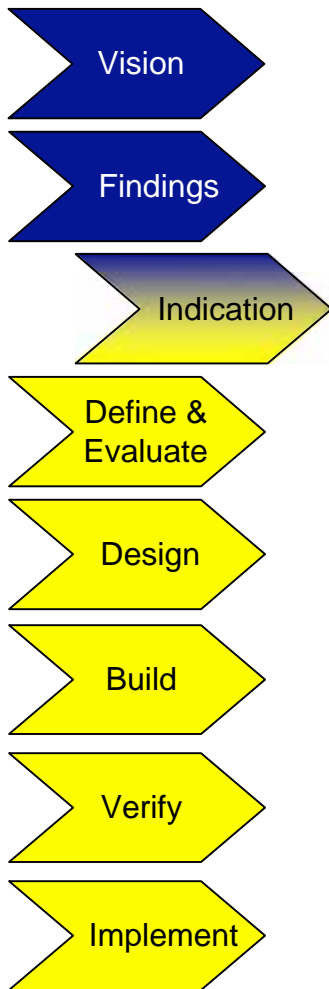
# Framed Roadmap: Findings



## DUPONT Findings



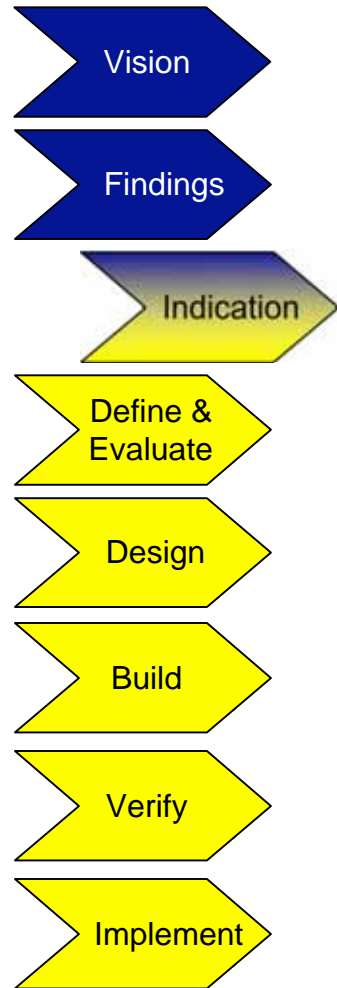
# Framed Roadmap: Recommendation



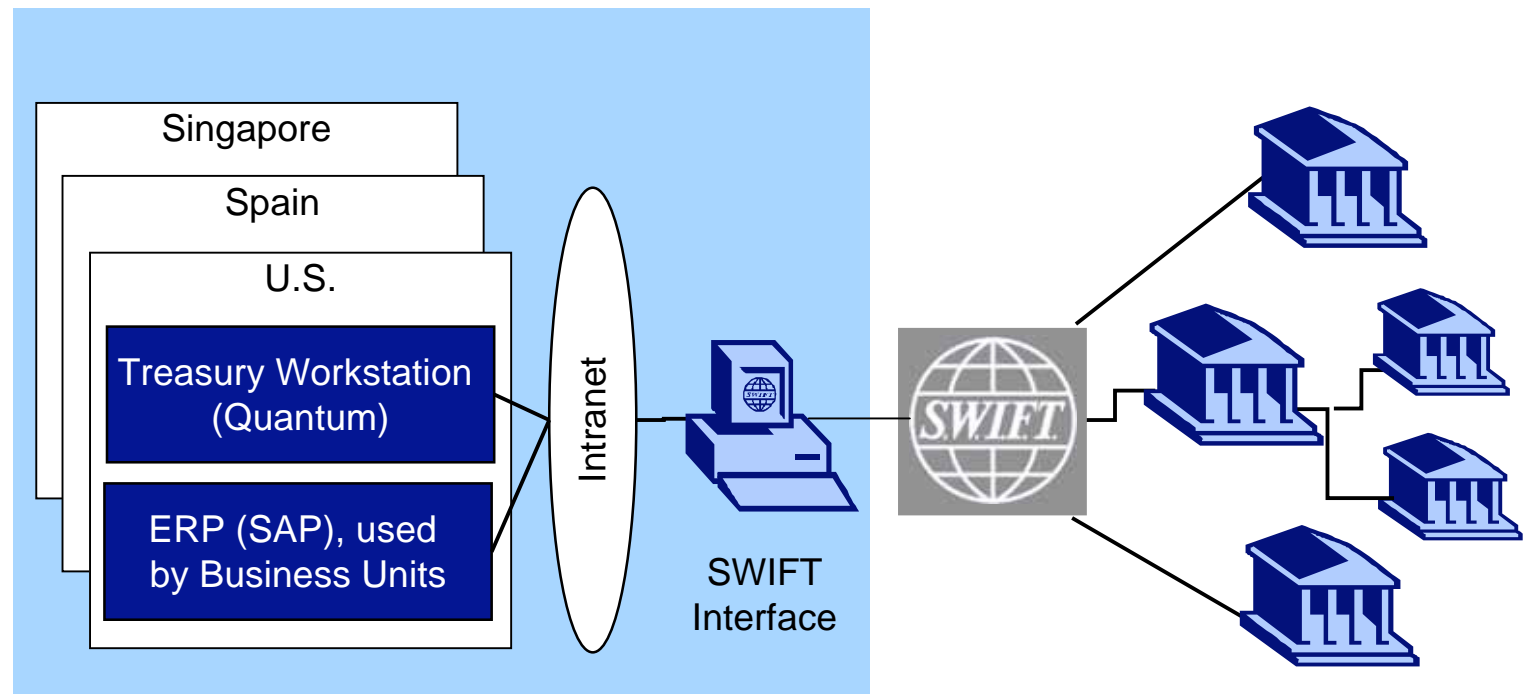
- One: transfer system, platform, interface, solution and channel
- Connectivity neutral
- Highest level of security, reliability and resilience
- Platform for growth
- Cost effective



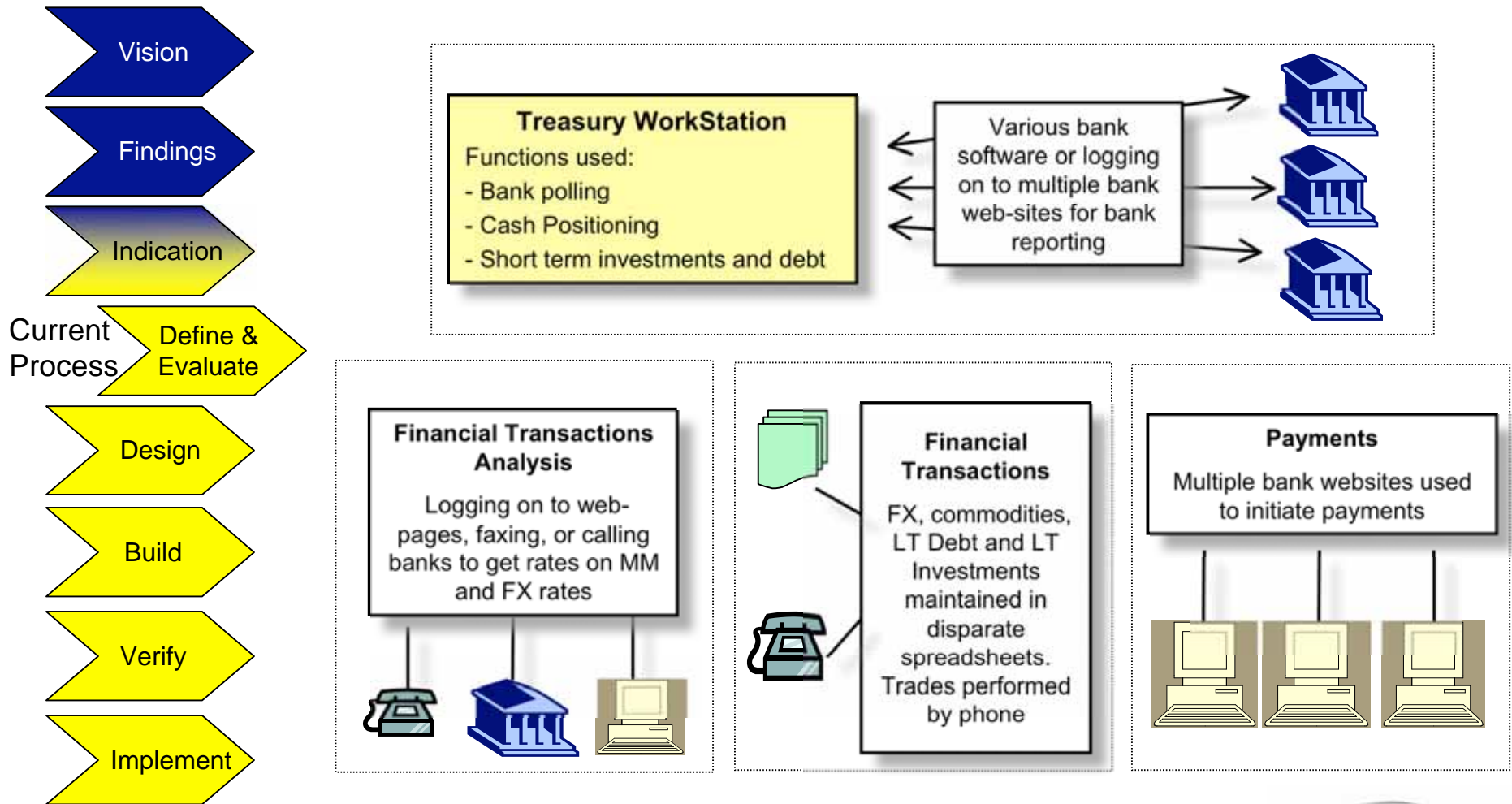
# Framed Roadmap: Recommendation



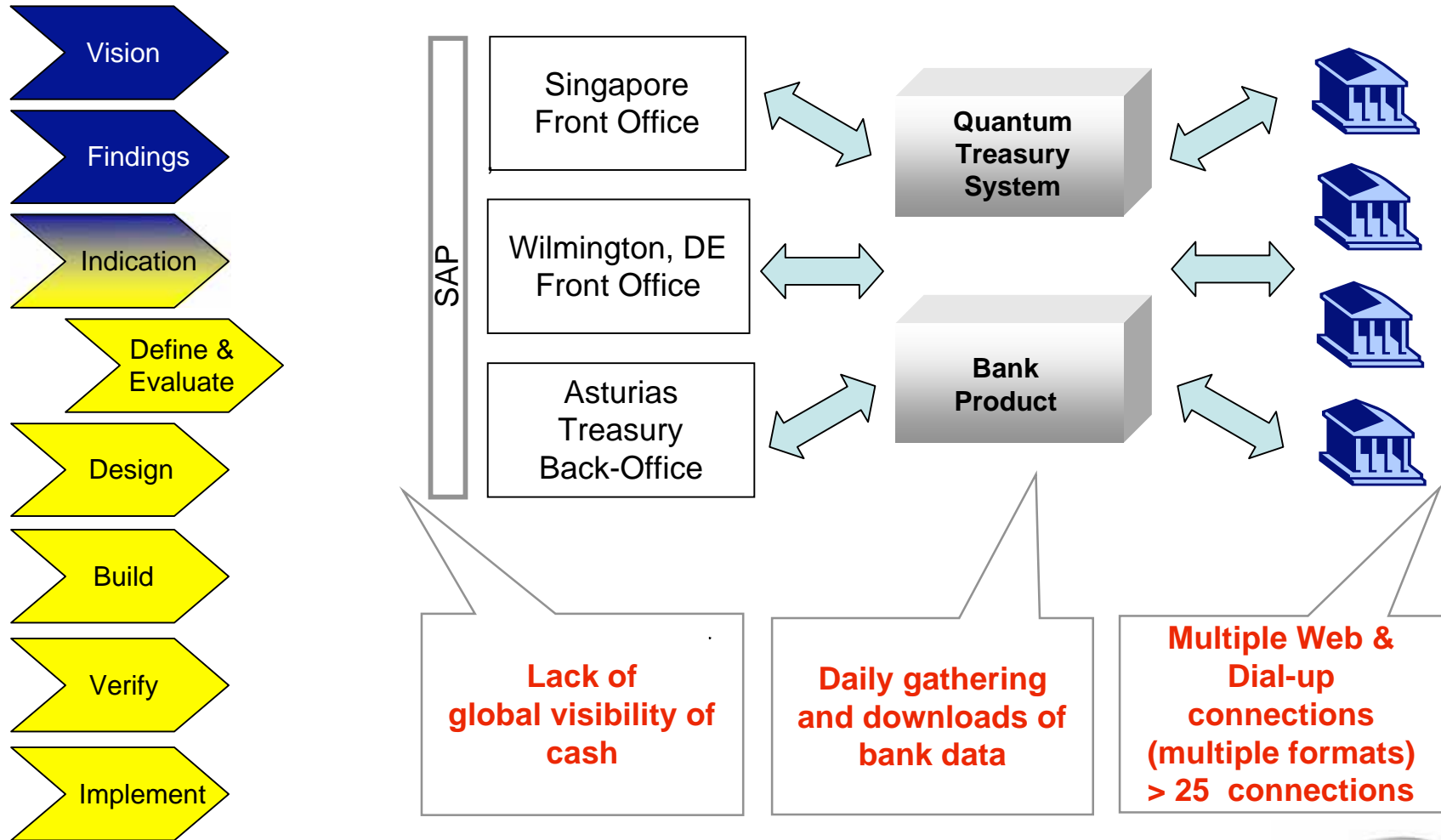
## DUPONT Global Recommendation



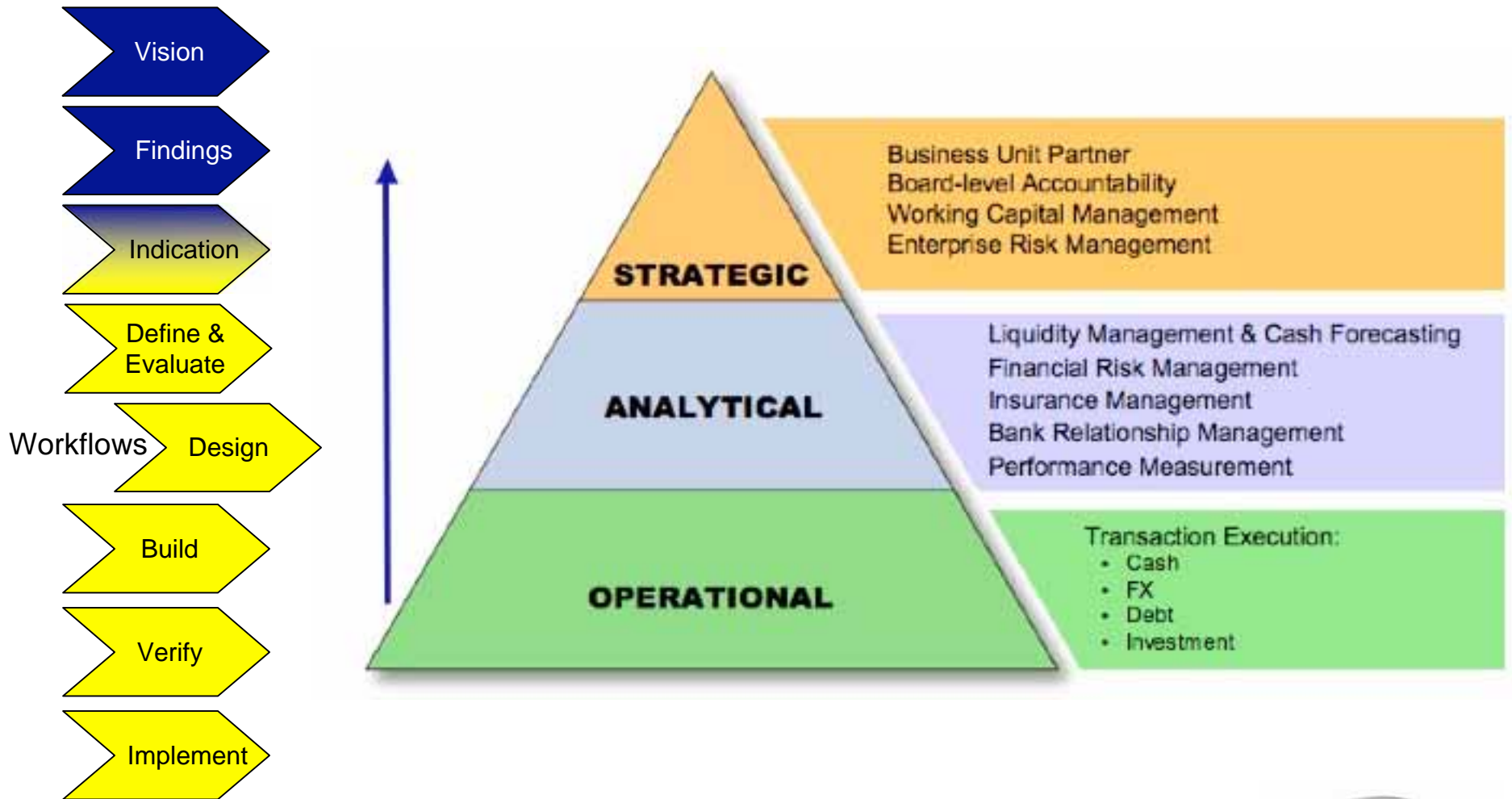
# Framed Roadmap: Design



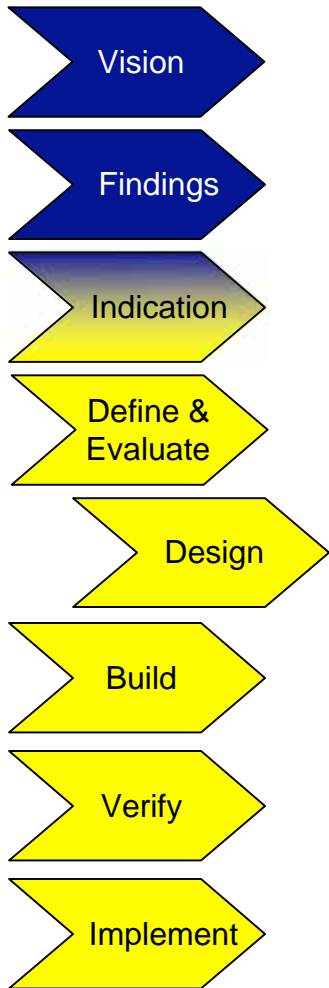
# Framed Roadmap: Define



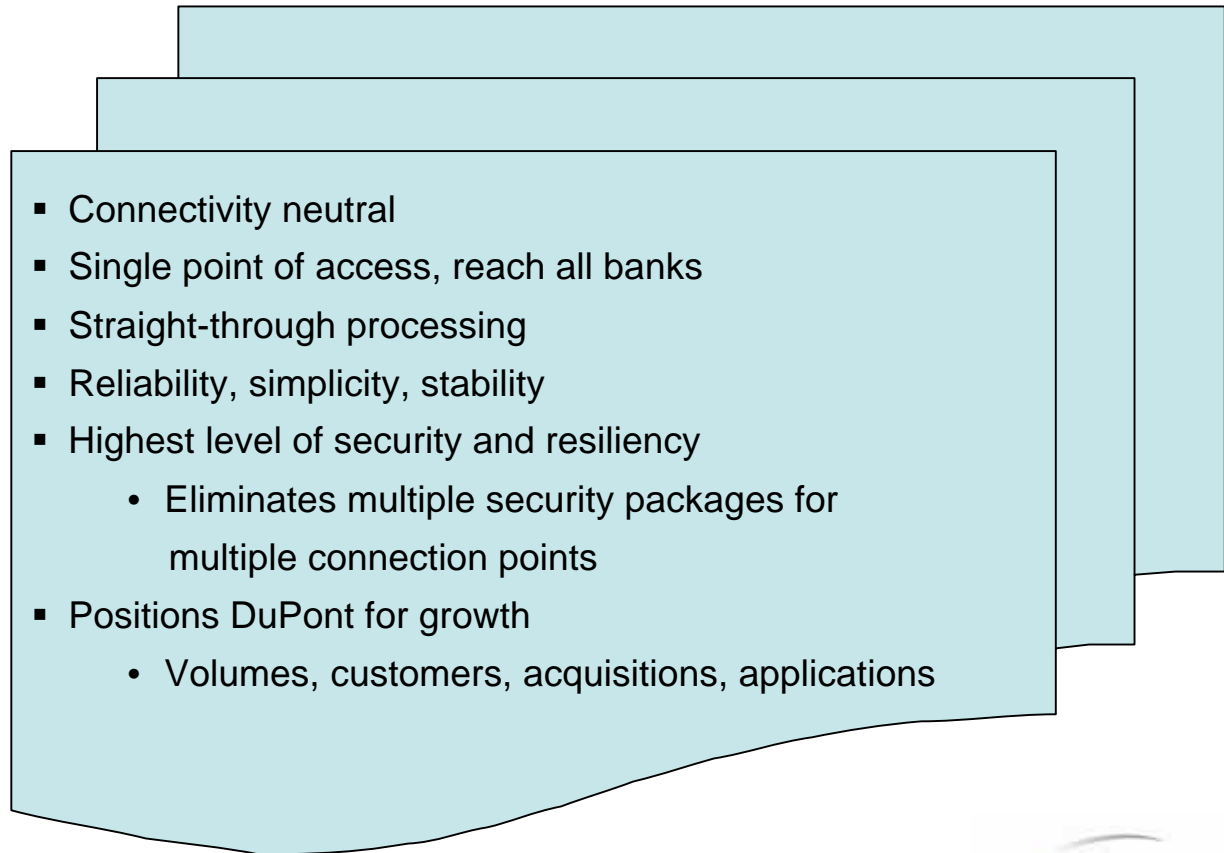
# Framed Roadmap: Define



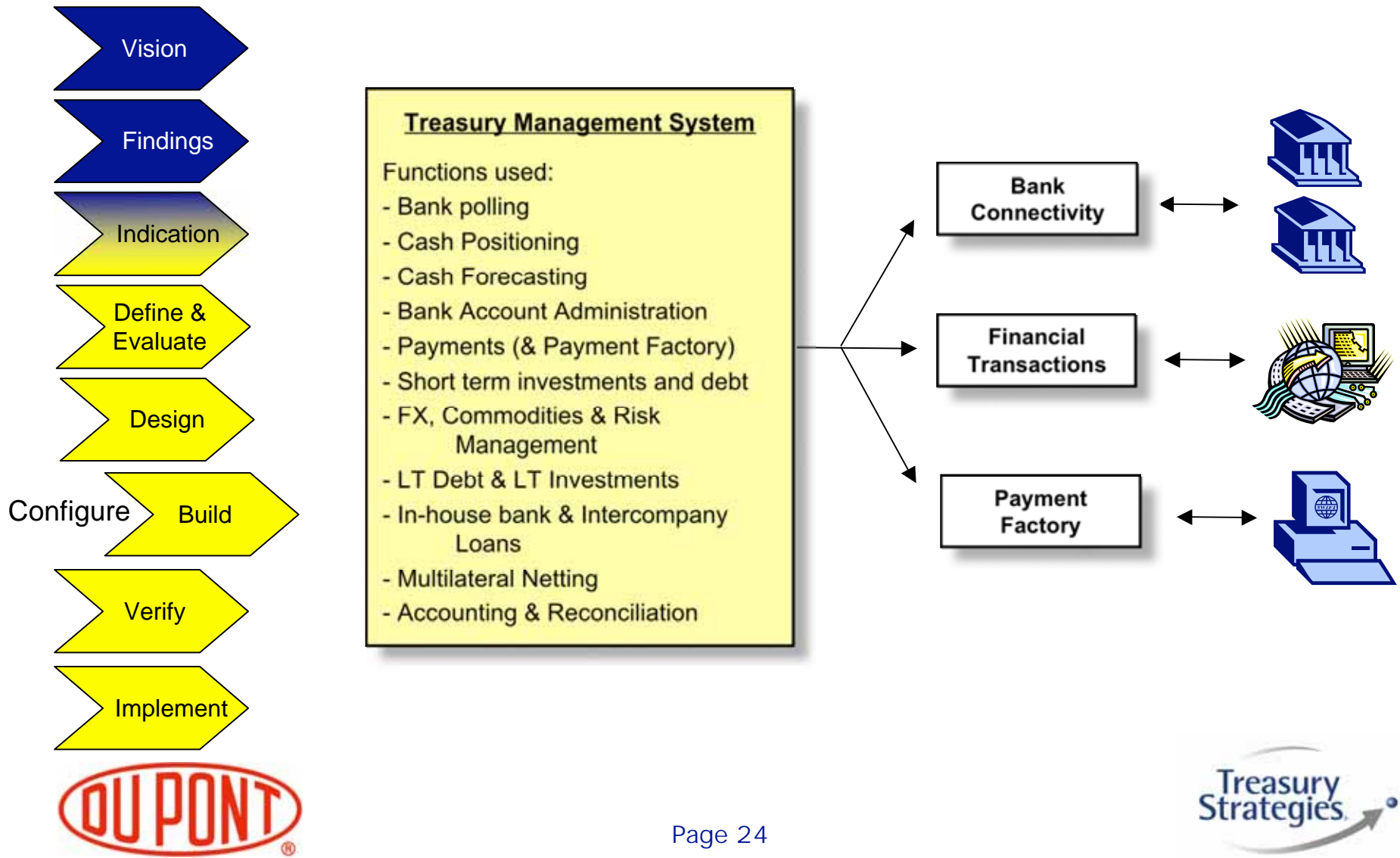
# Framed Roadmap: Design



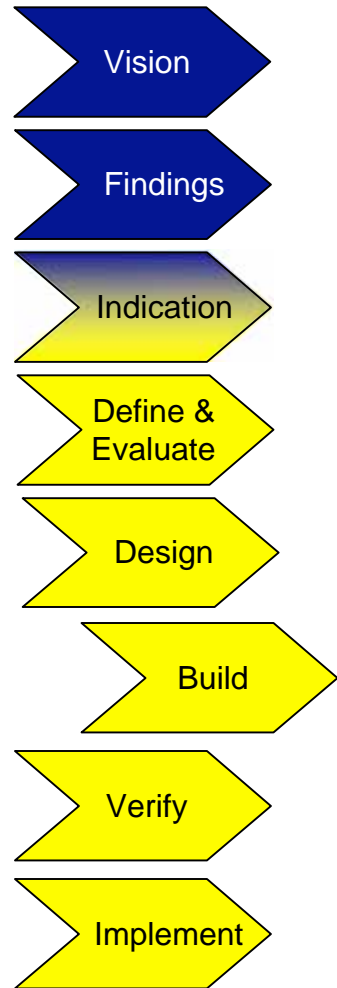
## DUPONT Design



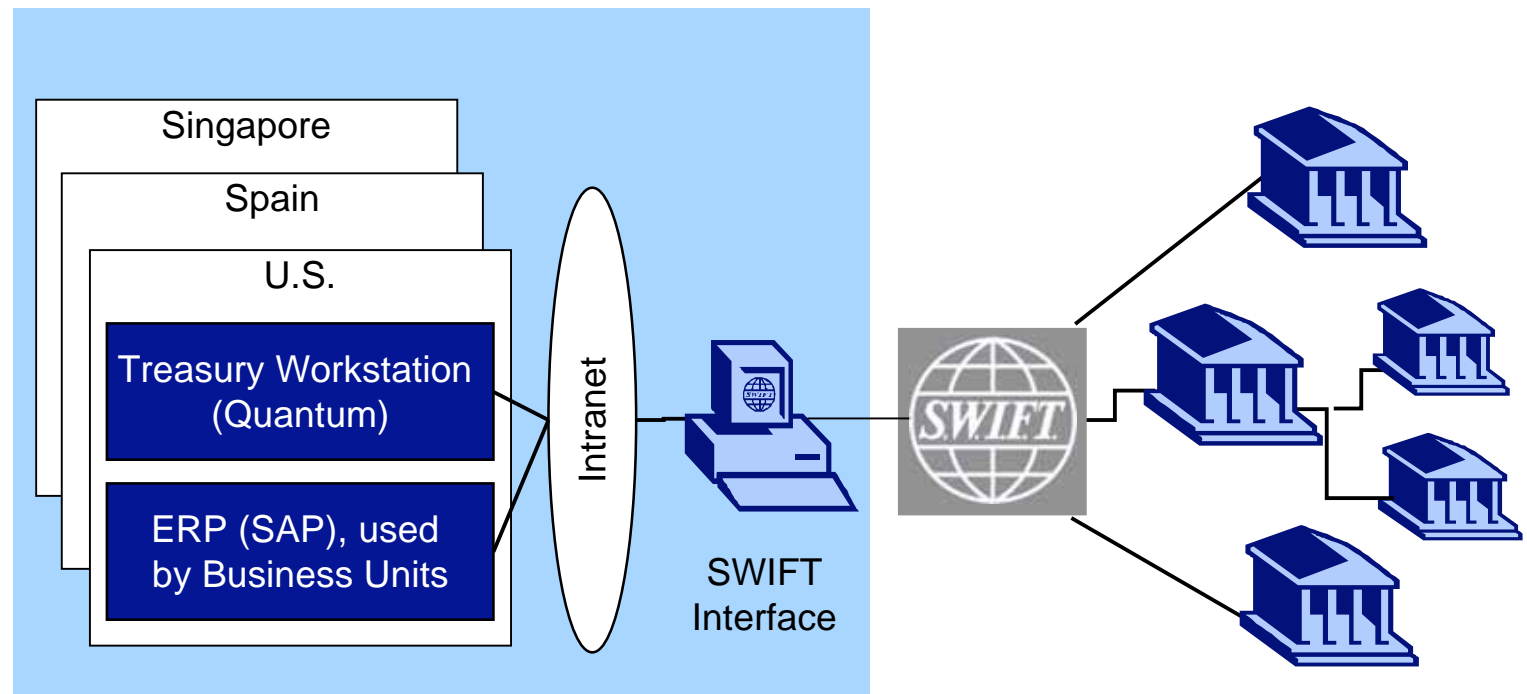
# Framed Roadmap: Build



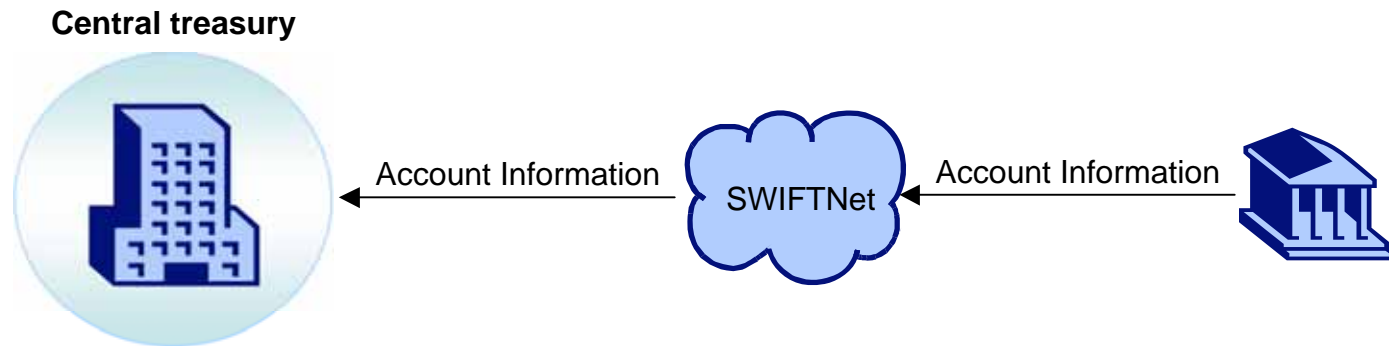
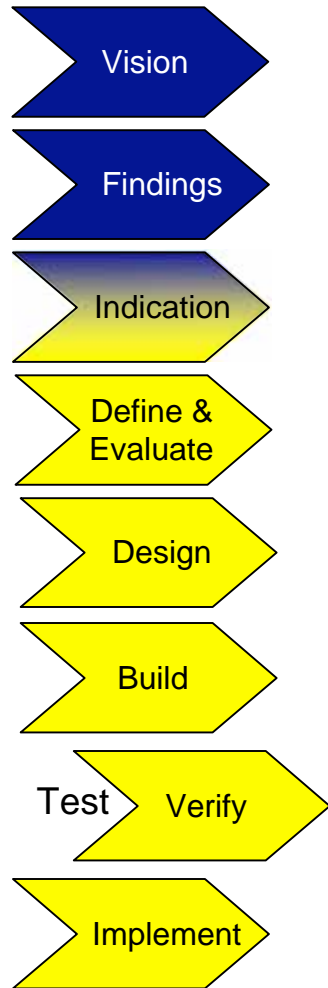
# Framed Roadmap: Build



## DUPONT Build



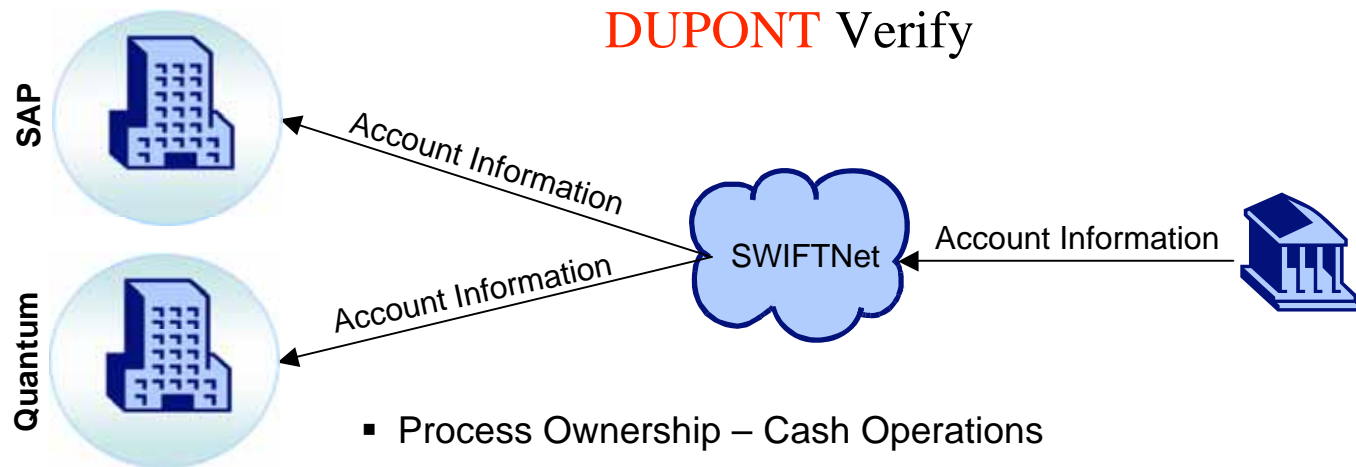
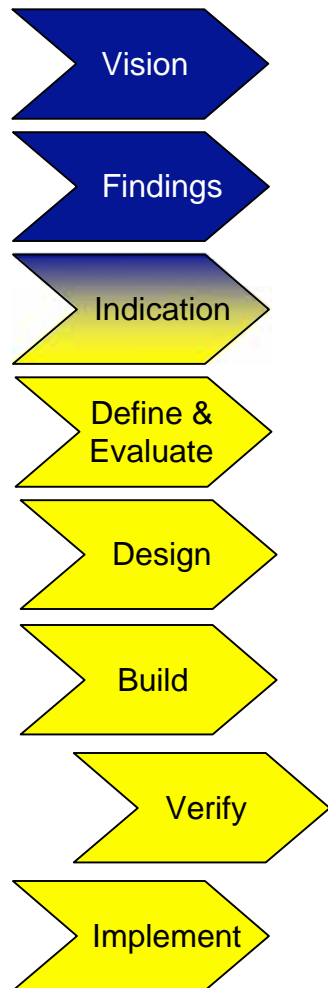
# Framed Roadmap: Verify



- Process Ownership – Cash Operations
- Data Function – Cash Accounting and Cash Positioning
- Data Format – BAI2, FIN MT9XX, other standard
- Accountability/Monitoring
  - what is the process?
    - » Flow
    - » Control
    - » Possible Breakdown Points
    - » Test
    - » Standardize – frame it
    - » Automate

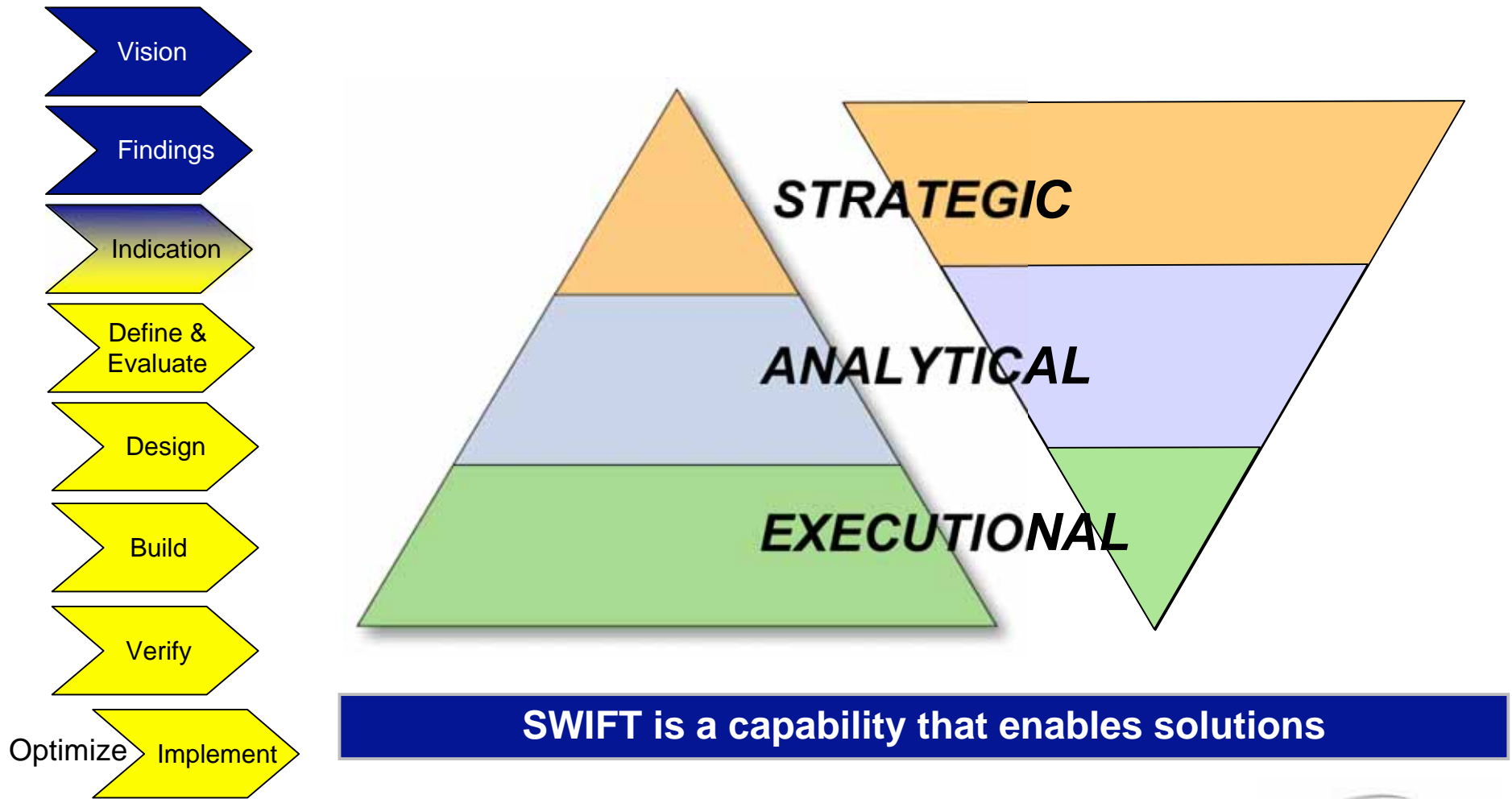


# Framed Roadmap: Verify

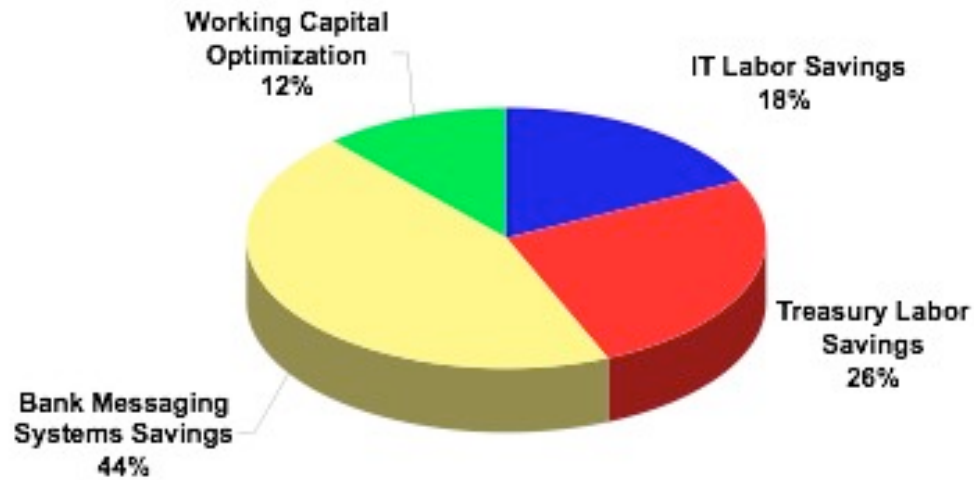
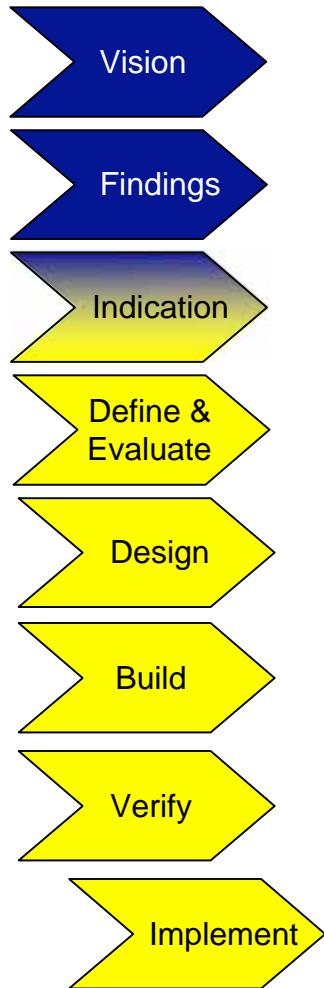


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# Framed Roadmap: Implement



# Framed Roadmap: Implement

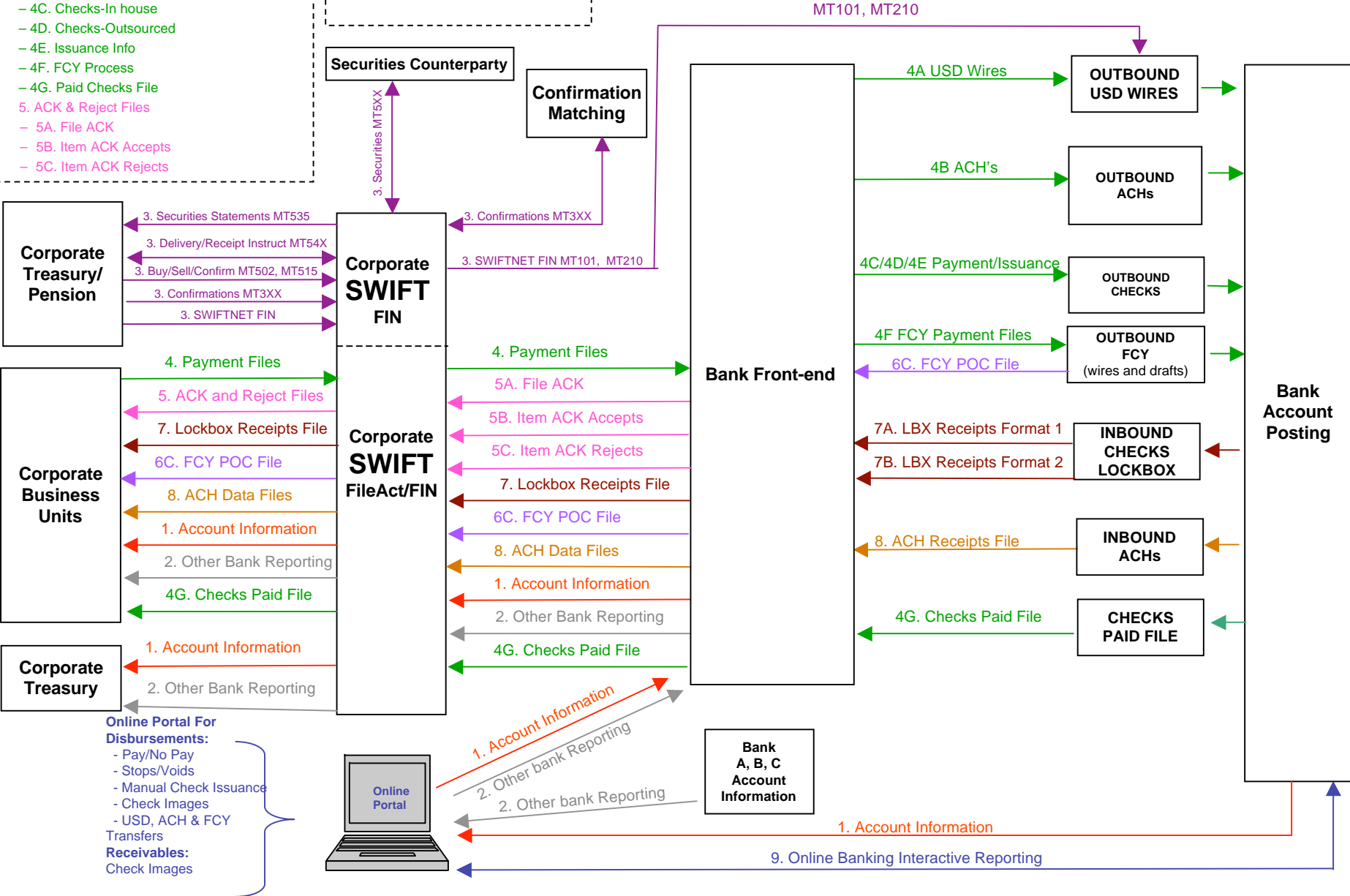


- DuPont will generate \$2.5million in net benefits over 5 years from SWIFTNet
- Reduce 25 bank connections and systems
- Enable centering and business process improvement
- Optimization of Working Capital – more to come

Spreading SWIFT

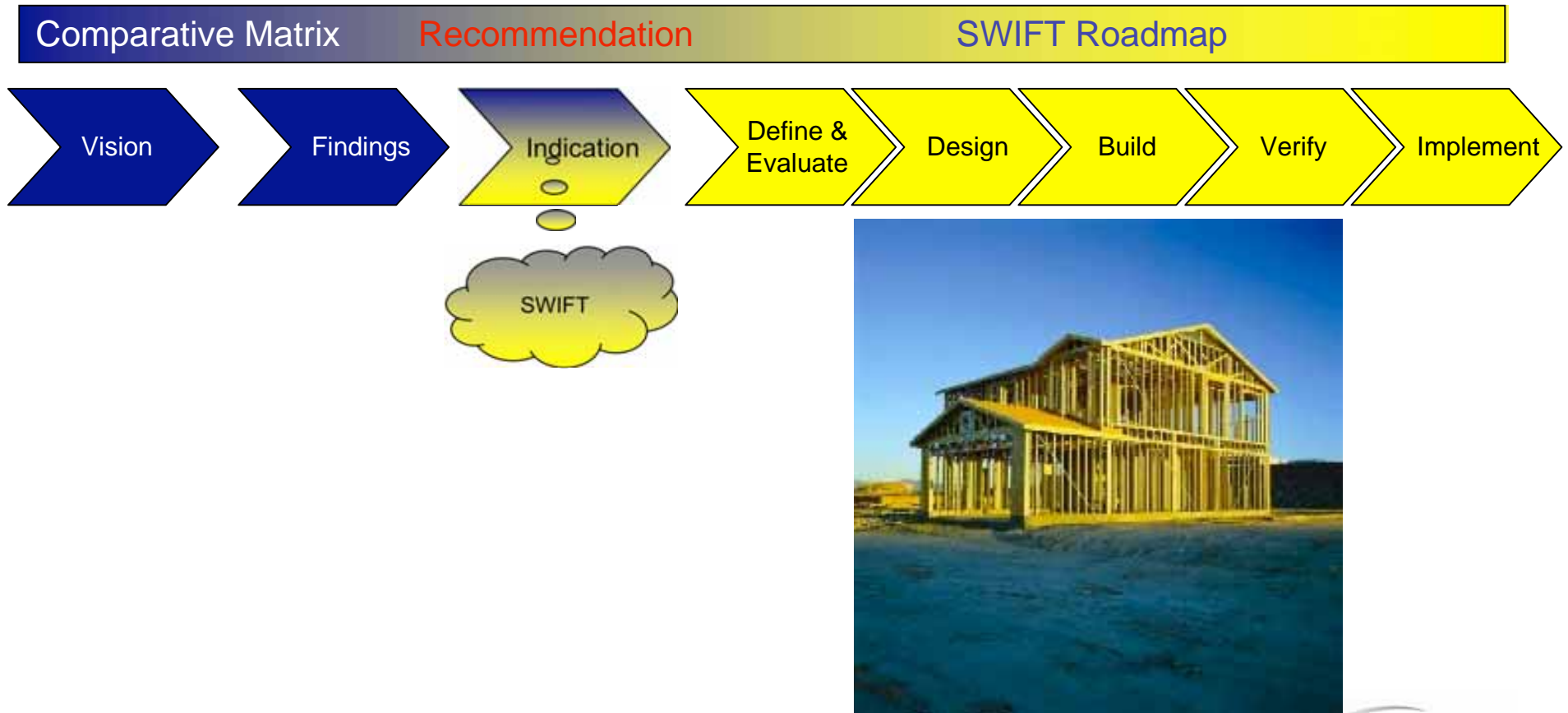
- LEGEND:**
- 1. Account Information
  - 2. Other Bank Reporting
  - 3. SWIFTNET FIN – Treasury Transactions
  - 4. Outbound Payment and Issuance Info
    - 4A. USD Wires
    - 4B. ACH's
    - 4C. Checks-In house
    - 4D. Checks-Outsourced
    - 4E. Issuance Info
    - 4F. FCY Process
    - 4G. Paid Checks File
  - 5. ACK & Reject Files
    - 5A. File ACK
    - 5B. Item ACK Accepts
    - 5C. Item ACK Rejects

- LEGEND:**
- 6. Disbursement Data Files
    - 6C. FCY POC File
  - 7. Lock Box Receipts File
    - 7A. Format 1
    - 7B. Format 2
  - 8. ACH Data Receipt Files



# A Framed Roadmap

## Integrating SWIFT with Treasury Technology



What are you Thinking?

# Endorsing Success

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1. ???

2. ???

3. ???





# New developments

## More standardisation

- ISO 20022 implementation guide, smart test messages
- Removal of MT 103/950 from SCORE (Nov 2009)
- New corporate-to-bank contract template V2 (Feb 09)

## Easy SWIFT

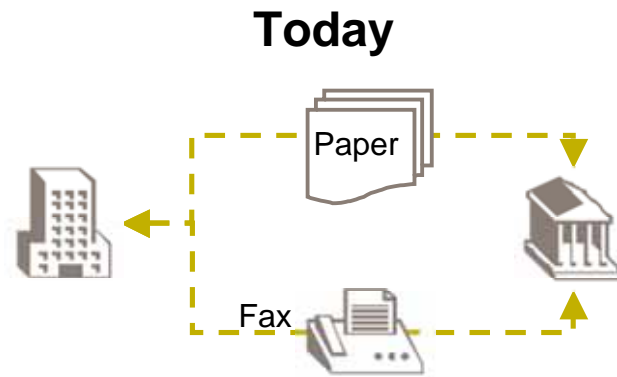
- Opening SCORE to more corporates
- More vendor integration
- Simpler on-boarding
- More expertise in support centres

## New services

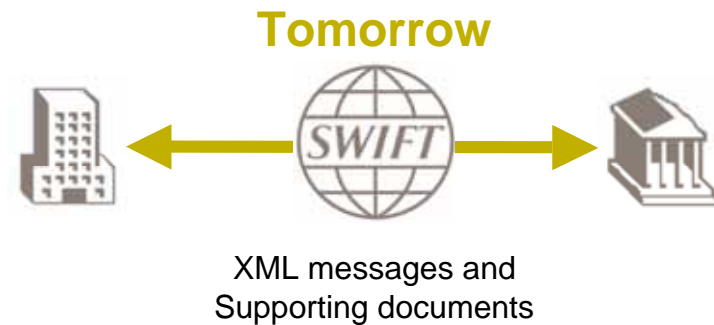
- Electronic bank account management (Q4 2009)
- ISO 20022 account reporting (Q2 2009)
- Working group looking at personal digital identity



# Bank Account Management



- Slow
- Expensive
- Low integration
- Low satisfaction



- Automation
- Standards
- Defined process
- Integration

- **Scope:** Account Opening, Modification, Closing + Reporting on act. features (auditor requests)  
*In development, available Q4, 2009*
- **Key benefits to corporates:**
  - Time and cost savings, from elimination of multiple forms, paper and courier process
  - Audit trail, deriving improved control and efficiency
  - Standard approach to all bank account relationships
  - Embedding xml instructions with supporting document, leveraging a secure channel for all C2B financial messaging



# Questions?

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