Business Intelligence solutions for gpi
A portfolio of BI products & services to support your gpi business journey

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16 November 2018

- Join Teleconference (Phone) or Integrated VoIP (PC headset)
- For Phone
  - Click "Country/Region" to select country code
  - Complete phone number
  - You are called by an external number
  - Pick up phone, press 1, you are in the conference
- You can at **any time** enable sound or switch Phone/IP
  - Click "Communicate" then "Audio"
- You will hear silence until the session starts

Housekeeping

- **You are on a listen only mode**

- **Submit questions using Q&A feature**

- **Questions may be submitted at any time to "All Panelists"**

- **There will be a Q&A session at end of the presentation**

Agenda

1	gpi highlights
2	BI solutions along your gpi journey
3	gpi Observer Analytics

Unique insights for your cross-border payments business

gpi highlights

SWIFT gpi overview

SWIFTgpi

Accessible by any bank

Messaging technologies

Core transaction banks

SLA rulebook

Reaching any bank

Accessible by any corporate

Tracker

Directory **Observer**

Value-added product suite
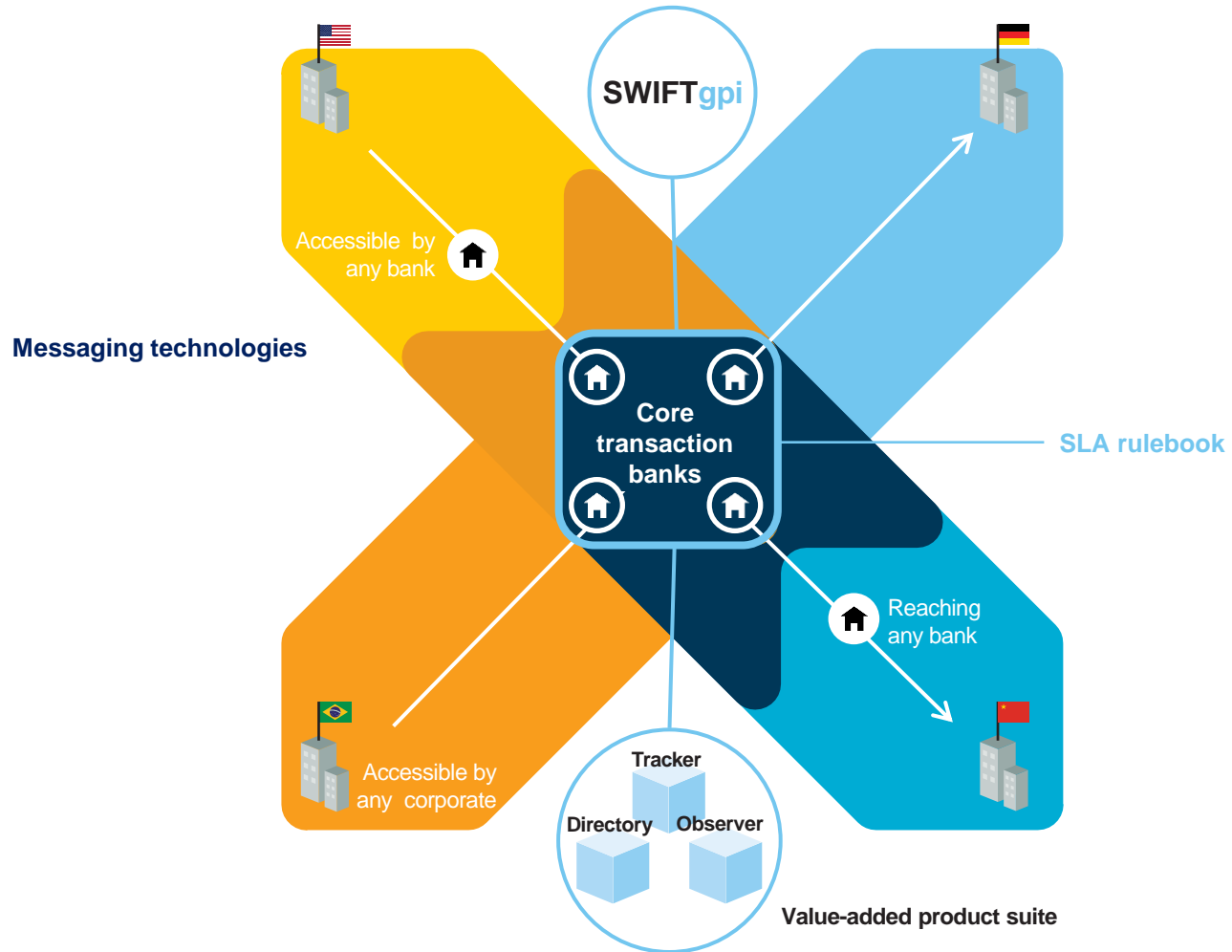
SWIFT gpi benefits

Fast payments

Credit international beneficiaries in seconds and, at most, minutes.

End-to-end tracking

Track payments end-to-end in real-time.

Fee and FX transparency

See bank fees charged and FX rates applied

Unaltered remittance information

Ensure remittance data is unchanged when payment arrives.

Reduced Costs

Benefit from reduced enquiry costs due to ability to track payments.

Optimised liquidity

Make the most of your liquidity through greater payments visibility.

Ease of implementation

Use your existing SWIFT setup and go live within three months.

Confirmed credit

Receive a credit confirmation message when your beneficiary has been paid.

SWIFT gpi in numbers

October 2018

270+

Banks committed to implement,
49 of top 50 banks signed

55+

Market Infrastructures
exchanging gpi traffic

80+%

SWIFT cross-border payments
represented

78

Banks live
160+ banks in implementation
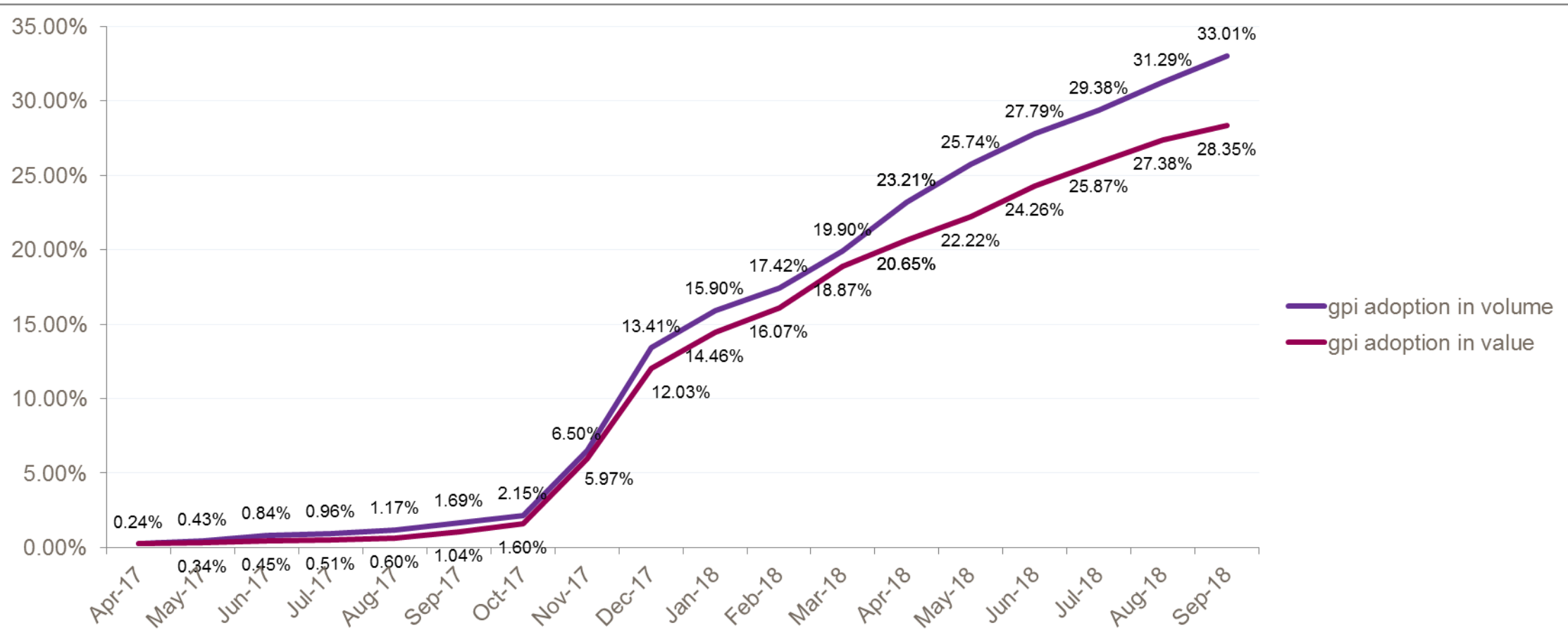phase

700+

Country corridors

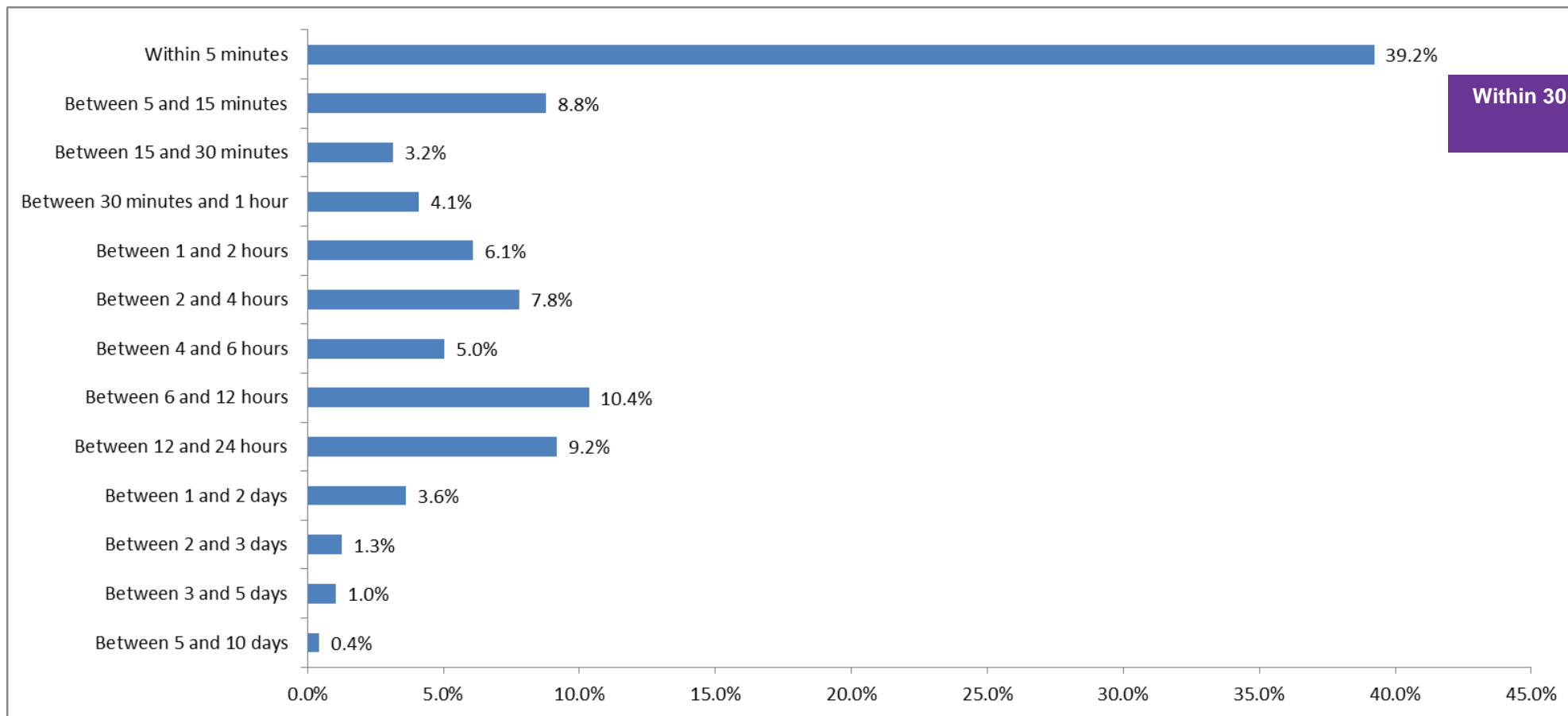**100+ B**

USD Payments sent as gpi daily

Global gpi adoption – Volumes and Values

Live gpi MT 103s vs live total MT 103s (gpi to gpi and gpi to non-gpi since November 2017), international, Inter-Group

Legend:
- gpi adoption in volume
- gpi adoption in value

gpi adoption in volume: 0.24%, 0.43%, 0.84%, 0.96%, 1.17%, 1.69%, 2.15%, 6.50%, 13.41%, 15.90%, 17.42%, 19.90%, 23.21%, 25.74%, 27.79%, 29.38%, 31.29%, 33.01%

gpi adoption in value: 0.34%, 0.45%, 0.51%, 0.60%, 1.04%, 1.60%, 5.97%, 12.03%, 14.46%, 16.07%, 18.87%, 20.65%, 22.22%, 24.26%, 25.87%, 27.38%, 28.35%

X-axis: Apr-17, May-17, Jun-17, Jul-17, Aug-17, Sep-17, Oct-17, Nov-17, Dec-17, Jan-18, Feb-18, Mar-18, Apr-18, May-18, Jun-18, Jul-18, Aug-18, Sep-18

Source: Watch
Powered by SWIFT BI

Speed of gpi payments

Live, delivered MT 103 and MT 202 sent for September 2018, future value date transaction excluded

Category	Percentage
Within 5 minutes	39.2%
Between 5 and 15 minutes	8.8%
Between 15 and 30 minutes	3.2%
Between 30 minutes and 1 hour	4.1%
Between 1 and 2 hours	6.1%
Between 2 and 4 hours	7.8%
Between 4 and 6 hours	5.0%
Between 6 and 12 hours	10.4%
Between 12 and 24 hours	9.2%
Between 1 and 2 days	3.6%
Between 2 and 3 days	1.3%
Between 3 and 5 days	1.0%
Between 5 and 10 days	0.4%

Within 30 minutes: 51.2%

Source: gpi Observer

Powered by SWIFT BI

BI solutions along your gpi journey

BI offering along your gpi journey

PROJECT INITIATION

ROLL OUT

BUSINESS DEVELOPMENT

Assess your payment landscape and gpi reach → Initiate your SWIFT gpi payments | Monitor your global quality index → Gain new insights on business opportunities

Assess your payment landscape and gpi reach

- Watch Banking Premium (P)
- End-to-end payment flows (S)

Initiate your SWIFT gpi payments

- SWIFT gpi flag in Watch portfolio (P)
- Monthly monitoring incl. Daily traffic evolution (S)

Monitor your global quality index

- Observer Insights (F)

Gain new insights on business opportunities

- Observer Analytics (P)
- Watch Banking Premium (P)
- End-to-end UETR analysis (S)

P: BI Product
S: BI Service
F: Part of your SWIFT gpi subscription

SWIFT   Business Intelligence solutions for gpi

Project initiation

Assess your payment landscape and SWIFT gpi reach

How can BI help you?
- Analyse your main correspondents and currency usage
- Look at end-to-end flows in traffic and value
- View your role as instructing, instructed and/or intermediary agent
- Identify evolving corridors / currencies
- Understand activity share and ranking

Benefits:
- Support your gpi prioritisation strategy
- Build your business case
- Allocate / drive resources
- Have fact based discussions with correspondents
- Understand gpi reach (direct and indirect model)

Dedicated gpi adoption dashboard is included in Watch.

The customer can also use BI Services:
- Standard pack: Payment landscape ID card + gpi ID card
- Optional pack: Market analysis

Business Intelligence solutions for gpi

Methodology – End-to-end Payment Coverage (Sending)
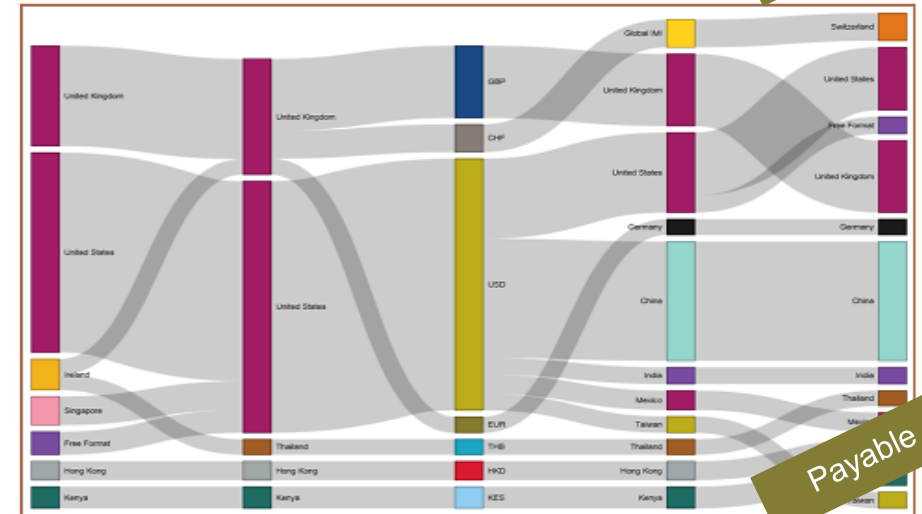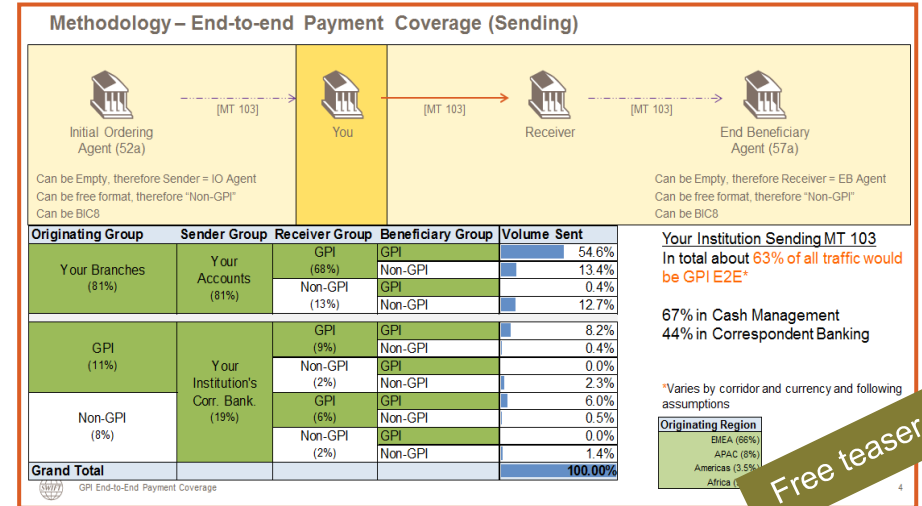
Roll out – Watch products and BI services

Initiate your SWIFT gpi payments

How can BI help you?
- Analyse your gpi flows on a daily basis
- Look at your correspondents' flows
- Access SWIFT gpi totals on a monthly basis *
- Understand SWIFT gpi adoption in country corridors *
- Compare your traffic with other SWIFT gpi members *

Benefits:
- Monitor roll out strategy
- Ensure proper payments routing
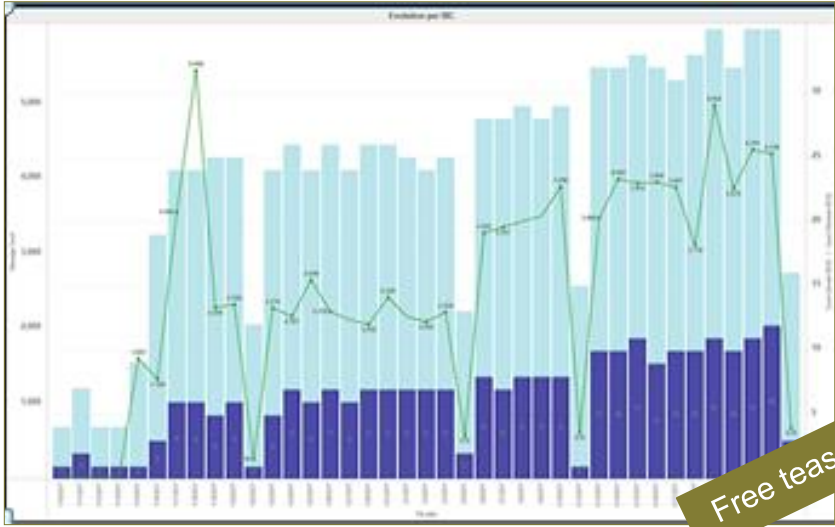- Initiate SWIFT gpi flows with new correspondents
- Support commercialisation strategy with corporates

Daily data is available in **Watch** to monitor gpi adoption.

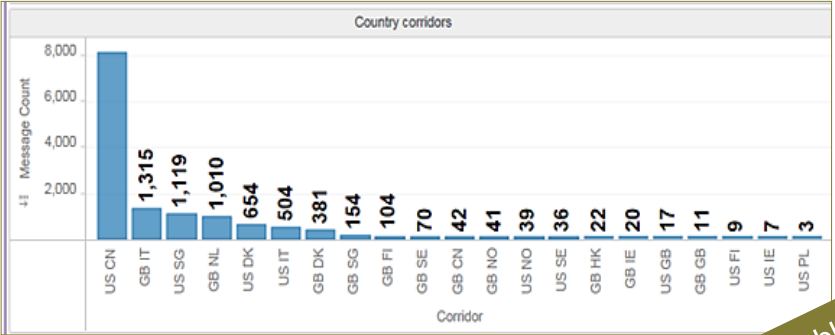The customer can also use BI Services:
- Monthly in-depth SWIFT gpi analysis incl. daily traffic evolution during 12 months

Free teaser

Payable

Roll out – Observer Insights

gpi subscription

Monitor your global quality index

How can BI help you?

- Get a monthly view on your SWIFT gpi traffic depending on your role (Instructing, Intermediary or Instructed agent)
- Understand your SWIFT gpi global quality index: what are the different KPIs entering into the calculation
- Review SWIFT gpi community global quality index and monitor your counterparties' adherence to the rulebook
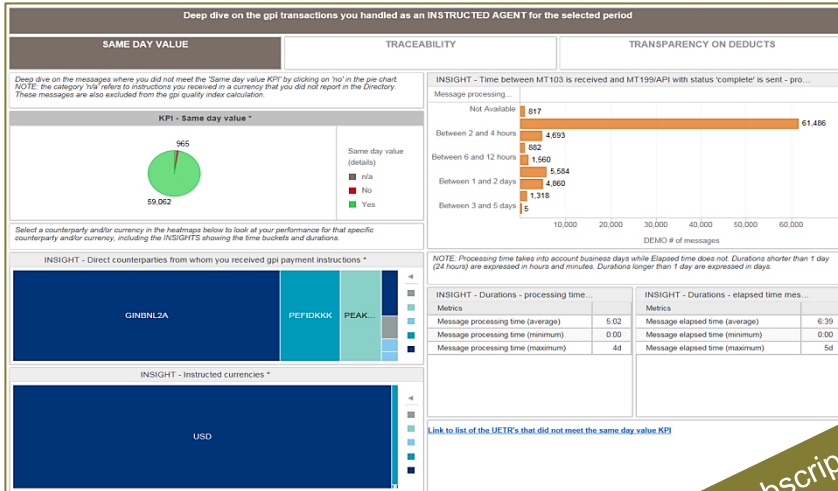
Benefits:

- Improve the quality of your SWIFT gpi flows
- Identify targeted areas for improvement
- Explore opportunities to work with new correspondents

The customer can also use BI Services:

- Workshop to understand how to use the gpi Observer (2 hours by webex)
- More BI services could be developed based on gpi customers' feedback

Business Intelligence solutions for gpi

gpi Observer Analytics

gpi Observer – from Insights to Analytics

Observer Insights

A global view of banks' adherence to the gpi gCCT rulebook (more SLAs to come)

- Same day value
- Traceability
- Transparency on deducts
- Unaltered remittance information

Observer Analytics

Unique data support your cross-border payments strategy

- Analyse speed of specific routings
- Move from message analysis to end-to-end payment routing analysis
- Benchmarking against gpi community and identify gpi market practices
- Advanced analysis of your gpi correspondents

Analytics on Speed

How can BI help you?

- Get insights into the durations of your end-to-end gpi transactions and compare these with the gpi community
- Analyse how fast you process gpi payments and benchmark your performance with the gpi community

Benefits:

- Adapt and monitor your operational back-end systems in terms of credit confirmations
- Identify if you are providing a better service to your customers (corporates or FIs) than your peers and fine-tune SLAs
- Spot additional potential improvements in your payment processes

Business Intelligence solutions for gpi
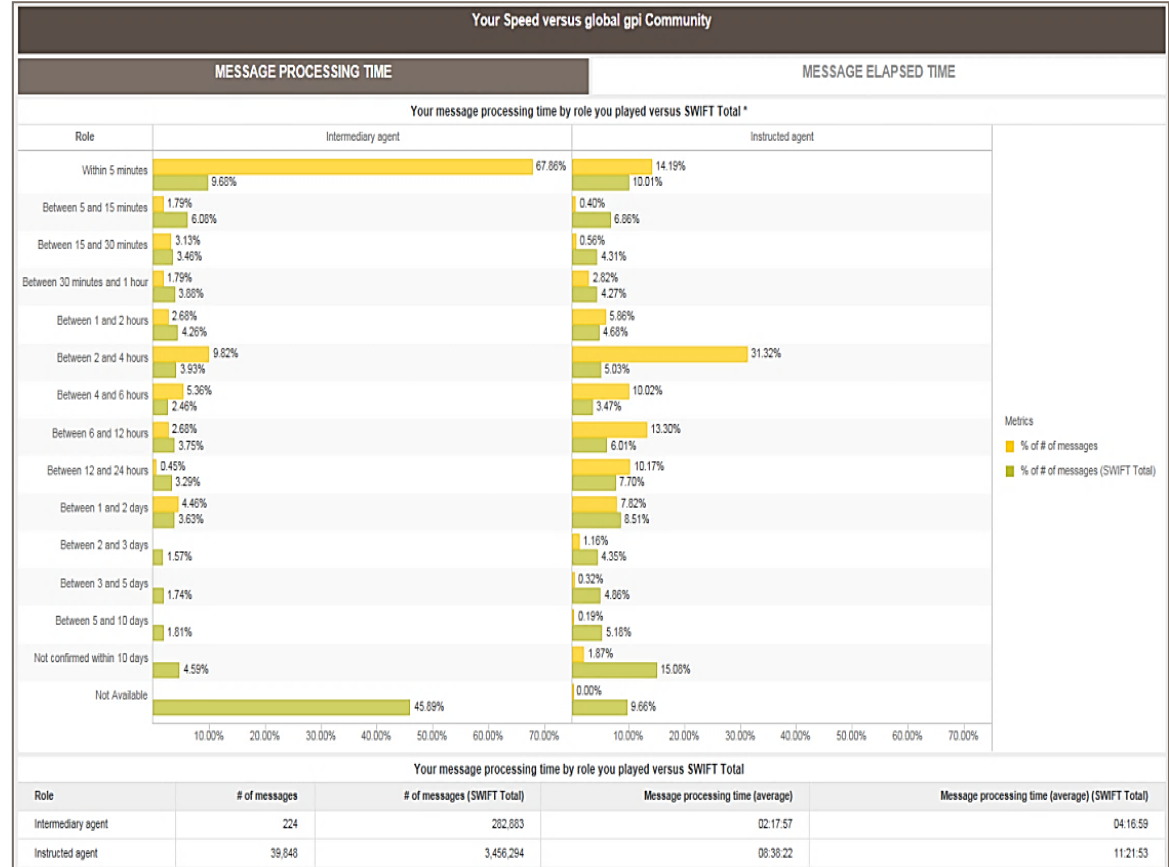
Payment routing intelligence

How can BI help you?

- Identify with a network diagram the overview of all FIs active in your gpi payment flows
- Who are your direct and indirect correspondents and are the most effective payment routes being followed to reach a specific country or correspondent

Benefits:

- Get a view on your currency clearing activities
- Analyse any outliers in correspondent banking flows
- Reduce costs for customers in end-to-end (E2E) routing
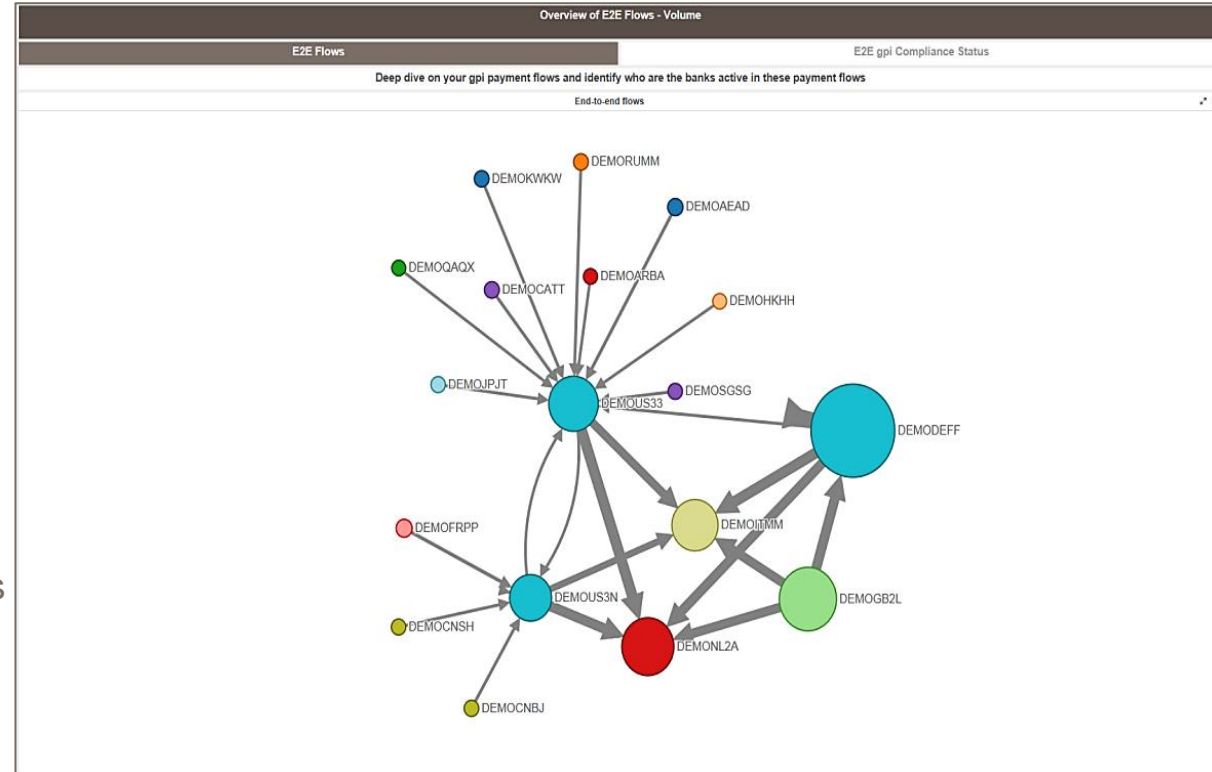
Benchmarking against gpi community

How can BI help you?

- Identify your gpi activity shares in your end-to-end and point-to-point payment corridors
- Gain insights on your growth in active and non-active corridors
- Benchmark your performance on the gpi characteristics with the gpi community and your peers in a specific sub region/country
- Discover your and the gpi community's gpi adoption rate to identify steer your gpi strategy

Benefits

- Identify new business opportunities by monitoring your gpi activity shares and your gpi adoption rate
- Improve market and competitive analysis

Business Intelligence solutions for gpi
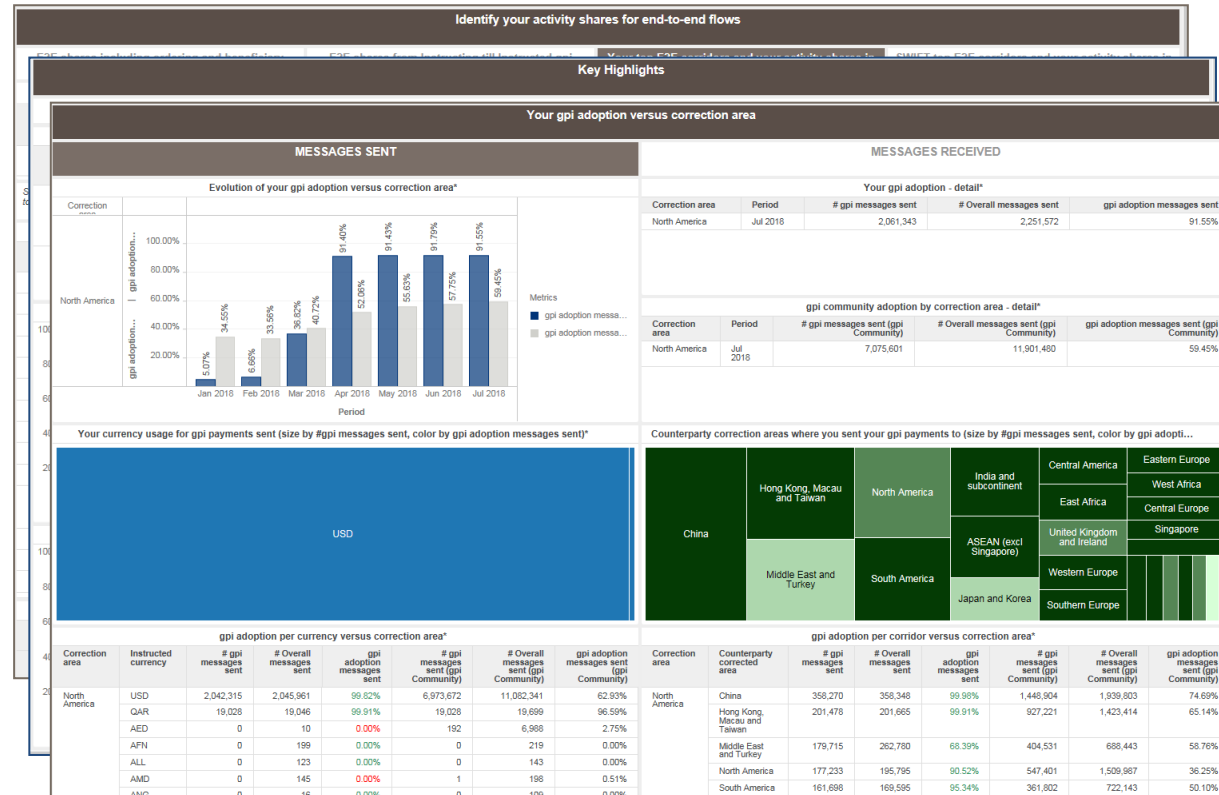
Advanced analysis of direct correspondents

How can BI help you?

- Identify how well and how fast your correspondents are performing against the **gCCT rulebook** regarding your transactions analyse **how fast** your correspondents are processing your payment instructions
- Identify **how well** and **how fast** you are performing against the **gCCT rulebook** regarding the transactions you process

Benefits

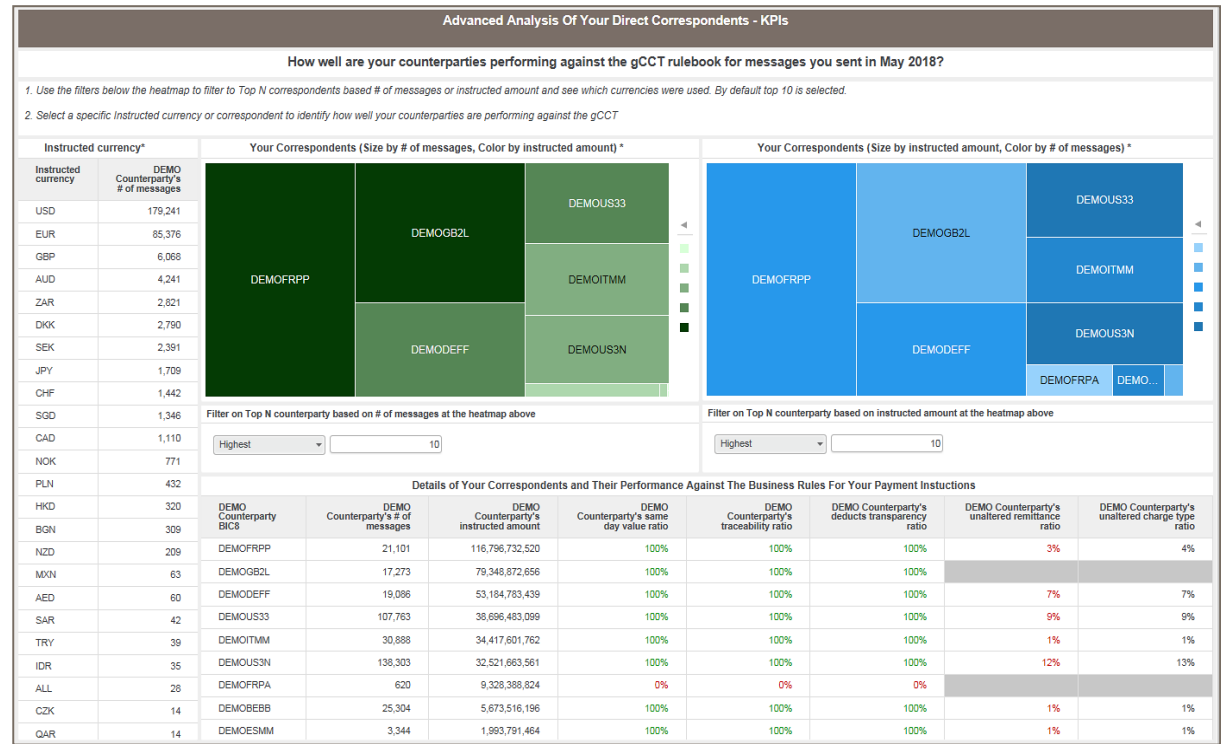- Assess SLAs with correspondents and their service quality
- Discover your service quality towards each of your correspondents and potential areas for improvement and vice versa
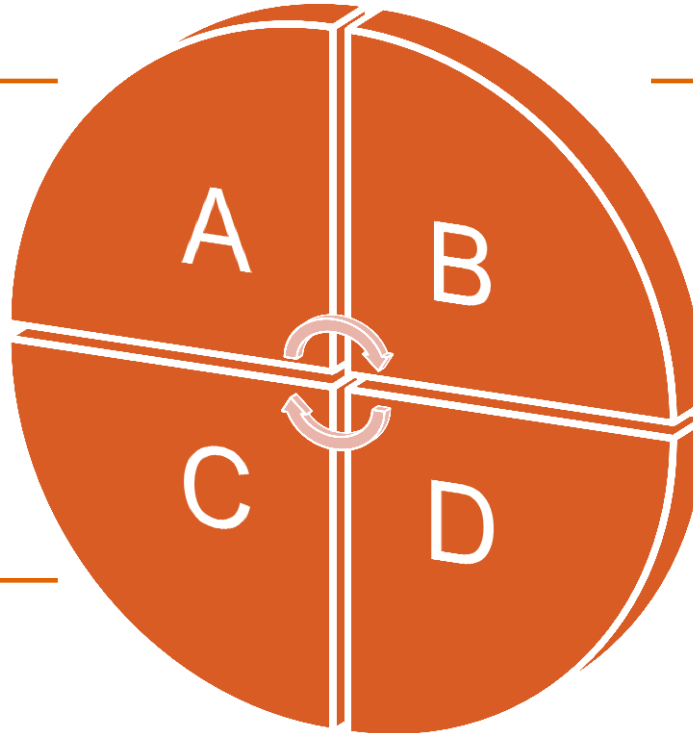

Advanced Analysis Of Your Direct Correspondents - KPIs

How well are your counterparties performing against the gCCT rulebook for messages you sent in May 2018?

1. Use the filters below the heatmap to filter to Top N correspondents based # of messages or instructed amount and see which currencies were used. By default top 10 is selected.

2. Select a specific Instructed currency or correspondent to identify how well your counterparties are performing against the gCCT

Instructed currency	DEMO Counterparty's # of messages
USD	179,241
EUR	85,376
GBP	6,068
AUD	4,241
ZAR	2,821
DKK	2,790
SEK	2,391
JPY	1,709
CHF	1,442
SGD	1,346
CAD	1,110
NOK	771
PLN	432
HKD	320
BGN	309
NZD	209
MXN	63
AED	60
SAR	42
TRY	39
IDR	35
ALL	28
CZK	14
QAR	14

Details of Your Correspondents and Their Performance Against The Business Rules For Your Payment Instuctions

DEMO Counterparty BIC8	DEMO Counterparty's # of messages	DEMO Counterparty's instructed amount	DEMO Counterparty's same day value ratio	DEMO Counterparty's traceability ratio	DEMO Counterparty's deducts transparency ratio	DEMO Counterparty's unaltered remittance ratio	DEMO Counterparty's unaltered charge type ratio
DEMOFRPP	21,101	116,796,732,520	100%	100%	100%	3%	4%
DEMOGB2L	17,273	79,348,872,656	100%	100%	100%		
DEMODEFF	19,086	53,184,783,439	100%	100%	100%	7%	7%
DEMOUS33	107,763	38,696,483,099	100%	100%	100%	9%	9%
DEMOITMM	30,888	34,417,601,762	100%	100%	100%	1%	1%
DEMOUS3N	138,303	32,521,663,561	100%	100%	100%	12%	13%
DEMOFRPA	620	9,328,388,824	0%	0%	0%		
DEMOBEBB	25,304	5,673,516,196	100%	100%	100%	1%	1%
DEMOESMM	3,344	1,993,791,464	100%	100%	100%	1%	1%

Observer Analytics – Key benefits

Improved market and competitive analysis

Act upon fact-based information to steer your institution's gpi strategy through improved market and competitive analysis

Optimise your payment routings

Optimise your payment routings and fine-tune SLAs with correspondents, leading to lower cost and faster payments

A B

C D

Improve your value proposition

Improve your value proposition towards your customers by reducing customer charges and, at the same time, offering faster end-to-end routings

Identify new business opportunities

Identify new business opportunities by monitoring your gpi activity share

Questions?

Please contact us at **gpi.observer@swift.com** or visit swift.com/BI

Participants | Chat | Q&A

Participants

Name

Panelists: 1

Judith Gie... (...ost)

Attendees:

Bruno Coopmans

Request | Mute

Chat

Q&A

All (0)

Select
"All Panelists"

Ask: **All Panelists**

Type your questions here!   Send

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CISCO

Find out more about Watch

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SWIFT Smart
Dedicated e-trainings on Watch and Observer Products available
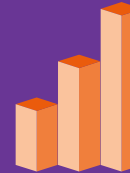Access to this module is only available for swift.com registered users.

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