Business Intelligence User Group
Webinar

Business Intelligence Solutions, Marketing

October 2018

Housekeeping

- **50 minutes**

- **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

o **Evolution of the BI solutions product roadmap**

o **Recent enhancements in the Watch tools**

o **New – gpi Observer Analytics**

o **BI at Sibos Sydney programme**
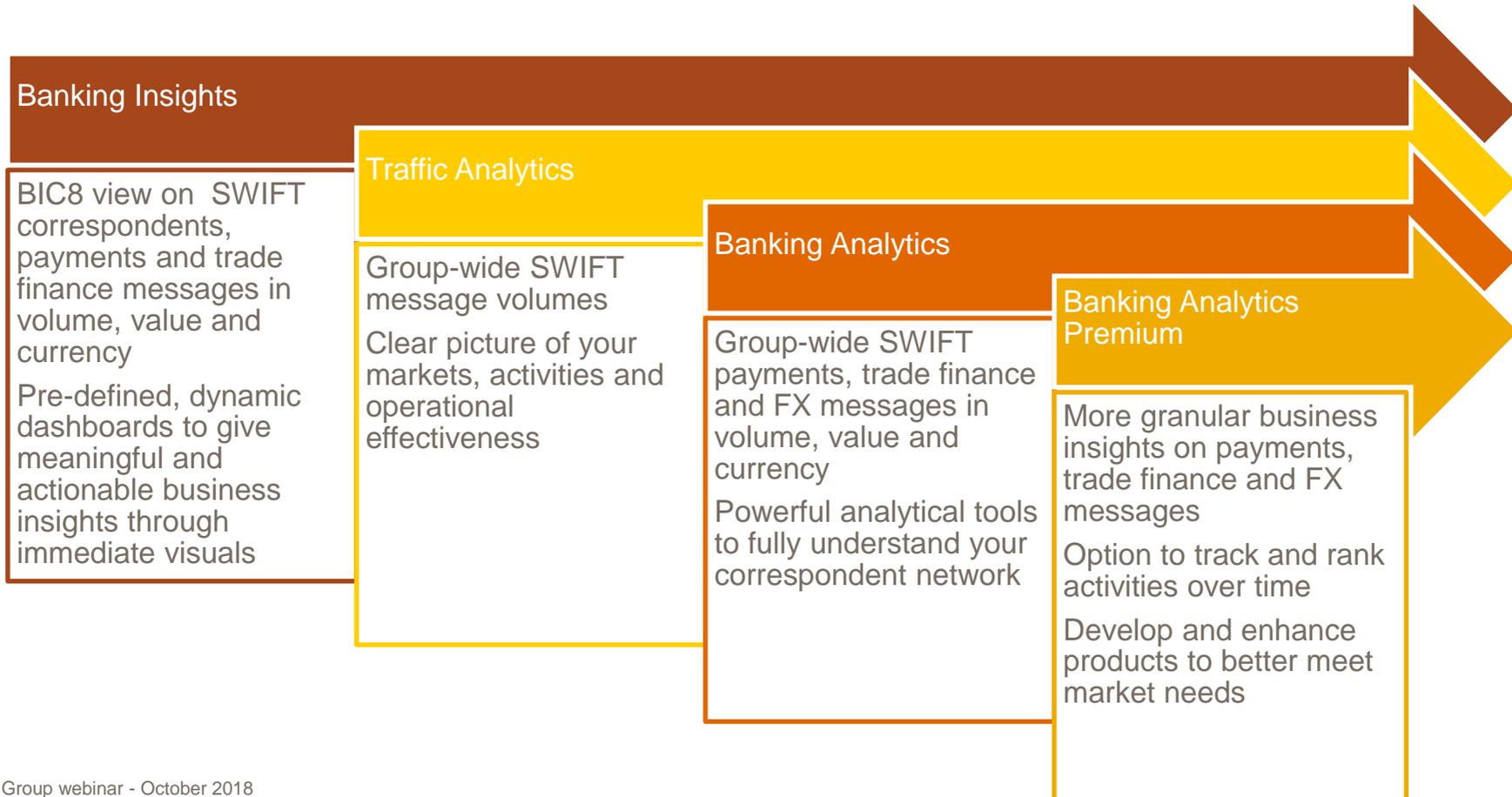
o **Q&A and Quick Survey**
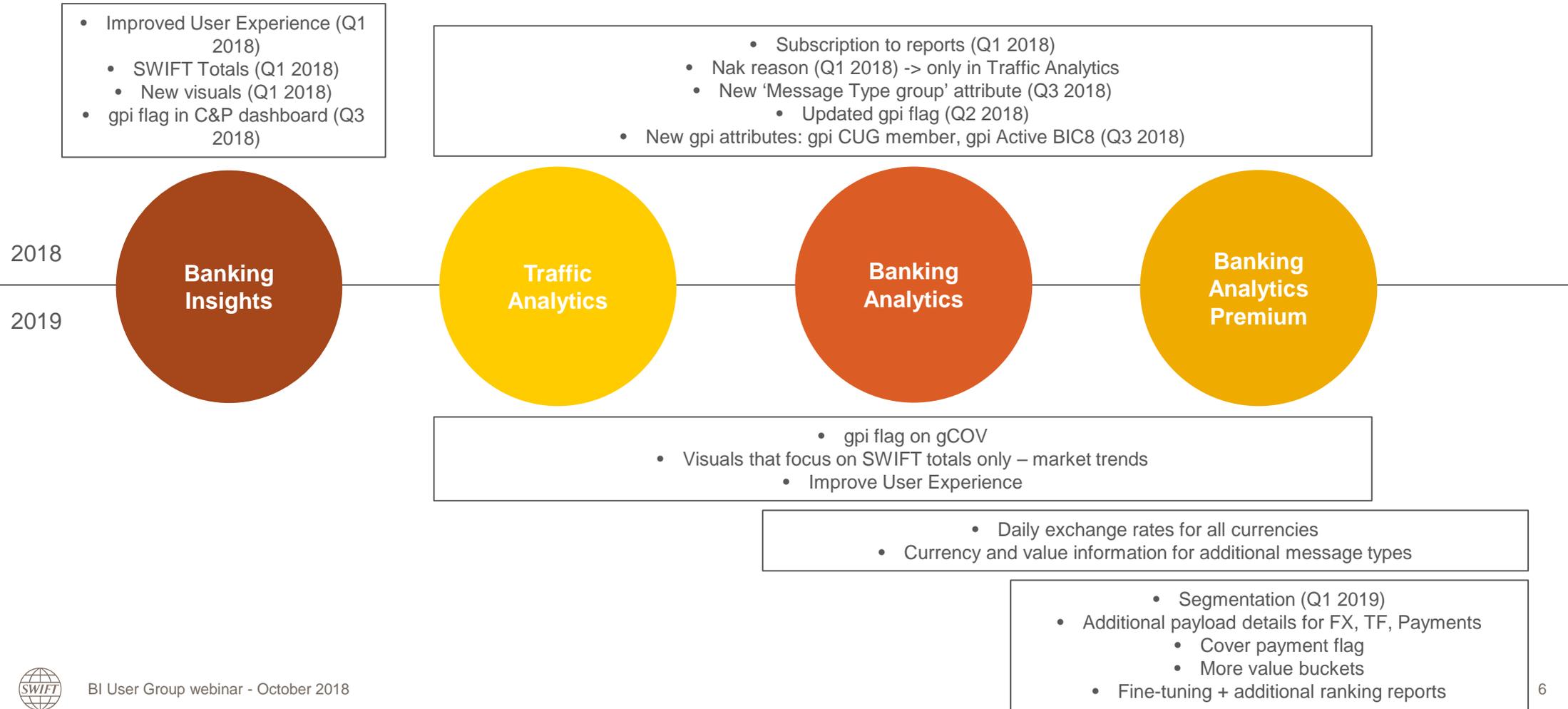
Evolution of the product roadmap

Watch for Banking

A range of online reporting and analytical solutions, designed to grow with your business needs across multiple market segments and geographies

Banking Insights

BIC8 view on SWIFT correspondents, payments and trade finance messages in volume, value and currency

Pre-defined, dynamic dashboards to give meaningful and actionable business insights through immediate visuals

Traffic Analytics

Group-wide SWIFT message volumes

Clear picture of your markets, activities and operational effectiveness

Banking Analytics

Group-wide SWIFT payments, trade finance and FX messages in volume, value and currency

Powerful analytical tools to fully understand your correspondent network

Banking Analytics Premium

More granular business insights on payments, trade finance and FX messages

Option to track and rank activities over time

Develop and enhance products to better meet market needs

Roadmap – Watch for Banking

- Improved User Experience (Q1 2018)
- SWIFT Totals (Q1 2018)
- New visuals (Q1 2018)
- gpi flag in C&P dashboard (Q3 2018)

- Subscription to reports (Q1 2018)
- Nak reason (Q1 2018) -> only in Traffic Analytics
- New 'Message Type group' attribute (Q3 2018)
- Updated gpi flag (Q2 2018)
- New gpi attributes: gpi CUG member, gpi Active BIC8 (Q3 2018)

2018

Banking Insights

Traffic Analytics

Banking Analytics

Banking Analytics Premium

2019

- gpi flag on gCOV
- Visuals that focus on SWIFT totals only – market trends
- Improve User Experience

- Daily exchange rates for all currencies
- Currency and value information for additional message types

- Segmentation (Q1 2019)
- Additional payload details for FX, TF, Payments
- Cover payment flag
- More value buckets
- Fine-tuning + additional ranking reports

New gpi attributes in Watch Analytics

➢ **gpi flag**: To identify if your payment sent or received is a SWIFT gpi payment or not. The traffic can be either of the following:

- Yes - service type 001 (before November 2017)
- No - other service type (before November 2017)
- Not applicable - Message Types other than MT 103, MT 103+, MT 103R and MT 199
- gpi to gpi - service type 001 sent to gpi member (as of Standard Release November 2017)
- gpi to non-gpi - service type 001 sent to non-gpi member (as of Standard Release November 2017)
- non-gpi to gpi - from non-gpi member to gpi member (as of Standard Release November 2017)
- non-gpi to non-gpi - from non-gpi member to non-gpi member (as of Standard Release November 2017)

  * Currently only MT 103, MT 103+, MT 103R, MT 199

➢ **gpi CUG member/member counterparty**: To identify whether or not a reported institution or correspondent is a gpi CUG member during the reported period, irrespectively of the currency.
  Note: only works as of August 2018 data (before = n/a)

➢ **gpi Active BIC8/counterparty BIC8**: To identify whether or not a reported institution or correspondent is an active gpi participant and thus able to send/receive gpi traffic during the reported period for a reported currency.

NEW payload fields in Banking Analytics and Banking Analytics Premium in 2019
Exact date TBC

Payments

- Currency and amount*:
    - MT 102 (field 32B)
    - MT 203 (field 32B)
    - MT 940 – currency code
    - MT 950 – currency code

- Additional payload details:
    - MT 101: Initial ordering and ultimate beneficiary BICs (field 52a/57a)
    - MT 103s:
        - instruction code (field 23E)
        - Sender's Correspondent BIC (field 53A)
        - Sender to receiver information - BIC8 (field 72)

Treasury

- Additional payload details:
    - MT 300: Instrument type (derived from multiple fields), Settlement country (field 72)
    - MT 300/305: Non-deliverable indicator, non-deliverable valuation (field 71A)
    - MT300/304: Trade date, Trade value (field 30A)

Trade Finance

- Currency and amount*:
    - MT 450 (field 32A)
    - MT 742 (field 32B)
    - MT 760 (field 77C)

- Additional payload details:
    - MT 700: more information about the LC tenor (field 42C, 42P and 42M), available with (41A), applicant bank (field 51A) and advice through bank (field 57A), credit type (field 40A), charges (field 71B), description of goods (field 45A)
    - MT 710/720: Form of Documentary Credit (field 40B)
    - MT 700/710/720: Port of loading…(field 44E), Place of taking in charge…(field 44A), Port of discharge…(field 44F), Place of final destination…(field 44B)
    - MT 710: Applicant bank (field 51A)
    - MT 720: Confirmation instructions (field 49)
    - MT 740: reimbursing bank's charges (field 71A)
    - MT 742: Issuing bank (field 52A)

*will also be available in Banking Analytics

Watch for Banking - Analytics

Demo

NEW 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

Part of your gpi subscription

Observer Analytics

Unique data to support your cross-border payments strategy

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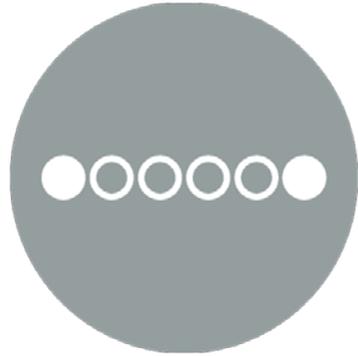- Benchmarking against gpi community and identify gpi market practices

Optional add-on (payable)

gpi Observer Analytics

Analysis on speed

Payment routing intelligence

Benchmarking against gpi community

Advanced analysis of your direct gpi correspondents

gpi Observer Analytics

Demo

gpi Observer Analytics is live since early September after a successful pilot with 17 banks

Feedback from pilot participants

6 banks in EMEA	5 banks in AME	6 banks in APAC

Overall, great value for Operations, Network and Product Management teams.
Many <u>new</u> KPIs could become part of FIs decision making process.
Benchmarking provides competitive intelligence.
Very powerful visualisations (e.g. end-to-end network view)
New insights can foster gpi adoption and push new banks to join gpi
Very rich tool with a lot of new insights that were not available before

<u>**Other feedback:**</u>
- Banks using the data for meetings with Corporates and FIs
- Banks suggest specific KPIs they would like to monitor going forward (e.g. not confirmed within 10 days)
- Banks see strange routings (outliers) to further deep dive into
- Banks see insights on E2E as very powerful on a business and operational perspective
- Banks like to benchmark on gCCT business rules with gpi community
- Banks are looking at service quality with their correspondents, like intermediaries, for future SLA discussions
- Banks see opportunities to integrate 'speed' insights in their operational systems
- Banks would like to monitor branches operations
- Banks can use the tool to develop new corridors/countries to gain a competitive edge:
  - Foster gpi adoption
  - Business Development

Want to know more about gpi Observer Analytics?

Act faster,
perform better.
**Business
Intelligence**
that gives
you the edge.

Read the gpi Observer Analytics factsheet

Visit our webpage: www.swift.com/ObserverAnalytics

Contact us at gpi.Observer@swift.com or your account manager and ask for a demo with your own data

Read the Press Release

Join us at Sibos Sydney

sibos

Want to know more?

Watch
Watch for Banking
Watch for Securities

SWIFT Scope
For Central Banks &
Intraday Liquidity Reporting

BI solutions for gpi
gpi Observer Analytics

BI Services
Peer Benchmarking
RMB Market Insights
FX Performance Insights
RMA
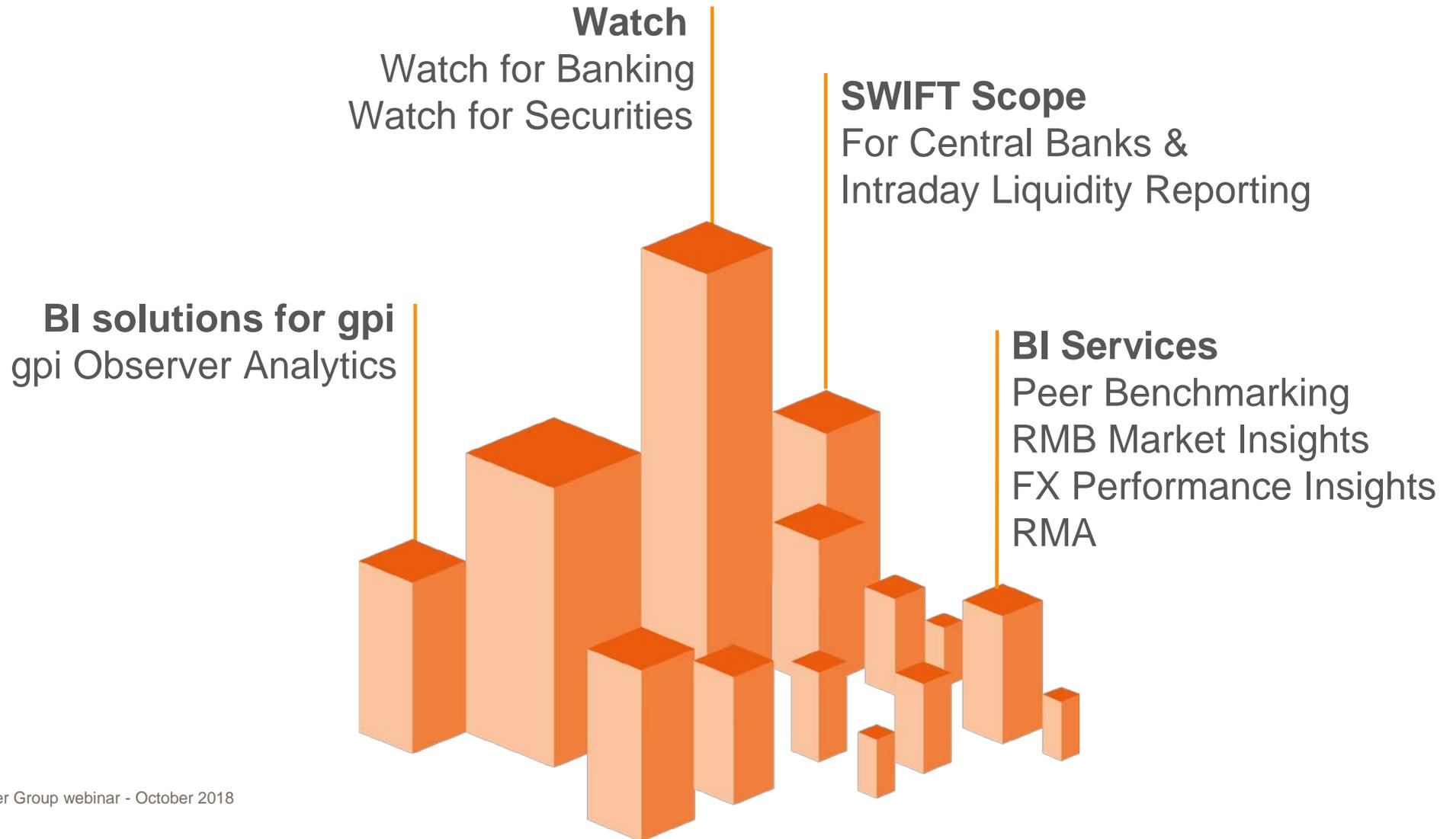
Discover and experience our solutions first hand

SWIFT Hub – Theatre sessions

Three 30-min sessions scheduled, covering:

- Business Intelligence solutions for gpi

- gpi Observer Analytics

- FX Performance Insights

SWIFT Hub – Knowledge Bar

A must attend 45 min session next to coffee bar in the SWIFT Hub

gpi Observer Analytics hands-on demo and you'll also hear what pilot banks have to say

SWIFTLab demo pods

20 min sessions and 10 min Q&A

Demo pods available all week (SWIFT Stand & SWIFT Hub), providing you with the opportunity to test our BI solutions

SWIFT Stand – Initiative rooms

Contact us to meet the BI experts and book your 1:1 personalised meeting, which can include a demo with your institution's own data!

See you at stand A39!

An exciting week ahead

	Monday	Tuesday	Wednesday	Thursday
Morning	**10:00 – 10:45** **SWIFT HUB 1 – CONFERENCE ROOM** SWIFT gpi – The new norm for international payments	**09:00 – 09:30** **SWIFT HUB 2 – THEATRE ROOM** SWIFT gpi onboarding – How to make it a success		**08:45 – 09:30** **SWIFT HUB – KNOWLEDGE BAR** Unique insights powered by gpi Observer Analytics
		10:00 – 10:45 **SWIFT HUB 2 – CONFERENCE ROOM** SWIFT gpi – An implementation model for every bank		**09:30 – 10:00** **SWIFT HUB 2 – THEATRE ROOM** FX insights: Get an unprecedented view of FX market data performance
Afternoon	**13:15 – 13:45** **SWIFT HUB 2 – THEATRE ROOM** SWIFT gpi – How to build your business case	**13:45 – 14:15** **SWIFT HUB 2 – THEATRE ROOM** Stay ahead of the curve with gpi Observer Analytics	**12:30 – 13:15** **SWIFT HUB 2 – CONFERENCE ROOM** SWIFT gpi – An opportunity to make cross-border payments real-time	**09:30 – 10:00** **SWIFT HUB 2 – STANDARDS FORUM** The China Challenge - Best Practices for one of the World's Fastest Growing Markets
	15:15 – 15:45 **SWIFT HUB 2 – THEATRE ROOM** Initiating your gpi journey? Business Intelligence supports you every step of the way	**15:30 – 17:00** **SWIFT HUB 2 – Plaza** Gpi Invest in the best	**14:00 – 15:00** **MAIN CONFERENCE – CONFERENCE ROOM 4** Service matters – How can banks better service corporate suppliers?	
	17:00 – 17:30 **SWIFT HUB 2 – THEATRE ROOM** SWIFT gpi delivering value now			

View the full programme

Take a virtual tour of Sibos 2018

Watch the video

Sibos 2018 takes place at ICC Sydney in October 2018.
This video takes you on a virtual tour of the venue through the different elements of the Conference, Exhibition, SWIFT Hub and Discover Zone.

Not going to Sibos?

Act faster,
perform better.
**Business
Intelligence**
that gives
you the edge.

Contact us at Watch@swift.com or gpi.Observer@swift.com

Join the SWIFT Business Intelligence for Transaction Banking LinkedIn group
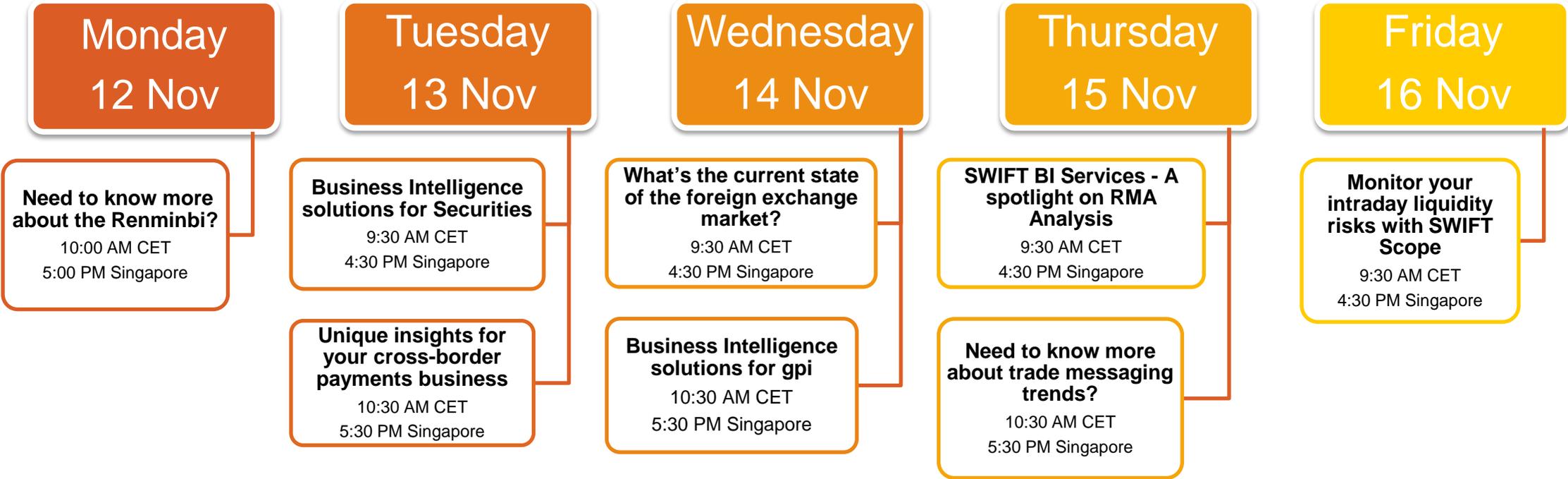
Get your copy of the BI at Sibos wrap-up report

Sign up to our newsletter

Business Intelligence Webinar Week

Business Intelligence Webinar Week

Monday
12 Nov

Need to know more about the Renminbi?

10:00 AM CET

5:00 PM Singapore

Tuesday
13 Nov

Business Intelligence solutions for Securities

9:30 AM CET

4:30 PM Singapore

Unique insights for your cross-border payments business

10:30 AM CET

5:30 PM Singapore

Wednesday
14 Nov

What's the current state of the foreign exchange market?

9:30 AM CET

4:30 PM Singapore

Business Intelligence solutions for gpi

10:30 AM CET

5:30 PM Singapore

Thursday
15 Nov

SWIFT BI Services - A spotlight on RMA Analysis

9:30 AM CET

4:30 PM Singapore

Need to know more about trade messaging trends?

10:30 AM CET

5:30 PM Singapore

Friday
16 Nov

Monitor your intraday liquidity risks with SWIFT Scope

9:30 AM CET

4:30 PM Singapore

New requirements/ideas

Questions

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Find out more about Watch

Learn more on our e-training platform:
SWIFT Smart
Access to this module is only available for swift.com registered users.
Dedicated e-trainings on Watch Products available

Customer Support

**SWIFT Business Intelligence
for Transaction Banking**

SWIFT Business Intelligence
Watch documentation

Documentation available in the
Watch platform

Send us your feedback
at watch@swift.com

Survey questions (after the webinar)

What can be improved in our Watch tools?

Would you like to share your experience with Watch during our next User Group webinar? Or are you keen to work on a case study with us?

Would you like to be contacted for more information about any SWIFT Business Intelligence solutions? If so, which one(s)?

Would you like to be contacted to provide input or having a discussion on APIs for Business Intelligence?

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