Understanding
SWIFT Services for Corporates
Overview of Consulting Services

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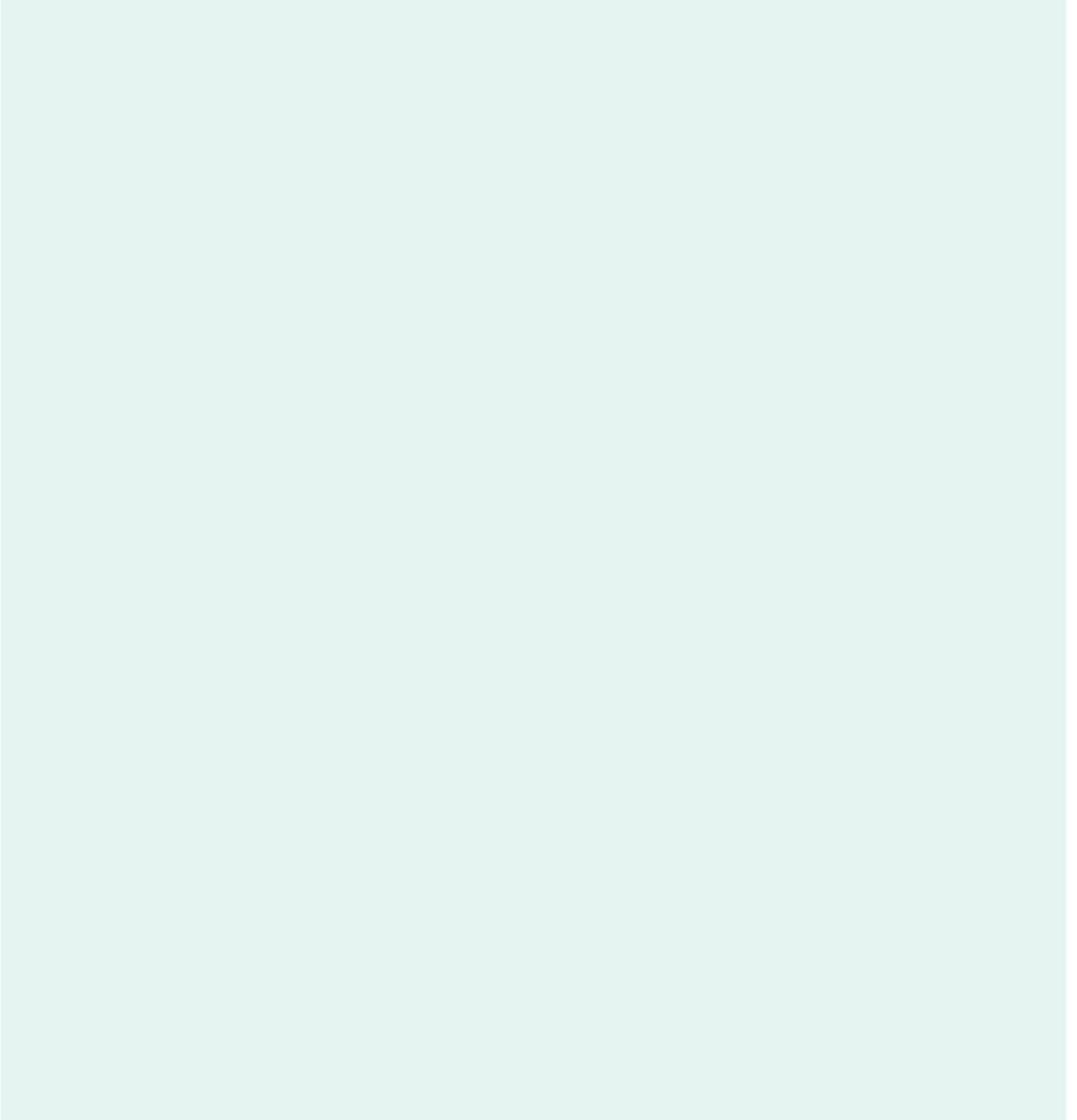
Challenges of multi-banking

Corporates face considerable challenges in coordinating the many bank accounts and multiple bank communication channels that are needed for effective treasury management. These challenges range from the high cost of multiple bank interfaces, complex and varied security and contingency arrangements, and an inability to view cash positions across your global bank network. These issues (amongst others) introduce excess costs, as well as process and liquidity inefficiencies to cash management and related financial operations.

**Introduction to
SWIFT Services for Corporates**

SWIFT addresses these challenges by providing treasurers and finance managers with a bank-neutral, secure channel to access cash, treasury and trade services from multiple banks in a consistent way. Tangible benefits for corporate treasurers are realised in four key domains:

Professional services

- Expert advice from trusted SWIFT professionals
- Building in-house SWIFT expertise
- Customised support to operation management

Improved processes

- Automated and standardised processes
- Increased staff capacity and productivity
- Reduction of in-house operational and IT costs

Increased visibility

- Full overview of cash positions
- Optimised working capital management
- Efficient use of credit lines

Enhanced security and risk migration

- Highest standards of security, reliability and confidentiality
- 24/7/365 availability
- Compliancy with local and international regulations

SWIFT and especially its cloud-based connectivity solution, Alliance Lite2, provide an easy, reliable and secure way to reach your correspondents using a single channel. However, there are important aspects to consider and know before being fully onboarded with your financial correspondents.

To maximise the full SWIFT experience for Corporates, SWIFT now offers a global services programme with a specific focus on the corporate community. Over the many years of onboarding corporates to SWIFT and to their banks, SWIFT Services has developed a methodology to ensure a smooth onboarding journey for our corporate customers.

Our expertise in the industry and exposure to different business flows, standards and market practices can help you to analyse and define the best solutions for your organisation. We offer customers value-added services in the areas of project management, onboarding, implementation and training.

Why work with SWIFT Services?

In-depth knowledge and community-oriented mindset

SWIFT's expertise in the financial services industry and exposure to different business flows, standards and market practices can help you to analyse and define the best solutions for your organisation. As a cooperative, SWIFT is committed to providing secure, reliable and efficient services and delivery to our community.

Unique access to benchmarking data

Established as the global backbone of the financial industry, SWIFT draws upon its diverse sources of message traffic data to bring you a rich portfolio of business analysis and market intelligence. Our intelligence helps you understand and compare your performance against the market, and can also help to enhance your operational efficiency.

Proven methodology and references

Our proven methodology and on-the-ground experience with a large number of customers, including major transaction banks, payment factories, market infrastructures and corporates, provides you with the best insights and analysis to achieve operational excellence.

Focussed assignments

Well-defined scope and strong experience of financial operations, ensures concise assignments delivered at a competitive price. Insights, required tools and recommendations are provided to help drive, prioritise and implement change.

Neutral advice

SWIFT is a community-based, non-commercial organisation, providing independent advice in line with market standards. As the preferred Standards and Messaging Services provider for the financial services community, our customers benefit from best practices, reduced cost and mitigated risk.

From strategy to quick wins

Strong customer collaboration concludes in a set of recommendations incorporating:
1 Quick wins with a typical implementation period of less than three months
2 Tactical changes requiring implementation of only three to nine months
3 Strategic changes with the highest impact on cost and risk reduction, taking just over a year to implement.

The onboarding journey

The SWIFT Services for Corporates onboarding journey has four phases

I. Project preparation → **II. Project management assistance** → **III. Project delivery** → **IV. Ongoing support**

Corporate users can take advantage of SWIFT's expertise either for a part of the project or entirely. The entire project can be completely outsourced to our team to ensure your implementation will be done based on our knowledge of best practice and effective solutions from within the industry.

To ease the corporate onboarding process, a SWIFT project manager is assigned to the end-to-end project and acts as a single point of contact throughout the project lifecycle. The SWIFT project manager coordinates plans and oversees the delivery of all critical steps in the project, and takes a proactive attitude towards issues and actions to ensure the appropriate follow-up actions.

Corporates that are running a SWIFT implementation project will need a number of different types of services at various stages of the project lifecycle. By bundling individual service components in pre-defined bundles (Bronze, Bronze+, Silver, Silver+ and Gold), SWIFT aims to provide your company with a more coherent and handheld approach from the start until the end of the project life cycle.

Overview of the different bundles

	Bronze (B)	Bronze+ (B+)	Silver (S)	Silver+ (S+)	Gold (G)
I. Project preparation	Awareness workshop	Awareness workshop	Awareness workshop	Awareness workshop	Awareness workshop
		SWIFT onboarding assistance	SWIFT onboarding assistance	SWIFT onboarding assistance	SWIFT onboarding assistance
II. Project management assistance	E2E project man. assistance	E2E project man. assistance	E2E project man. assistance	E2E project man. assistance	E2E project man. assistance
III. Project delivery	Alliance Lite2 implementation	Alliance Lite2 implementation	Alliance Lite2 implementation	Alliance Lite2 implementation	Alliance Lite2 implementation
	Remote Business Training	Business Training	Business Training	Business Training	Business Training
				Business and Technical Design	Business and Technical Design
		Pilot Bank onboarding	Onboarding of 5 banks	Onboarding of 5 banks	Onboarding of 5 banks
					Integration of your back office(s)
IV. Ongoing support	Peace of Mind, Custom Code Maintenance				

Individual service components

Awareness workshop

To help assess the impact of the implementation of the SWIFT channels and provide information on SWIFT resources available to help.

SWIFT will work with the corporate project team to come to a common understanding of the project parameters, expectations, timelines, dependencies and what steps need to be undertaken with the main counterparties such as:
- Internal business team(s)
- SWIFT
- Cash management banks
- System and service providers

B B+ S S+ G

SWIFT onboarding assistance

To assist you with the onboarding related tasks in order to reduce the time requirement to join.

Following the kick-off session, we will explain the SWIFT onboarding process to your team, assist with the completion of project set-up ordering forms for the SWIFT Products and Services you require. The aim of this component is to enable faster joining, saving your company the resources required to get connected.

B+ S S+ G

Business and technical design

To review the current business operations and technical infrastructure and deliver implementation roadmap with recommendations.

SWIFT has developed a methodology to efficiently analyse the technical and functional readiness of your institution for SWIFT for Corporates setup, including the impact of SWIFT messaging on systems, teams, procedures and preparation for change management.

S+ G

Bank onboarding

To facilitate a smooth end-to-end bank onboarding process for all or selected bank partners of the SWIFT solution components.

The onboarding project with the cash management bank includes preparation and kick-off meeting, data analysis, project definition, planning & coordination, and testing assistance. SWIFT will also enable you to use MyStandards to have access to message specifications from major banks and market practice groups such as Common Global Implementation (CGI) or SEPA.

B+ S S+ G

Alliance Lite2 implementation

To install and customise Alliance Lite2 interface and go live.

SWIFT will assess the impact of the SWIFT channel and will provide users with an Alliance Lite2 configuration matching their specific operational needs, end-to-end implementation project management, a basic understanding of SWIFT terminology, remote installation of Alliance Lite2, and a remote hands-on introduction to day-to-day Alliance Lite2 tasks. In collaboration with your company, SWIFT will assess the impact of the implementation of the SWIFT channel.

B B+ S S+ G

Business Training

To ensure that your company has acquired a solid understanding of the SWIFT Offering.

Our business training will provide your company with an overview of the products and services that are closely related to your operation over the SWIFT network. The content and format of this training programme is customised to the specific requirements of your company.

B B+ S S+ G

Integration of back-office system

To integrate your back-office systems more effectively with SWIFT.

Drawing upon extensive industry experience, our Integration Services team can help you overcome existing integration challenges using our state-of-the-art tools such as SWIFT integration layer. Our tried-and-tested methodology offers end-to-end services such as analysis, design, development, testing, project management and support.

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Customer support components

Peace of Mind

To provide handholding support and entitlement to additional standard and specific configuration changes.

Peace of Mind Customer Support service provides the customer with technical and operational changes after the Go Live of Alliance Lite 2 such as:
- Additional configuration changes
- Handholding
- Relationship Management (RMA) – Optional

Custom Code Maintenance

To provide assistance with investigation and resolution of issues linked to custom code.

Custom Code Maintenance package covers:
- 24 x 7 support assistance complemented with 12 x 5 Custom code assistance
- Storage of Documentation and Code to allow for easy troubleshooting
- SWIFT Release impact assessment
- Forward compatibility assessment

Additional business components

SWIFT Services for Corporates also provide additional business components that can be combined with bundles:

MyStandards
MyStandards is an industry initiative simplifying the communication, implementation and maintenance of all standards-related information between you, your banks and different industry initiatives in a central, user-friendly web platform.

Standards Consulting
Whether prompted by regulation or market initiatives, understanding and implementing changes to industry standards can be challenging. Drawing upon our unique expertise, we can help you to update and extend your catalogue of specifications and map existing capabilities to new functions. Our gap analysis methodology can help you to understand how new standards implementations will affect your business operations.

SWIFT Scope for Cash Reporting solution
SWIFT Scope for Cash Reporting provides an end-to-end onsite solution bringing full visibility on an organisation's daily cash position. It combines the statements from all bank accounts of an organisation, including both the balance and transaction details of each bank account. This powerful end-to-end business intelligence solution deployed on your premises is lightweight and easy to implement.

SWIFTRef
SWIFTRef packages help validate and maintain the necessary payments reference data related to suppliers, clients and employees from different sources.

3SKey
SWIFT helps corporates execute transactions securely with multiple banks and individuals through 3SKey, a multi-bank and multi-channel solution that authenticates and approves operations using digital signatures and strong authentication through a single token.

Sanction Screening
Sanctions lists are constantly evolving and customer and supplier databases should also be screened regularly in order to ensure ongoing compliance. SWIFT leverages its unique place in the industry to collate and standardise the main sanctions lists and can help you achieve and maintain compliance with sanctions screening requirements.

Digital Trade Services
As global trade moves to open account terms, digital communications can bring greater efficiency and reliability across trade and supply chain solutions. You can reduce risk, enhance the efficiency of your processes and improve liquidity management by the support of SWIFT's trade digitisation solutions such as:
- The Bank Payment Obligation (BPO) is a digital instrument which supports trade settlement using ISO 20022 data structures and automated matching.
- The MT 798 message is a multi-bank standard for automating corporate-to-bank documentary trade flows, such as letters of credit and demand guarantees.

SWIFT Customer Security Programme
SWIFT is committed to keeping global banking safe and this can only be achieved by adopting a collaborative approach between SWIFT, its customers, overseers and third party suppliers. Customer Security Programme (CSP) aims to improve information sharing throughout the community, enhance SWIFT-related tools for customers and provide audit frameworks. Through the programme, SWIFT will also share best practices for fraud detection and enhance support by third party providers.

About SWIFT

SWIFT is a global member-owned cooperative and the world's leading provider of secure financial messaging services. As a global member-owned cooperative and the world's leading provider of secure financial messaging services, SWIFT enables more than 11,000 banking and securities organisations, market infrastructures and corporate customers in more than 200 countries and territories to communicate securely and exchange standardised financial messages in a reliable way. As their trusted provider, we facilitate global and local financial flows, relentlessly pursue operational excellence, and continually seek ways to lower costs, reduce risks and eliminate operational inefficiencies. We also bring the financial community together to work collaboratively to shape market practice, define standards and debate issues of mutual interest.

For more information, visit www.swift.com or follow us on Twitter: @swiftcommunity and LinkedIn: SWIFT