

# eBAM – electronic Bank Account Management & SWIFT Corporate Access

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# Agenda

- Introduction to SWIFT
- SWIFT Corporate Access Update
- eBAM
- SWIFT Connectivity options
- New developments





# SWIFT



A co-operative  
organisation serving the  
financial industry

A provider of highly  
secure financial  
messaging services

The financial  
standardisation body



# SWIFT's Business dimensions

## Heritage

- Established in 1973 by 239 banks in 15 countries
- Developed shared messaging platform for financial transactions
- Emphasis on **standardization, security, reliability and availability**

## Understanding

- Serving 8,800 financial institutions across 209 countries
- **Payments, Securities, Foreign Exchange, Treasury and Trade**
- Reducing costs, improving automation, managing risk

## Neutrality

- **Industry-owned community**
- Overseen by regulatory authorities
- Impartial to the data transacted across the messaging platform

## Technology

- Store & forward, file transfer, interactive query & response, browse
- Open standards
- IP over fibre-optic backbone

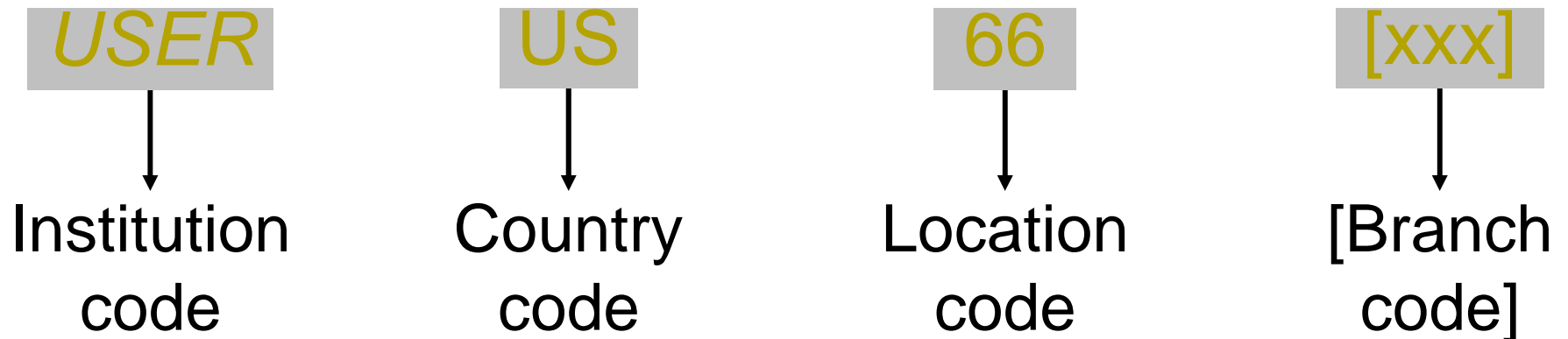






SWIFT provides its users a GLOBAL Identity

## SWIFT BIC/BEI Code



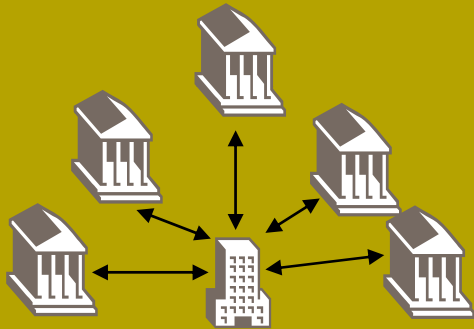
Online access to BICs & BEI s via [www.swift.com](http://www.swift.com)



# Corporate access to SWIFT

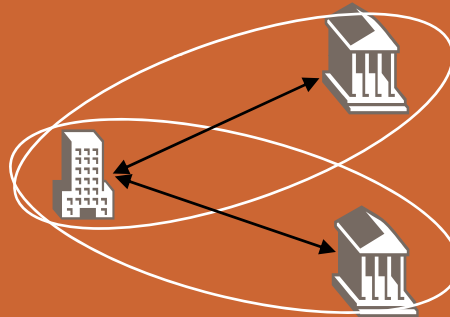
## An evolution

### 1998 Treasury Counterparty



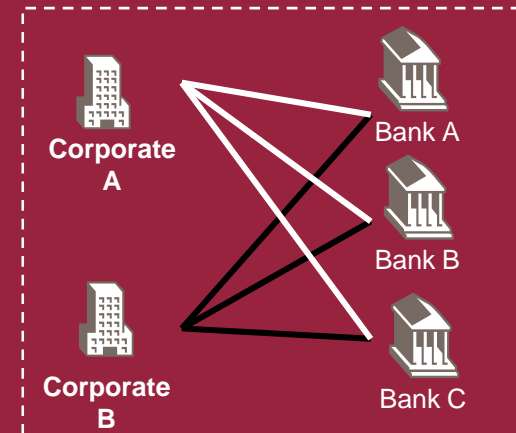
- Access to all banks on SWIFT
- Message usage limited to treasury deal confirmations

### 2001 MA-CUG



- Each bank sets up its own environment – Corporates can join several MA-CUGs
- No usage restrictions

### 2007 SCORE



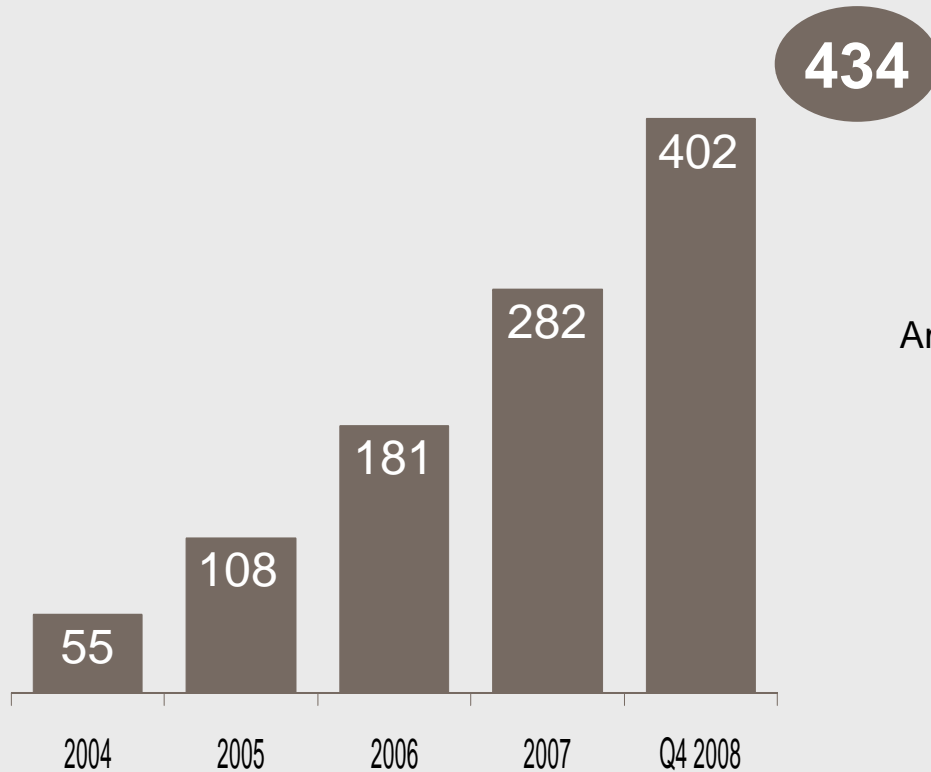
- Each bank joins the SWIFT administered CUG - Corporates access all banks in SCORE
- Limited usage restrictions



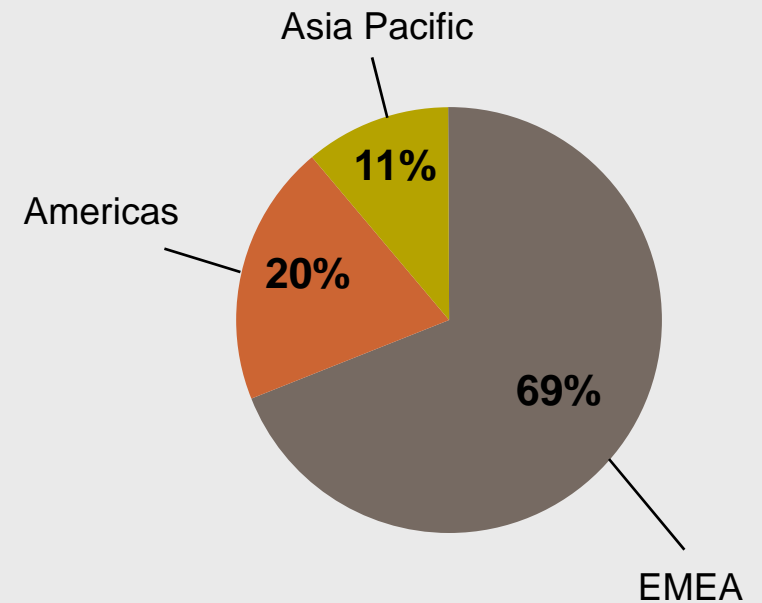
# Corporates on SWIFT

## Where do we stand today ?

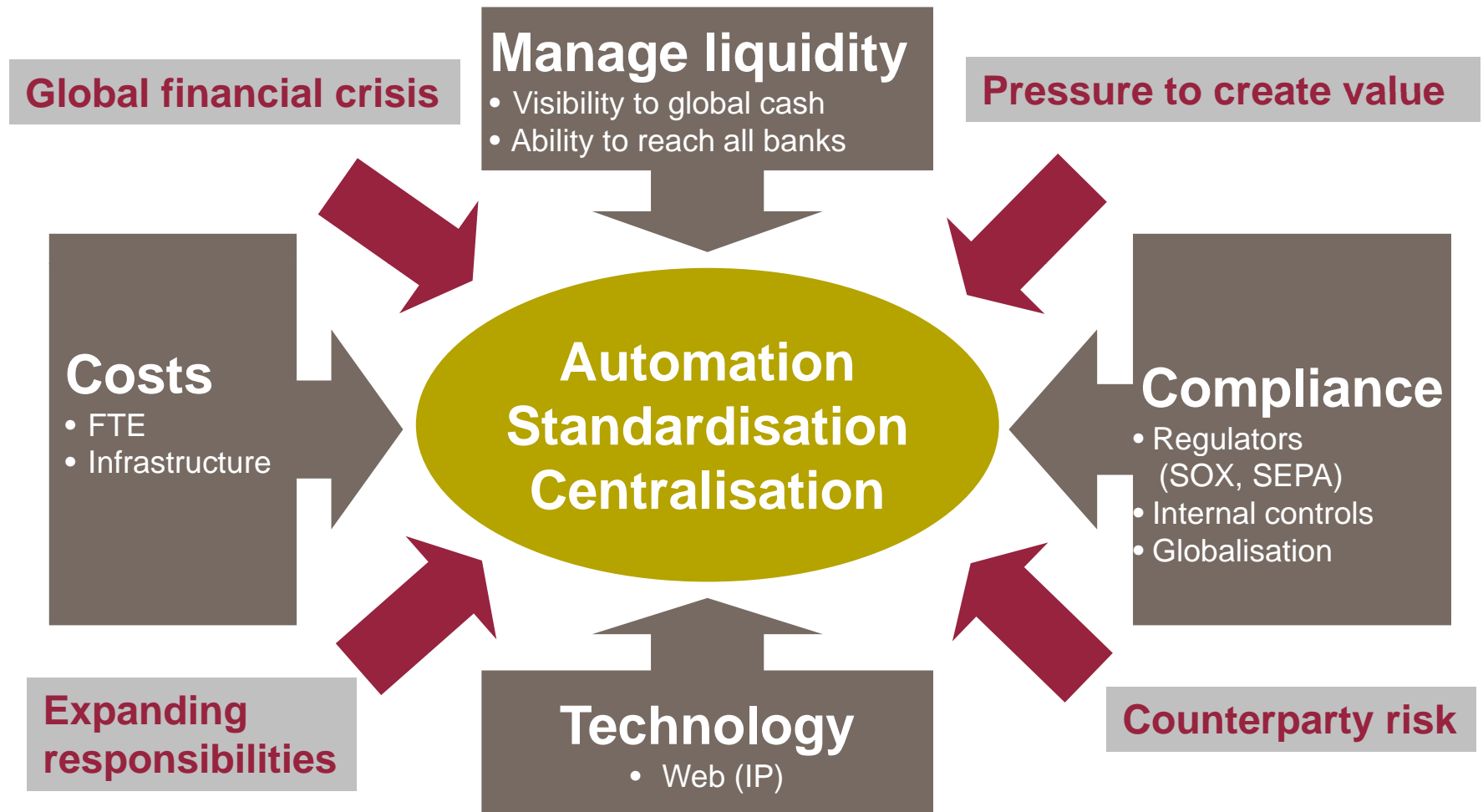
# registered corporate entities



Geographical split

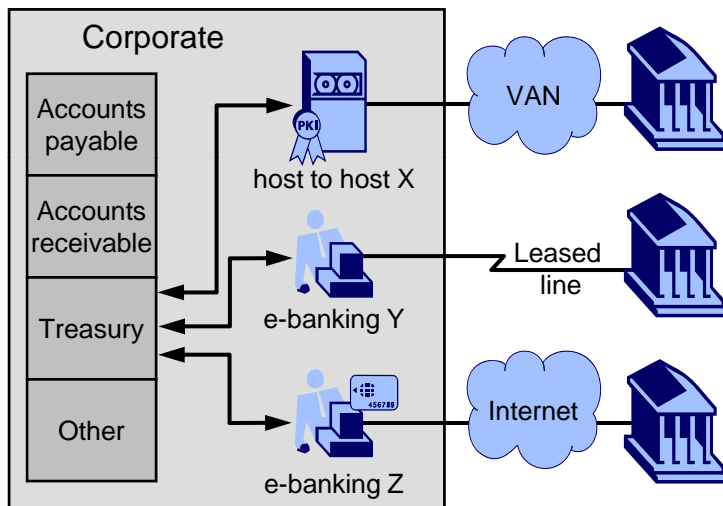


# Corporate Treasury drivers



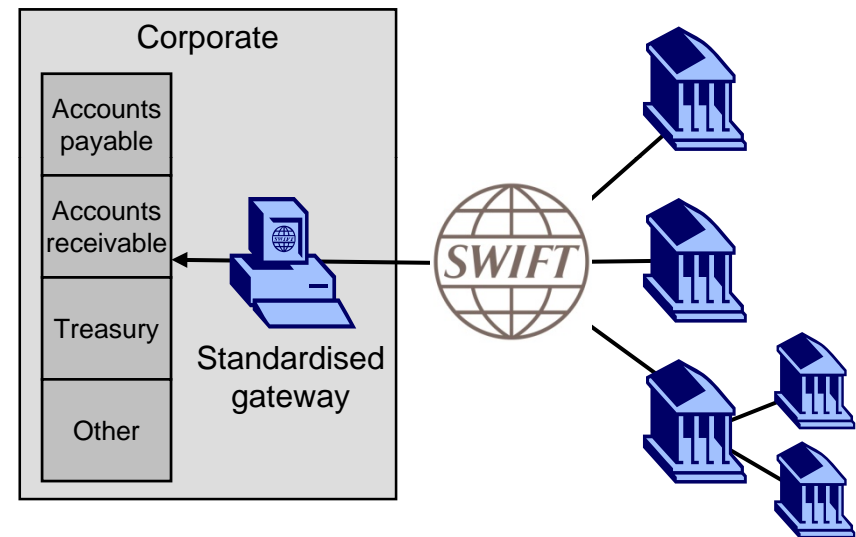
# SWIFT: a single, standardised gateway

## *Multiple bank channels*



- High cost
- No global visibility on cash
- Impossible to centralise

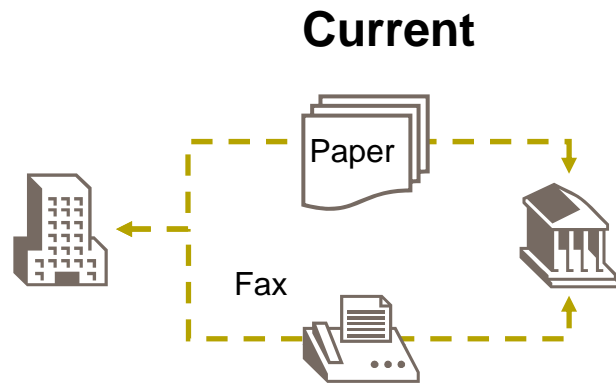
## *Single, standardised gateway*



- Global visibility on cash
- Lower cost
- Increased control and security
- Reduced risk



# 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



# eBAM - Project scope & deliverables

## Scope

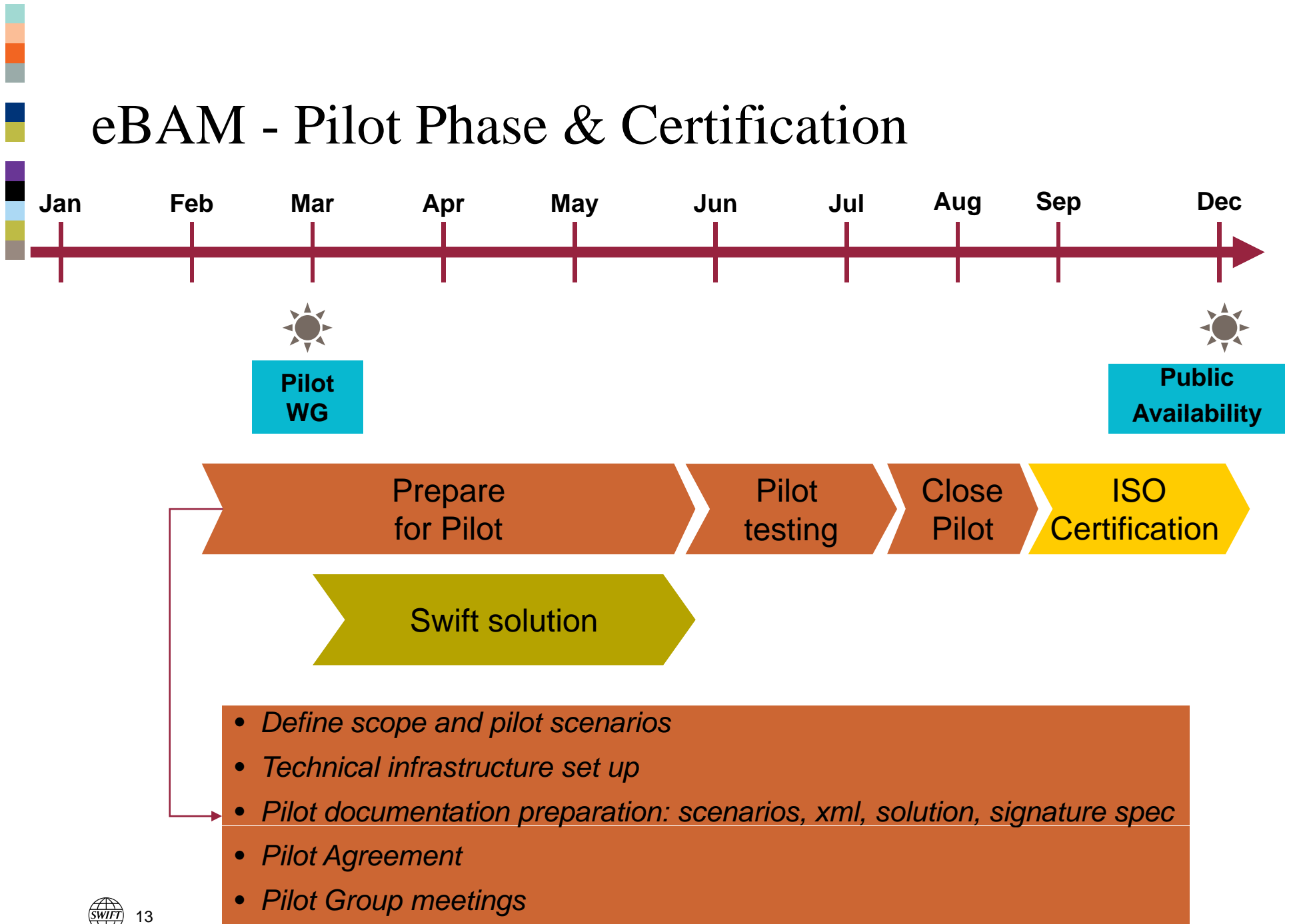
- Existing customers (no KYC)
- Account opening
- Account maintenance (mandate management)
- Account closing
- Account features reporting (e.g. auditor requests)

## Deliverables

- Draft schemas: Dec 2008
- Pilot testing: Q2 2009
- SWIFT Solution & ISO certification: end 2009



# eBAM - Pilot Phase & Certification





# eBAM – Project status

2008

## Modelisation

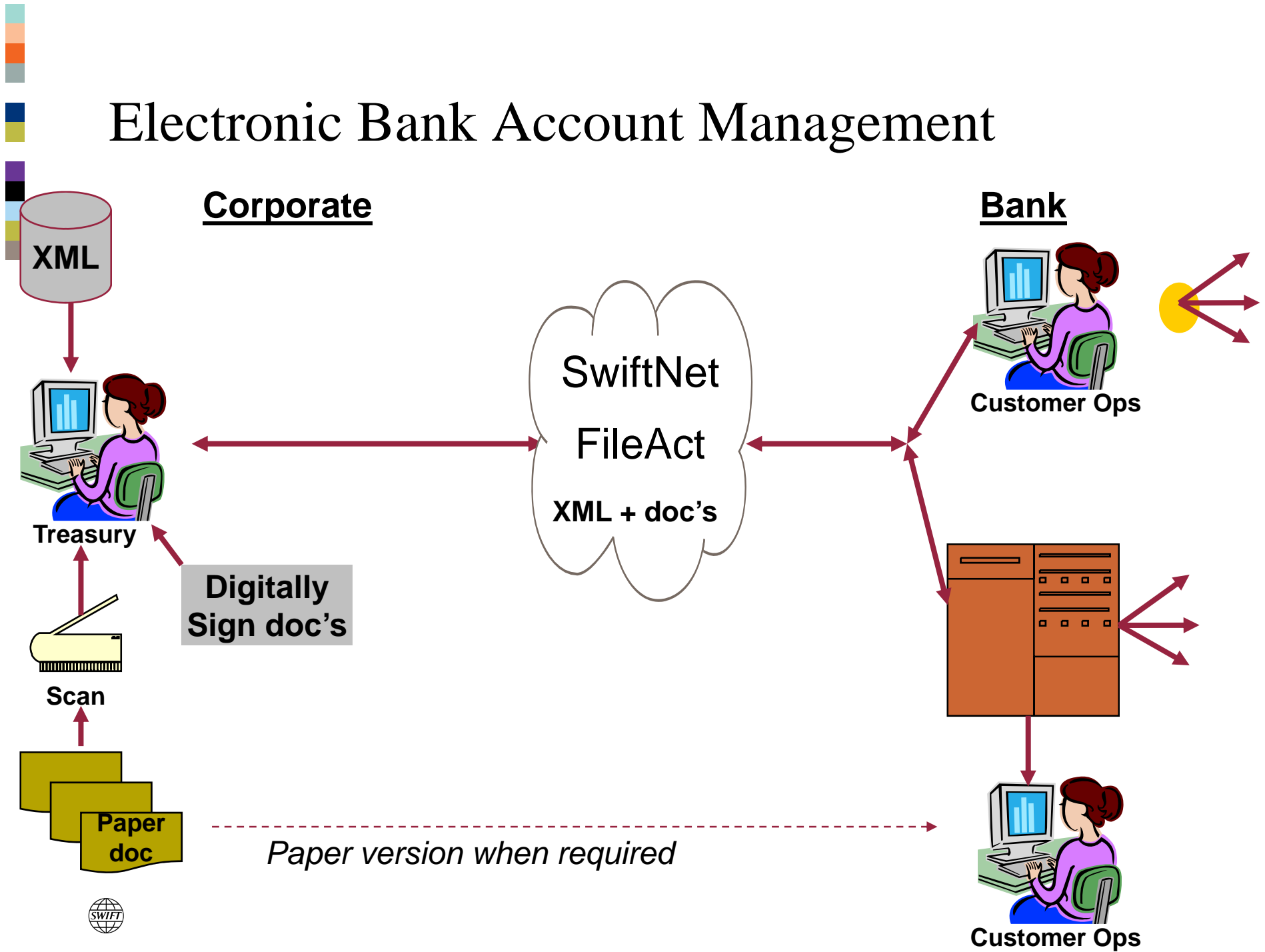
- Industry Consultation Group
- Business validation Group

H1 2009

## Pilot

- Pilot Working Group
  - Monitor pilot progress and share pilot feedback
  - Pilot participants
  - Bi weekly meeting
- Pilot Steering Group
  - Sounding board – help fixing and keep community approach
  - WG members not in pilot
  - Pilot participants
  - Monthly meeting: as from April

# Electronic Bank Account Management

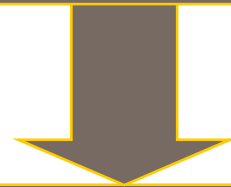




# eBAM

## Electronically Transport

xml standards + supporting documents



### Building blocks

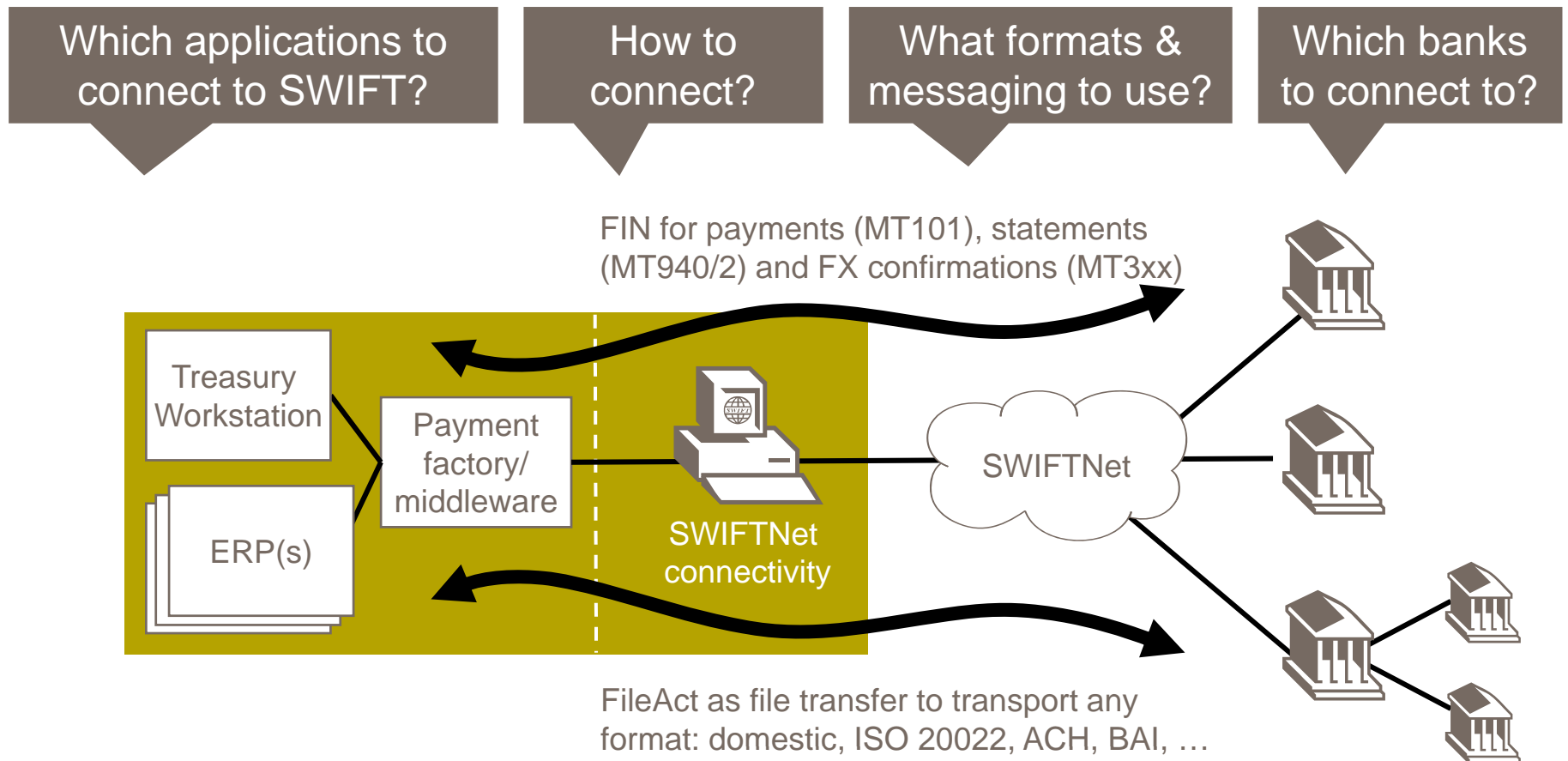
XML ISO 20022 Standards

Digital Signature specs

FileAct implementation guide

Integration guides

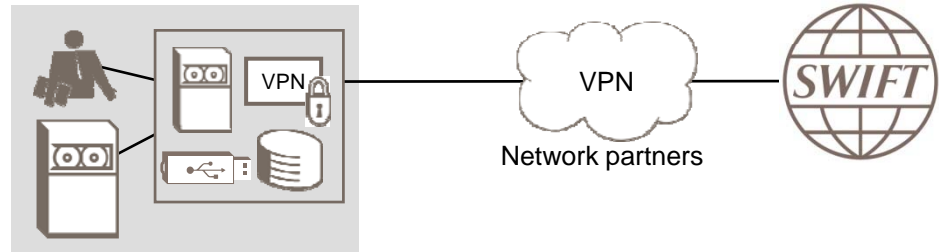
# Define scope



# Connectivity options, adapted to client needs

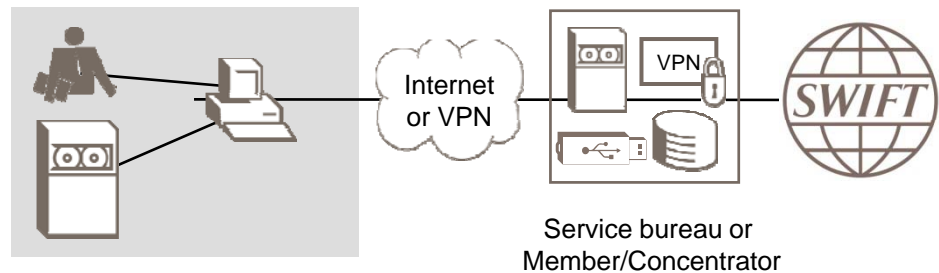
## Direct connection

Global corporate  
Millions payments/year  
Manage your own SWIFT connection



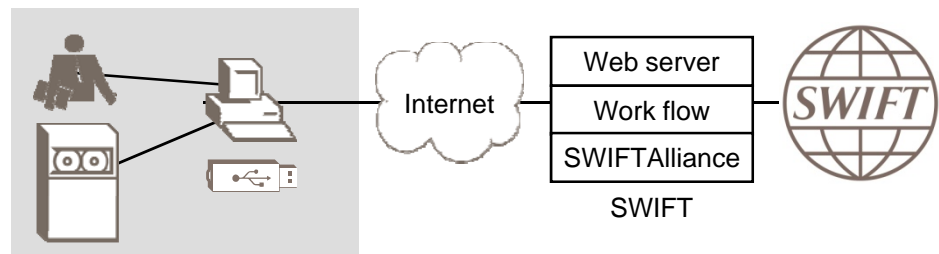
## Indirect connection

Very large corporate  
Hundred thousands payments/year  
Outsource SWIFT connection



## Alliance Lite

Large corporate (100 million–1 bn turnover)  
<200 transactions/day  
Simple solution





# New developments for Corporates on SWIFT

## 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 (Mar 09)

## Easy SWIFT

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

## New services

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



# SWIFT for Exceptions & Investigations

## Standardised enquiries content and workflows



Investigation  
Manager A

### Query types

- Query types (assign, forward)
- (1) Unable to apply
  - (2) Request To Cancel Payment
  - (3) Request To Modify Payment
  - (4) Claim Non Receipt
  - (5) Debit Authorisation Request
  - (7) Additional Payment Information
  - (8) Proprietary Format Investigation

### Case Management

- Or (6) Cancel Case Assignment
- Or (7) Duplicate
- Or (8) Case Status Report Request

16 messages with an integrated workflow to cover B2B and C2B needs



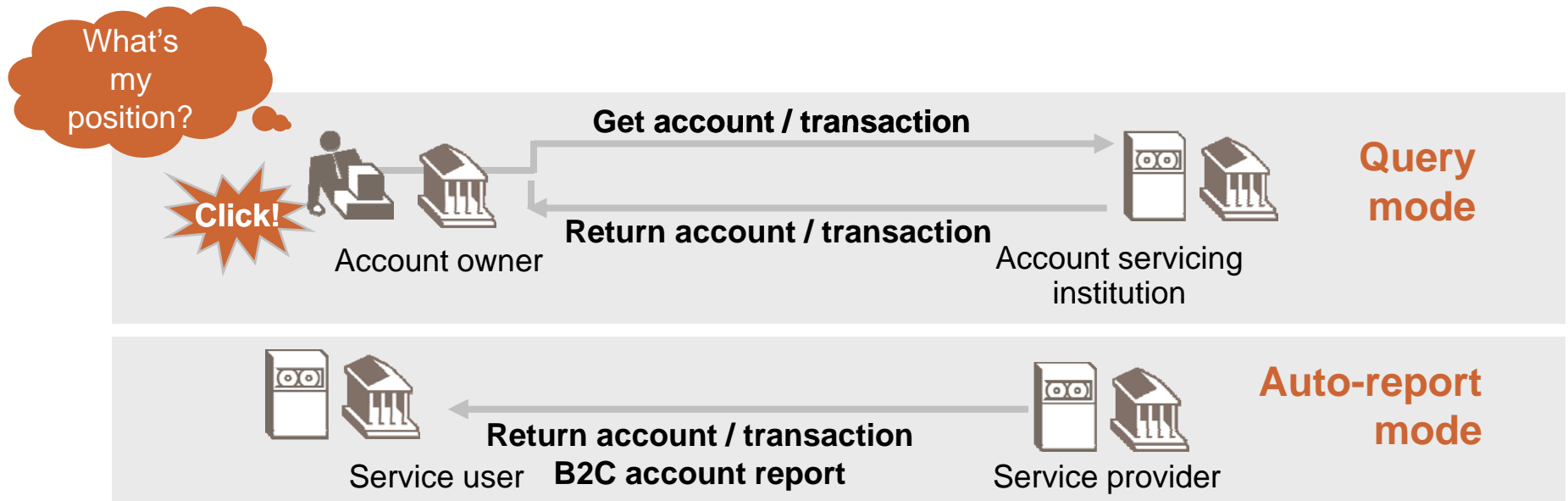
Investigation  
Manager B

(6) DebitAuthorisation Response

### Case Management

- Resolution of Investigation (1) Or
- Notification of Case Assignment (2) Or
- Request for Duplicate (3) Or
- Reject case Assignment (4) Or
- Case Status Report (5) -

# Cash Reporting



Standards

Set of industry validated standards offering granular data

Rules

Community-based rulebook to encourage market practice

SWIFTNet

InterAct store-and-forward

Vendors

Cooperation with vendors to enable end-to-end STP





# Financial Crisis – Cash is King



MT940



MT101



Multi-bank gateway



# Case Studies

Arcelor Mittal 600% ROI

DuPont 200% ROI

GE 410% ROI

Iberia 280% ROI

Novartis 120% ROI

Petronas 410% ROI

T-Mobile 180% ROI

Swiss Re 4 x savings to investment

BELCORP

EADS

Microsoft

Yves Rocher





Thank you

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