



Are Corporates really using SWIFT ?

Tieto, Taloussanommat seminar

Jan Heinsbroek

Helsinki, March 24th , 2011



Agenda

- **About SWIFT**
- Are Corporates really using SWIFT ?
- What are they using it for ?
- How do they connect ?
- What did they get out of it ?
- Q & A





About SWIFT

Watch the video at

<http://www.swift.com/corporates/>





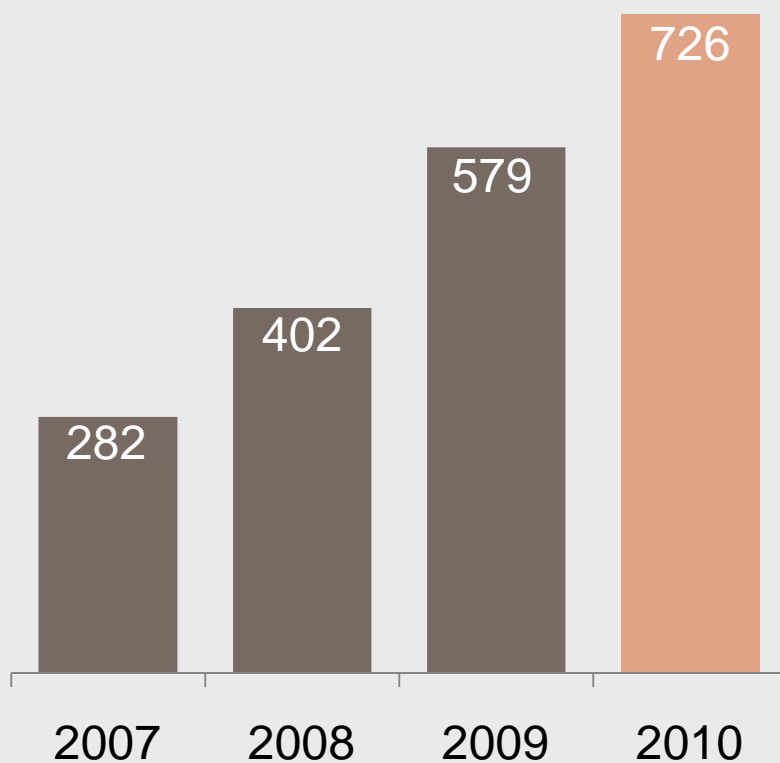
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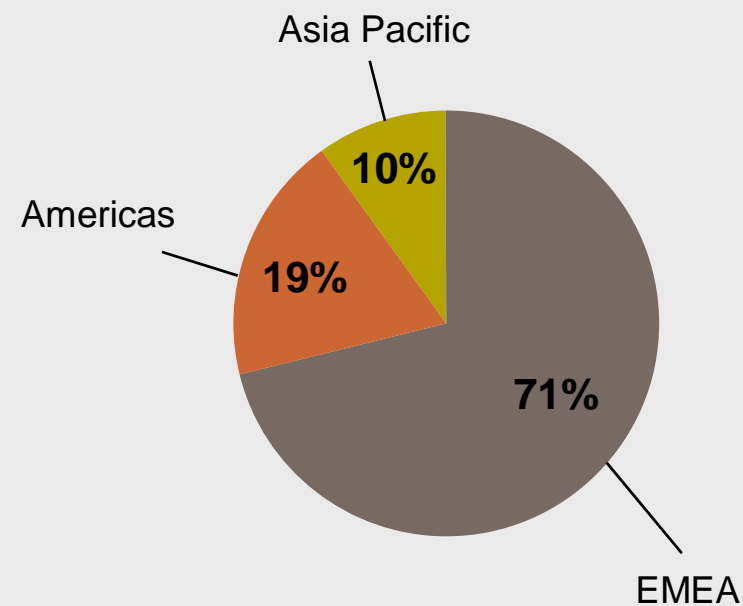


Are Corporates really using SWIFT ?

registered corporate entities



Geographical split



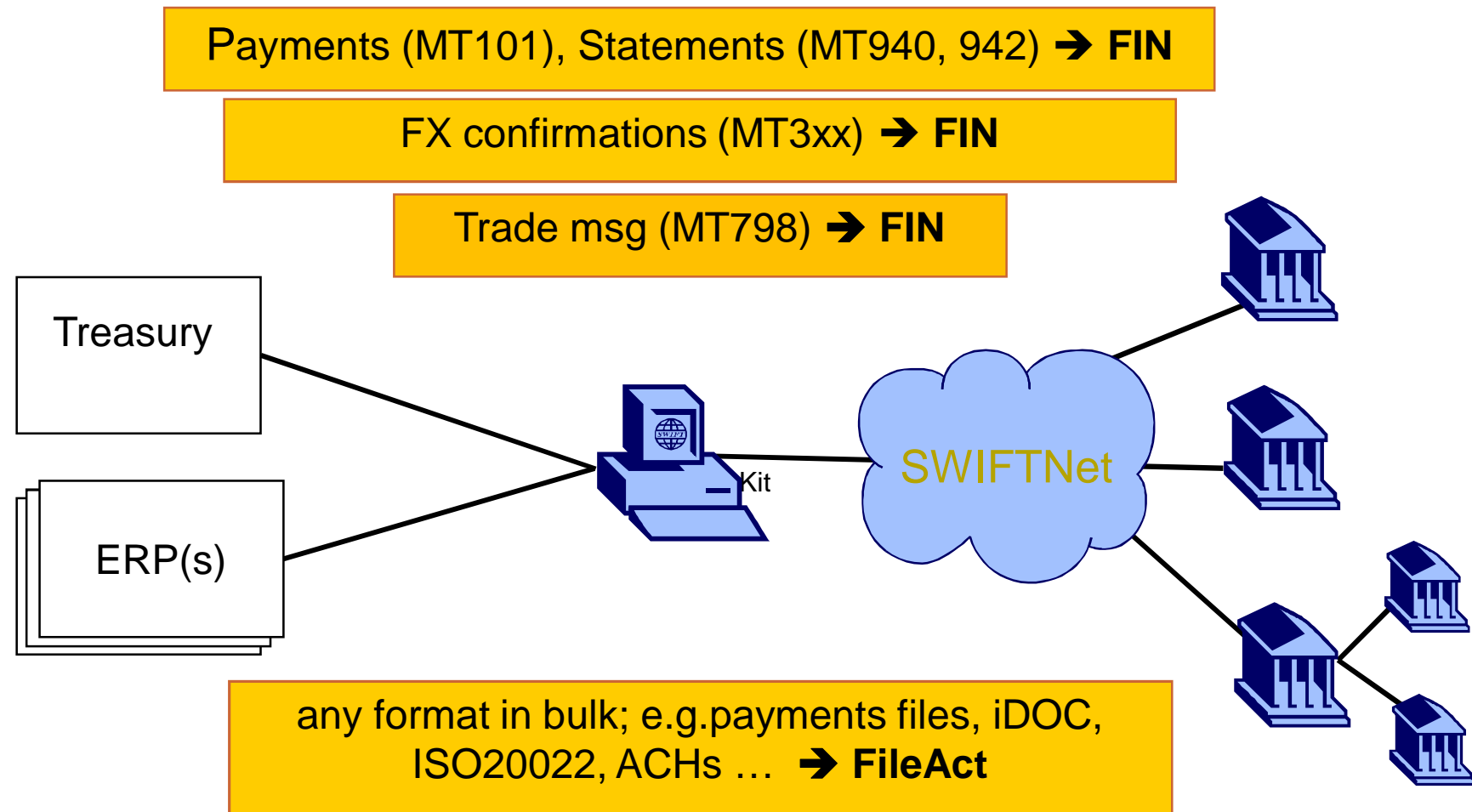


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What are they using it for ?





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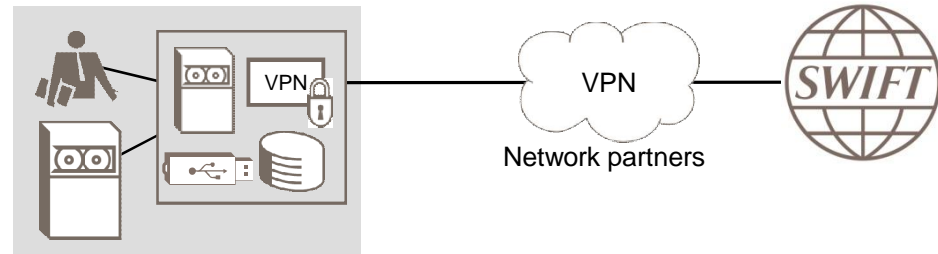




How do they connect ?

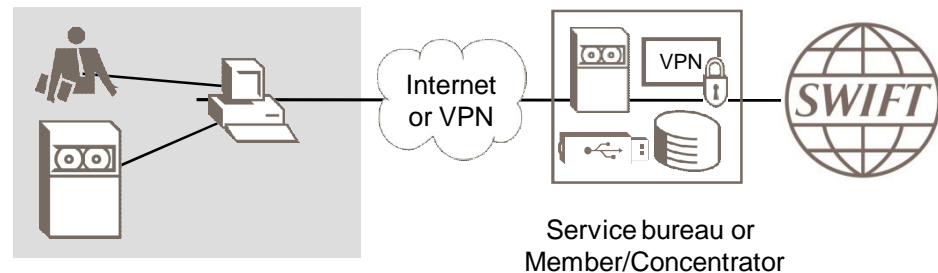
Direct connection

Manage your own SWIFT connection



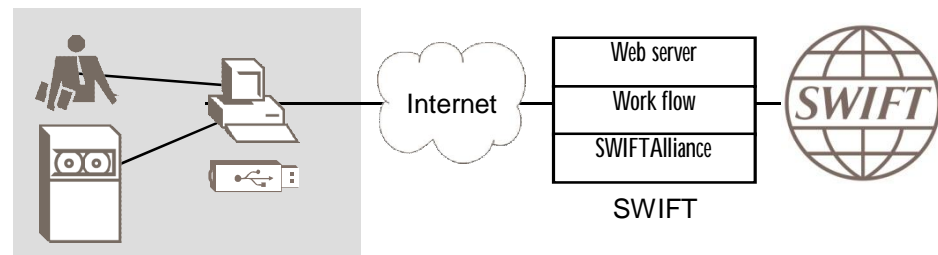
Indirect connection

Outsource SWIFT connection

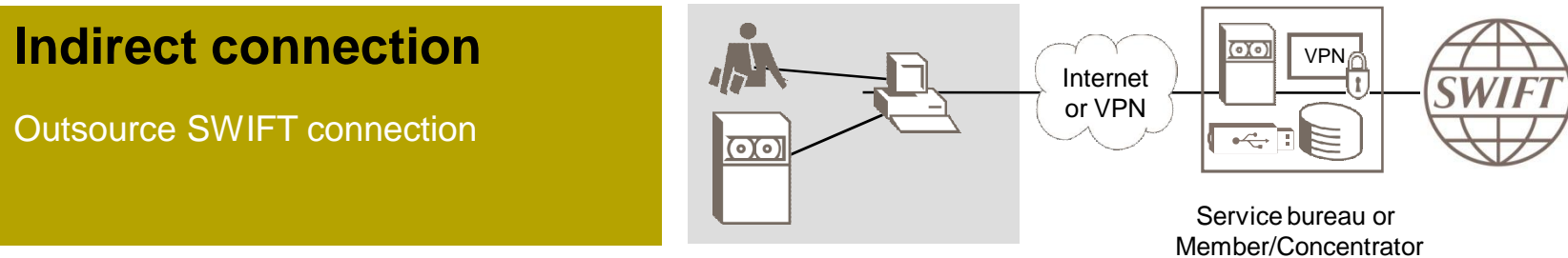


Alliance Lite

Simple solution
For 'limited' functionality and/or volumes



The model most selected is :



More than 80% of the new connections come through the Service bureaus !

Would Tieto not be a logical choice for you ?





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What corporates say about SWIFT's value

"... achieve all objectives of our treasury centralization project"

Head of Treasury and Risk Management,
Iberia

"... run a central platform with a single standard for every country and every bank"

VP Finance & Treasury, T-Mobile International

**"We took
SWIFT
to ..."**

"... have a standard and reliable process with all our banks"

Group Treasury, Petronas

"... build one central 'source of truth' for banking data"

Group Manager, Treasury,
Microsoft

"... reach all our banks directly, with the highest security"

Head of Treasury Control and Reporting, Novartis





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Q&A

