



Get ahead of the curve
in global trade finance



CGI Trade360®





"We have the ability to turn to CGI and ask them to modify the solution or to roll out new products for us—even for individual clients. CGI has given us the ability to quickly introduce new offerings that enable our business strategy and keep us ahead of the evolving market."

Mark Evans
Global Head of Trade and Supply Chain
Australia and New Zealand Banking Group

*When your customer says, "I want my bank to ..."
Can your bank meet the need?*

Get ahead of the curve in global trade finance with CGI Trade360, the fully-integrated software as a service that starts with your customers in mind. Trade360 gives you the power to meet ever-evolving customer needs and deliver exceptional service with the most robust functionality and technology in the market. It significantly reduces total cost of ownership with all of the software, hardware and services needed to run a global trade business delivered from CGI's private, highly secured community cloud. With an on-going and active role in the Trade360 client community, you can stay ahead of the curve by driving future enhancements that align with the direction of your customers and your bank.

Moving at the speed of change

Change is the only constant in today's global trade marketplace. New regulations and intense competition are putting pressure on both prices and costs. Corporate customers are demanding an ever broadening set of trade solutions that go beyond traditional buyer risk mitigation to address their financial supply chain more holistically, including working capital optimization, liquidity management support, processing services and risk management. Buyers and sellers want to work with banks providing innovative new services to make supply chains more financially efficient.

At the same time, fragmented legacy trade technologies at many banks cannot keep pace with this rapid market transformation. Additionally, traditional technology upgrades take significant capital investment and delay time to market. Banks need a solution that is as quick and nimble as the market itself. That solution is CGI's Trade360 global transaction service, the only fully integrated software as a service for global trade finance.

CGI's Trade360 global transaction service supports the needs of your customers and your bank.

Meet customers' needs for:

- Having a broad set of offerings
- Mitigating risk
- Working capital optimization
- Providing a seamless experience and helpful support
- Managing their transaction business globally
- Accessing information about their trade activity across their global footprint
- Relevant solutions brought to market quickly
- Ease of interaction with the bank
- Ease of integration with other systems

Achieve bank objectives for:

- Revenue generation
- Operational efficiency
- Lower total cost of ownership and better cost predictability
- Global transparency
- Global standard of service
- Speed to market with in-demand offerings
- Solutions for large and mid-size customers
- Minimizing capital investment
- Mitigating risk



"Bank of Montreal and BMO Harris N.A. have processed all of our trade finance transactions over the Trade360 platform for more than 10 years. By working cooperatively with CGI and the Trade360 client banks, we are able to leverage our combined knowledge and experience, share development costs and spread risk associated with technology development."

Sara Joyce, Managing Director and
Head of International Financial
Institutions and Trade Finance,
BMO Capital Markets



multiple awards for best trade finance bank

Australia and New Zealand (ANZ) Bank, which uses Trade360 in 28 countries, has been recognized with multiple trade awards for excellence across the Asia Pacific. ANZ experienced:

- 50% improvement in operational efficiency
- 30% increase in transaction throughput (with the same number of staff).

Customer benefits

When your customers say, “I want my bank to ...”

... listen to my problems and quickly provide relevant solutions

Trade360 gives your account teams the broadest range of solutions to meet customer needs for mitigating buyer risk, optimizing working capital, supporting liquidity management and increasing process efficiencies.

... give me what I need in a single, easy-to-use portal

Trade360 allows you to seamlessly present customers with the full range of your solutions, all in one place—across products and geographies—so they don't have to navigate different bank organizations or technologies.

... provide consistent service, wherever I do business with the bank

Trade360 lets you match your customers' local and global needs with a single global platform that configures to meet local standards, a fully synchronized corporate Portal and bank defined standards for consistent service globally.

... answer my questions and guide me through transactions when I need help

Trade360 gives your customer service representatives instant online access to complete customer activity, as well as access to a customer's Portal transactions to provide real-time assistance.

... mitigate my risk of customer non-payment

Trade360 offers robust products to mitigate buyer payment risk, including Letters of Credit, Collections and Direct Send Collections.

... manage, finance and utilize Letters of Credit in my favor

Trade360 fully supports the advice of LCs, transfers, assignment of proceeds, export finance, presentation, examination, discrepancy handling, payments, bankers acceptances, deferred payments and letters of indemnity.

... offer options for me to provide invoice data, PO data and payment files

Trade360 provides Portal and host-to-host integration options for uploading customized PO and invoice data for traditional trade, payables and receivables solutions, and payment files for cash management.

... increase my efficiency

Trade360 provides many efficiencies through automated workflow and imaging between the customer and the bank, streamlined usability in the Portal and processing services that remove work from the corporate back-office.

... make it easy to integrate trade finance with my other systems

Trade360 interoperates with customer ERP and collaboration platforms for maximum efficiency.

... empower me to report across all transactions in real-time

Trade360 enables your customers to report in real-time on transactions processed for all organizational units, and to customize reports to meet their needs.

Bank benefits

When the bank needs to...

... get to revenue faster

Trade360 enables faster time to solution, which also speeds time to revenue. Continually adding new offerings gives the bank always-current functionality. The bank can also employ out-of-the-box insourcing capabilities to increase revenues.

... offer new solutions to meet emerging customer needs

With Trade360, the bank can move beyond traditional products to support its customer's supply chain needs including open account, payables, receivables and cash management.

... upgrade technology

A continuous stream of new functionality with Trade360 keeps the bank up to date with innovative new services, anywhere, anytime. New releases are delivered directly to production, without the bank having to justify, fund or staff an upgrade project internally.

... enhance customer service

Through the Trade360 Portal and customer service center capabilities, the bank can create a seamless bank-branded experience globally, complete with industry leading service level agreements. Customers will stay and grow with the bank as they continually receive services that meet their needs.

... reduce total cost of ownership (TCO)

With Trade360, the bank can modernize without capital costs because all software, infrastructure and support are provided as a service by CGI in a private, highly secure community cloud. TCO is also reduced by a shared cost model, the ability to scale operations across the bank, streamlined operations, easier integration and included functional upgrades.

... mitigate risk

Gain single provider accountability for all technology and infrastructure and integrated compliance checking.

... free up bank resources

With CGI handling platform operations, development, maintenance and upgrades, the bank can focus on its core competencies.

... stay ahead of the curve

Actively drive enhancements to Trade360 that align with your business strategy and keep you ahead of the curve. CGI and the Trade360 client community work together closely to set solution strategy, direction and priorities.



50%
increase
in client servicing

Using Trade360, Bank of Montreal has been able to realize:

- Increased revenues from insourcing other banks
- 60% reduction in operating staff
- 50% increase in client servicing
- Significant market gains in Open Account.

"We couldn't do insourcing without a platform that could make it possible."

Murray McGuire
Director Product Management,
Trade Finance, BMO Capital Markets



4 keys to success

governance,
collaboration,
services, technology

Additional Trade360 features

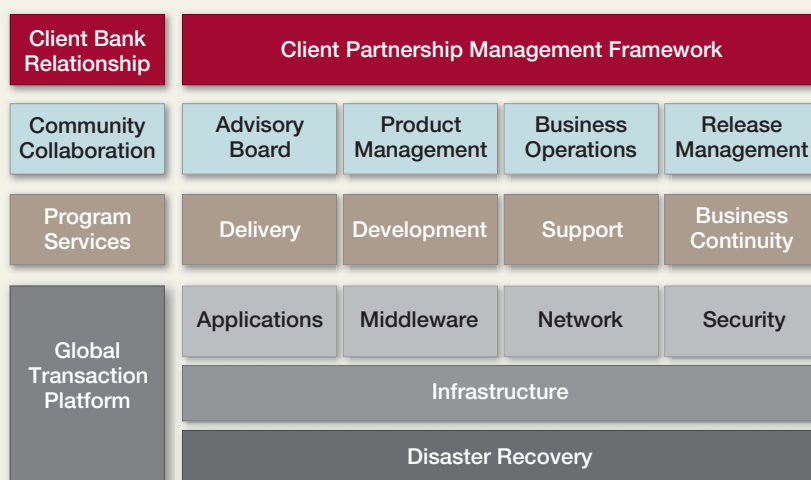
- Integration accelerator for faster implementations
- Flexible service and operating models
- Dedicated trade and platform experts
- Single point of integration
- Ease of implementation
- Out-of-the-box insourcing of other banks

Trade360

All you need to power your global trade business

As a fully integrated global transaction service, Trade360 includes all of the applications, infrastructure and support you need to run a global trade business—delivered from CGI's private, highly secure, community cloud. Take advantage of robust functionality to drive revenue, reduce costs and eliminate risks while leaving the management of upgrades, hardware and other costly and time-consuming activities to CGI.

CGI Trade360 Global Transaction Service



Trade360 comprises four unique and comprehensive elements:

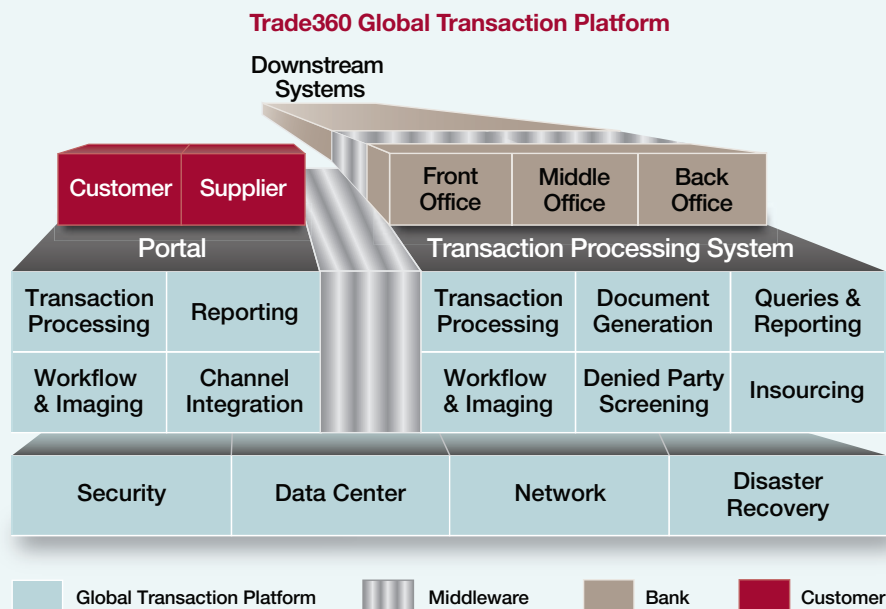
- **Client Bank Relationship**—CGI's Client Partnership Management Framework dictates that client objectives are clearly defined, projects and operations are properly scoped, and appropriate resources are applied to meet objectives on-time and on-budget.
- **Community Collaboration**—The Trade360 client community is actively involved in setting solution strategy, direction and priorities. Your participation in this dynamic community will help drive enhancements that align with customer needs and bank direction.
- **Program Services**—CGI simplifies Trade360 implementations with a robust set of implementation services, including: set up, integration and conversion. Ongoing services include application development, frequent releases that are delivered directly into production, maintenance, support and business continuity support.
- **Global Transaction Platform**—Built uniquely for global multi-bank, multi-currency processing, the Trade360 Global Transaction Platform is comprised of a back-office Transaction Processing System, customer and supplier Portals, XML-based integration architecture, as well as scalable, world-class infrastructure provided in secure, geographically dispersed data centers.



24/7

single platform

for all bank locations



The Trade360 Global Transaction Platform can run the bank's trade and open account business globally on a single 24/7 platform. The system includes:

- **Portal**—A redesigned, fully-integrated bank-branded Portal for transaction management, messaging and robust reporting is always synchronized with the back-end Transaction Processing System. The Supplier Portal, to be released in early 2013, will add on-demand invoice offer and purchase request for approved payables finance.
- **Transaction Processing System**—Processes transactions initiated in the Portal, other electronic channels (e.g., SWIFT, customer integration, etc.) or from the bank's service centers. Orchestrates workflow and rules-based processing across the entire platform. Capabilities include transaction processing, workflow, document generation, reporting, denied party screening and insourcing.
- **Middleware**—Integrates the Transaction Processing System with the Portal, the bank's downstream systems and corporate customers' internal systems.
- **Scalable, world-class infrastructure**—Features data centers and network operations with bank-grade security and disaster recovery.

"We are taking steps towards a common global trade finance platform that will enhance our ability to deliver a superior, consolidated range of trade finance and supply chain products to our clients. Leveraging our international presence, this agreement (for the global rollout of Trade360) will allow us to streamline trade finance operations globally and strengthen our position in the global marketplace."

Alberta G. Cefis
Executive Vice-President & Head of Global Transaction Banking, Scotiabank

Unmatched breadth of customer offerings

Trade360 allows banks to offer the most robust set of trade and open account services anywhere, anytime, including Traditional Trade, Payables, Receivables and Cash Management solutions at no additional cost, since you only pay for what you use.

	Buyer-centric	General	Seller-centric
Traditional Trade	<ul style="list-style-type: none"> • Import LCs • Transfers • Incoming Collections • Shipping Guarantees • Airway Releases • Sight Payments • Banker's Acceptances • Deferred Payments • Trade Acceptances • Advances • Import Finance • PO and Invoice Customer Integration <ul style="list-style-type: none"> – Via Portal – Host-to-Host 	<ul style="list-style-type: none"> • Outgoing Standbys • Incoming Standbys • Outgoing Guarantees • Incoming Guarantees • Reimbursements • Participations Bought • Syndications Bought • Participation Deal Sold • Syndication Deal Sold 	<ul style="list-style-type: none"> • Export LCs • Transfers • Assignment of Proceeds • Outgoing Collections • Direct Send Collections • Letters of Indemnity • Sight Payments • Banker's Acceptances • Deferred Payments • Trade Acceptances • Advances • Export Finance
Open Account <ul style="list-style-type: none"> • Payables • Receivables • Cash Management 	<ul style="list-style-type: none"> • Bank Assisted Open Account • Invoice Only Approval to Pay • Open Account Payments • Payer Finance • Trade Loans—Payables • Approved Payables Finance • Buyer Financing • Payables Management (2013) <ul style="list-style-type: none"> – Invoice Payments – Discounted Buyer Payments Programs – Approved Payables Finance Programs – Funded Payments • PO and Invoice Customer Integration <ul style="list-style-type: none"> – Via Portal – Host-to-Host 	<ul style="list-style-type: none"> • Cash Management <ul style="list-style-type: none"> – Account Balances & Activity Query – Cross Border Payments – Domestic Payments – Transfers – Direct Debits – Provide Data for Cash Forecasting • Payment Customer Integration <ul style="list-style-type: none"> – Via Portal – Host-to-Host 	<ul style="list-style-type: none"> • Receivables Management <ul style="list-style-type: none"> – Payment to Invoice Matching – Invoice Financing • Pre-shipment Financing <ul style="list-style-type: none"> – Purchase Order Financing • Trade Loans—Receivables • Receivables Financing • Rollover Financing <ul style="list-style-type: none"> – PO to PO – PO to Invoice – Invoice to Invoice • Supplier Portal <ul style="list-style-type: none"> – On-Demand Approved Payables Finance • Invoice Customer Integration <ul style="list-style-type: none"> – Via Portal – Host-to-Host

Why CGI Trade360?

- Recognized by TowerGroup as **best meeting the vision** of a next-generation integrated trade finance portal¹
- Provided by CGI, a **trade technology partner** who works closely with you to achieve your business strategies
- Runs the bank's global trade business on a **single instance** of a global platform that configures to meet local requirements
- Accelerates **speed to market** to meet evolving customer needs
- Provides **always-current functionality** with new requirements developed, tested and put into production quickly
- Through **active client community**, uses the bank's knowledge and priorities to drive enhancements
- Supports the bank's current and **evolving operating models**
- Offers the **most robust** set of traditional trade, payables, receivables and cash management solutions on the market
- Provides a **seamless** customer experience and cross-sell opportunities
- Creates **new revenue opportunities** from customers and their trading partners
- **Reduces TCO** by shifting to a shared cost model
- **Increases operating efficiency** at least 30 percent through improved integration and workflow
- Enables **modernization without capital costs**
- Mitigates risk with a **single accountable provider** for all technology and infrastructure

"CGI's (Trade360) solution is especially attractive as a component of an outsourced, complete end-to-end trade finance solution with traditional trade instruments, open account support, and cash management functions, including accounts receivable processing."

TowerGroup report,
Meeting the Needs of Trade Finance Clients in the New Decade:
Next-Generation Trade Finance Portals

¹ Meeting the Needs of Trade Finance Clients in the New Decade: Next-Generation Trade Finance Portals, Susan Feinberg, TowerGroup, September 27, 2010



10+
years
of proven results

Trade360 by the numbers

- 10+ years
- 30+ countries
- 100+ locations
- 15,000+ corporate front-end customers
- 2,000,000+ transactions per year

Why CGI?

- Driving innovation in trade finance with end-to end solutions since 1985
- Global trade SaaS solutions provider since 2001
- Supply chain solutions provider since 2007
- Trade solutions implemented globally at 40+ financial institutions, including some of world's largest
- Trade/open account technology used in over 100 locations throughout 37 countries
- More than 35 years of expertise in providing IT services and data center infrastructure
- 100 percent ISO certified operations
- Global delivery centers on four continents providing a unique network of onshore, nearshore and offshore capabilities

CGI at a glance

Founded in 1976, CGI is the world's fifth largest independent information technology and business process services firm. CGI has more than 70,000 professionals in 400 offices and centers of excellence in the Americas, Europe and Asia Pacific. Our comprehensive portfolio of services includes business and IT consulting, systems integration, application development and maintenance, and infrastructure management, as well as more than 100 IP-based solutions. CGI defines success by exceeding expectations and helping clients achieve superior performance.





Experience the commitment®

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Business
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