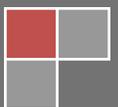


White Paper

# Should Banks Partner with Payment Disruptors?

Corporate treasurers' relationships with their banks have changed. Today's treasurers are demanding more from their bank partners, and if those partners are not stepping up, their corporate clients will look elsewhere for services.



## Should Banks Partner with Payment Disruptors?

Corporate treasurers' relationships with their banks have changed. Today's treasurers are demanding more from their bank partners, and if those partners are not stepping up, their corporate clients will look elsewhere for services.

### Multibank Portal

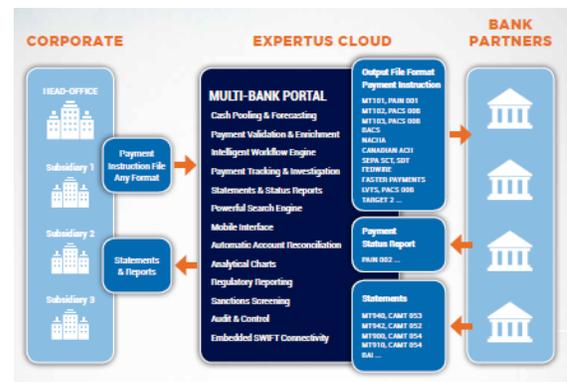
Connecting to a myriad of bank portals with numerous security tokens to handle their treasury operations is risky, cumbersome and time consuming. Therefore, having a value-added solution, with a single point of entry to view and manage their worldwide bank accounts, can significantly streamline daily treasury operations, create efficiency, reduce risk, and translates into significant cost savings. The centralisation of the corporate's worldwide bank accounts provides treasurers with control of their bank account structure and real time visibility on their cash for better financial decision making.

### ISO20022 data model

There is also the growing need of adaptation to new industry standards such as XML ISO20022. Corporates are confronted with different payment file formats imposed by each of their banks. They expect their banks to support their existing file formats. Following the path of other regions and central banks, the US Federal Reserve recently outlined a plan for speeding up US payments. This plan entails the need of adaptation to new industry standards such as ISO20022, which allows the payment remittance information to travel

along the payment chain unaltered and facilitates real-time reconciliation.

While some countries and regions are already using ISO20022, such as SEPA (the Single European Area), the UK, Denmark, Finland, South Africa, others have it on their roadmap.

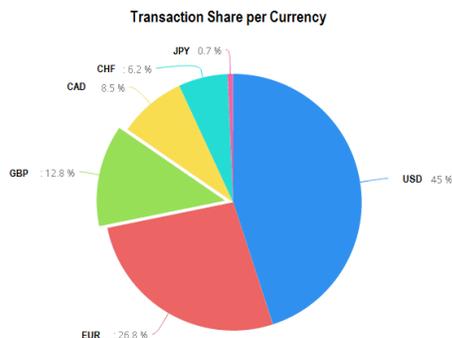


### Shared Services Center (SSCs), Payment Factory, In-house Banking

To reduce the costs associated with maintaining accounts with different banks, multinational companies prefer to set up virtual accounts for their branches and subsidiaries. Payments are performed by the company head-office on behalf of the branch. Intercompany loans and foreign exchange transactions are performed within the company network.

## Should Banks Partner with Payment Disruptors?

Shared services centres (SSCs), payment factories and in-house banking remain key elements in an organisation's cash management strategy. Corporates with several subsidiaries or branches need features that will enable them to automate their payment processes, monitor their account balances, conduct cash pooling and forecasting, foreign exchange and automatic account reconciliation. Furthermore, a case management module enables treasurers to efficiently initiate an investigation from either a payment or an account statement and get updates online, thus avoiding phone calls and emails to their banks, which often is time-consuming for both ends - all while keeping a documented trace of the investigation.



### AML Compliance

Another added value, which has recently been raising corporate interest, is the integration of sanctions screening, which enables corporates to screen payments against sanctions lists before they reach their banks. This prevents unnecessary delays due to bank compliance inquiries and - most of all - the freezing of funds by regulatory authorities.

Leading banks are becoming proactive and are partnering with innovative payment hub service providers to integrate their solutions within the bank platform and offer the latest technology and value-added services to their corporate clients.

### Centralized Audit & Control

Supporting diverse bank interfaces requires strict controls and procedures that can be achieved by a single interface that allows for the retrieval of event data instantaneously. Thus complying with auditors ad-hoc requests is no longer an issue. The solution allows Corporates to rapidly trace who did what and when.

### Data Analytics

Data analytics not only helps mitigate risks and provides insight into the business performance, but also provides metrics and forecasts enabling appropriate decision making and market positioning. A multinational company, for instance, can easily monitor the activities of its branches and subsidiaries abroad and perform the necessary controls and adjustments.

## Should Banks Partner with Payment Disruptors?

### Technology

Today, cloud is part of all CIO's strategies. SaaS definitely sets apart the proactive banks that are looking to offer an adaptive payment and treasury solution to their corporate clients. It has proven to be secure, flexible, reliable and less costly than the in-house model. It also provides banks and corporates with peace of mind and allows them to concentrate on their core business.

While smartphones are used to approve payments, view account balances and receive notifications, tablet technology is making it possible to perform numerous treasury duties remotely, away from a conventional desk and workstation.

Providing corporates with a cost effective means of transacting via a tablet can be seen as a great service and a transaction banking differentiator for those prepared to make the investment and change.

### Given those trends, what are banks doing to keep their corporate clients?

Whereas some banks are bound to budgetary constraints, others see priorities differently. Over the last decade, regulators have been putting the onus on banks to implement new policies, tighter processes, and systems to counter anti-money laundering and terrorism financing. This has not prevented, leading banks from being proactive and partnering with innovative payment hub service providers.



The objective behind this partnership is to integrate their solutions within the bank platform to offer the latest technology and value-added services to their corporate clients. The integration of a one stop through their bank, allows the processing of all payment file formats in an efficient and cost effective streamlined process. It also allows banks to offer cash pooling, forecasting, sanctions screening, automated account reconciliation, payment investigation, data analytical tools and mobile capabilities.

### Conclusion

Banks must partner with new, agile and flexible payment 'disruptors' to provide time-to-market innovative solutions to their corporate clients to remain ahead of the competition. If they don't, corporates will look for the requested services elsewhere.

## Should Banks Partner with Payment Disruptors?

### Expertus Solution for Treasurers

Expertus Solution for Treasurers is an innovative bank-agnostic, multi-bank portal designed to meet the global and evolving business needs and regulatory requirements to support the day-to-day corporate treasury operations.

The solution includes features such as Cash & Liquidity Management, End-to-End Payment Processing, Payment Investigation, Sanctions Screening, Audit & Control and Risk Management. Moreover, it supports all types and formats of domestic and cross-border payments.

Expertus offers an enhanced customer experience through its unique, robust & secure cloud infrastructure. Based on ISO20022 model, the solution can be easily integrated to any ERP and/or back office application.

*“This innovative multibank solution, based on ISO 20022 data model, is the perfect solution for treasurers who want to implement a payment factory, a Shared Services Center or an in-house bank without having to maintain IT infrastructure.”*

**Jacques Leblanc**, President and Founder of Expertus

#### Benefits

- Straight forward bank on-boarding
- Seamless automation
- Unique user experience
- Bank agnostic
- Centralized multi-bank portal
- Real-time cash visibility
- Improved efficiency
- Risk mitigation
- Regulatory compliance
- Secure & faster payment processing
- Substantial cost reduction
- Seamless integration with any ERP, TMS & accounting systems
- Reduced time-to-market implementation

#### Features

- Cash pooling & forecasting
- Supports all output formats and channels
- Intelligent workflow engine
- Audit & control
- Powerful search engine
- Payment instruction enrichment
- Multiple levels of payment approval
- Payment tracking & investigation
- Payment templates
- Dashboard for payment & cash management
- Automatic bank account reconciliation
- Mobile interface for payment notification and approval
- Supports end-to-end ISO 20022
- Analytical charts
- Real-time notification updates
- Automatic credit limit monitoring
- Embedded SWIFT connectivity
- Cloud based
- White labelling
- High availability
- Reference data SWIFTRef/Accuity
- Cut-off & holiday management

## Should Banks Partner with Payment Disruptors?

### Expertus Solutions

[Expertus Solution for Treasurers](#)

[Expertus Solution for Banks](#)

[Expertus Case Management](#)

[Expertus Sanctions Screening](#)

[Expertus Mobile](#)

#### About Expertus

Expertus is a global leader in innovative payments and treasury solutions. Through its unique Cloud solution, it offers an enhanced customer experience to corporates and financial institutions. Based on ISO 20022 model, our bank agnostic and multi-bank global treasury system includes cash pooling, cash forecasting, risk and liquidity management.

For more information about Expertus, please visit

[www.expertustechnologies.com](http://www.expertustechnologies.com)

#### Contacts

2055 Peel, Suite 260  
Montreal, QC Canada H3A 1V4  
T 514 842-7508 / 1 877 842  
F 514 842-2941  
[sales@expertus.ca](mailto:sales@expertus.ca)