



Get ahead of  
the curve in  
global trade  
finance



**CGI TRADE360**

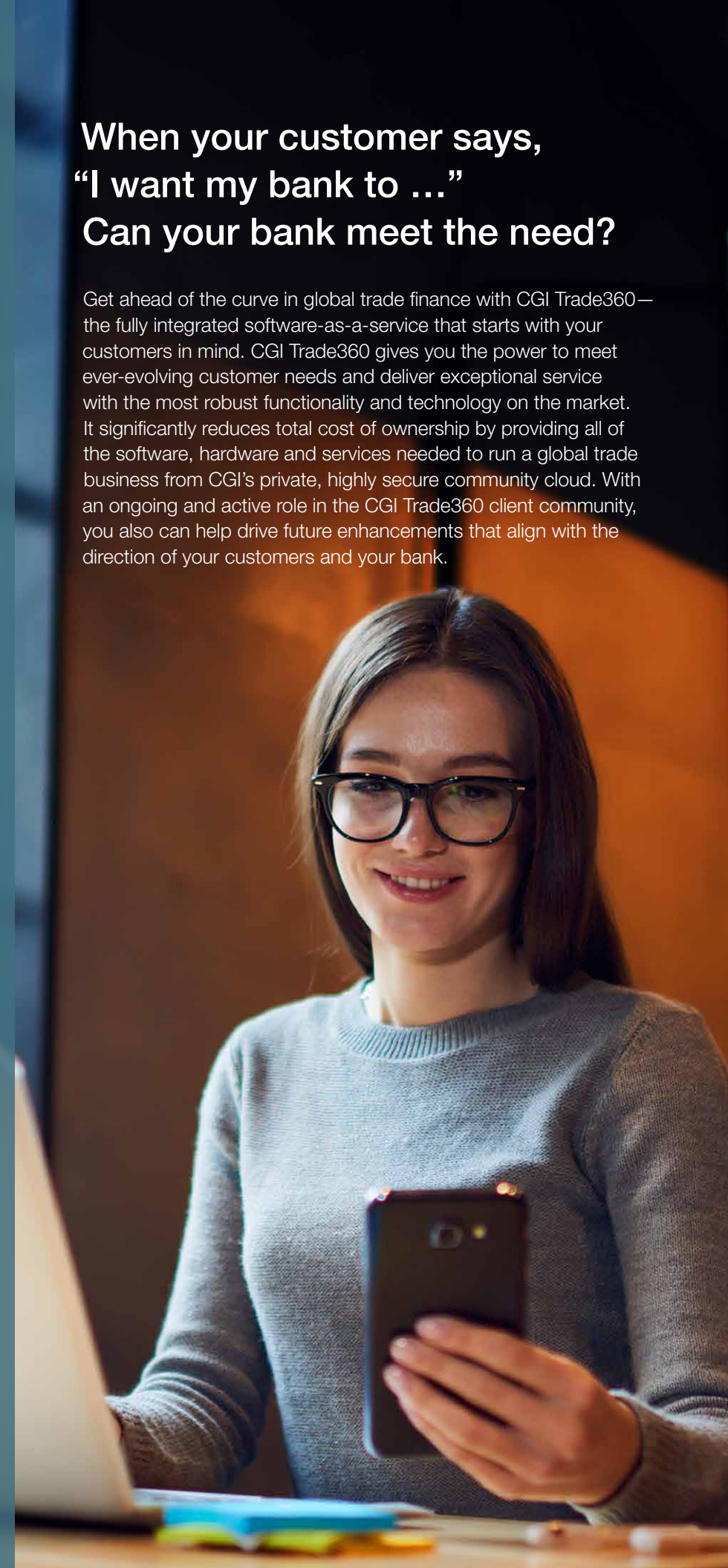


## When your customer says, “I want my bank to ...” Can your bank meet the need?

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. CGI Trade360 gives you the power to meet ever-evolving customer needs and deliver exceptional service with the most robust functionality and technology on the market. It significantly reduces total cost of ownership by providing all of the software, hardware and services needed to run a global trade business from CGI’s private, highly secure community cloud. With an ongoing and active role in the CGI Trade360 client community, you also can help drive future enhancements that align with the direction of your customers and your bank.

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



## 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 a bank that provides 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 the CGI Trade360 global transaction service, the only fully integrated software-as-a-service for global trade finance.

### The CGI 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
- Optimizing working capital
- Providing a seamless experience and helpful support
- Managing your transaction business globally
- Accessing information about trade activity across your global footprint
- Bringing relevant solutions to market quickly
- Providing ease of interaction with the bank
- Providing 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 service standards
- Speed to market with in-demand offerings
- Solutions for large and mid-size customers
- Reduction of capital investment
- Risk mitigation



BMO has processed trade finance transactions over the Trade360 platform for more than 17 years. By working collaboratively with CGI and other Trade360 client banks we leverage our combined knowledge and experience, share development costs and spread risk associated with technology development.

**Peter Grills**  
Managing Director  
Global Trade BMO Capital Markets





# Multiple awards for best trade finance bank

Australia and New Zealand (ANZ) Bank, which uses CGI Trade360 in 34 countries, has received multiple trade awards for excellence across the Asia Pacific.

With CGI Trade360, ANZ has 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

CGI 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

CGI Trade360 enables 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

CGI 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

CGI 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

CGI Trade360 offers robust products to mitigate buyer payment risk, including letters of credit, collections and direct send collections.

### ... manage finance and use letters of credit in my favor

CGI Trade360 fully supports letters of credit advising, transfers, assignment of proceeds, export finance, presentation, examination, discrepancy handling, payments, banker’s acceptances, deferred payments and letters of indemnity.

### ... offer options for me to provide invoice data, purchase order data and payment files

CGI Trade360 provides portal and host-to-host API-driven integration options for uploading customized purchase order and invoice data for traditional trade and payables/receivables solutions, and payment files for cash management.

### ... increase my efficiency

CGI Trade360 drives efficiencies through automated workflows and imaging between the customer and the bank, streamlined portal usability, and processing services that remove work from the corporate back-office.

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

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

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

CGI 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...

### ... generate revenue faster

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

### ... offer new solutions to meet emerging customer needs

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

### ... upgrade technology

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

### ... enhance customer service

Through the CGI Trade360 Portal and related 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 CGI 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. Total cost of ownership also is reduced through a shared cost model, the ability to scale operations across the bank, streamlined operations, easier integration and functional upgrades.

### ... mitigate risk

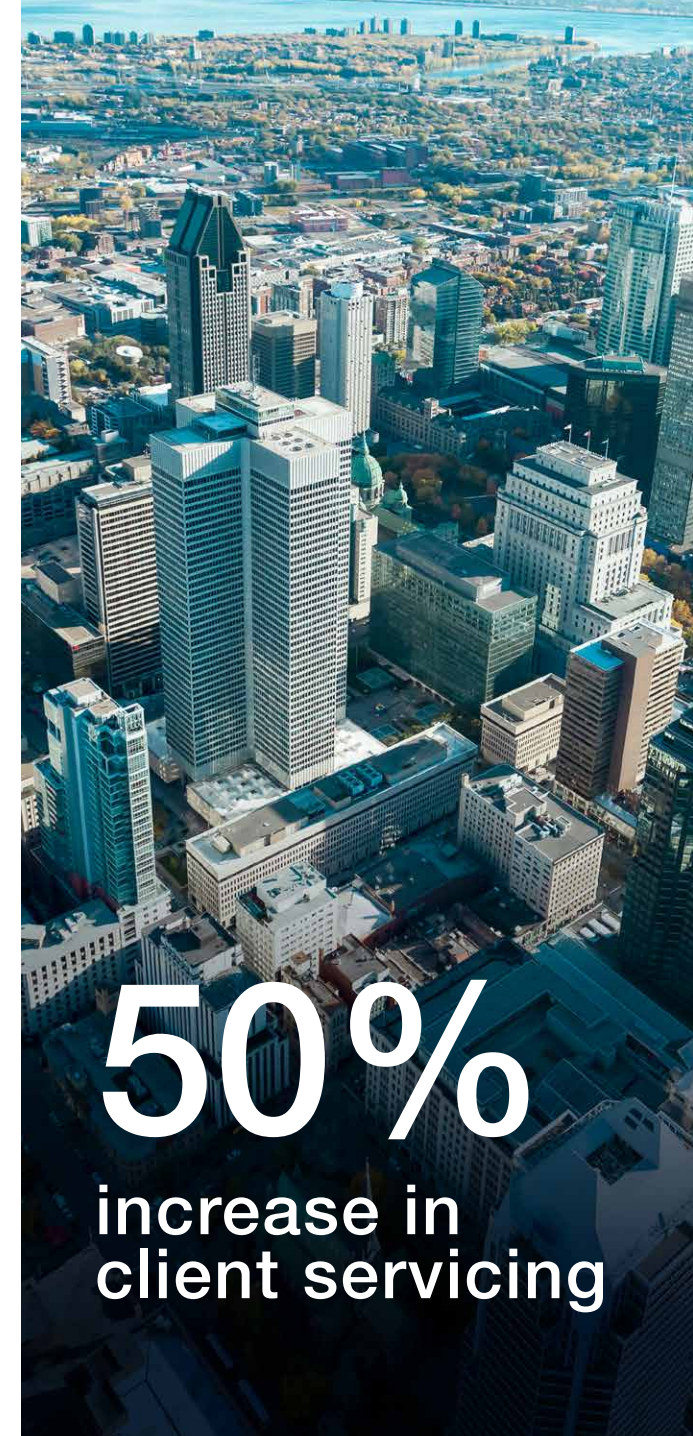
Gain single provider accountability for all technology, infrastructure and integrated compliance checking.

### ... free up bank resources

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

### ... stay ahead of the curve

Banks can actively drive enhancements to CGI Trade360 that align with their business strategy and keep them ahead of the curve. CGI and the CGI Trade360 client community work together closely to define solution strategy, direction and priorities.



# 50% increase in client servicing

Using CGI Trade360, Bank of Montreal has been able to achieve the following:

- Increased revenues from insourcing other banks
- 60% reduction in operating staff
- 50% increase in client servicing
- Significant market gains in open account/supply chain finance

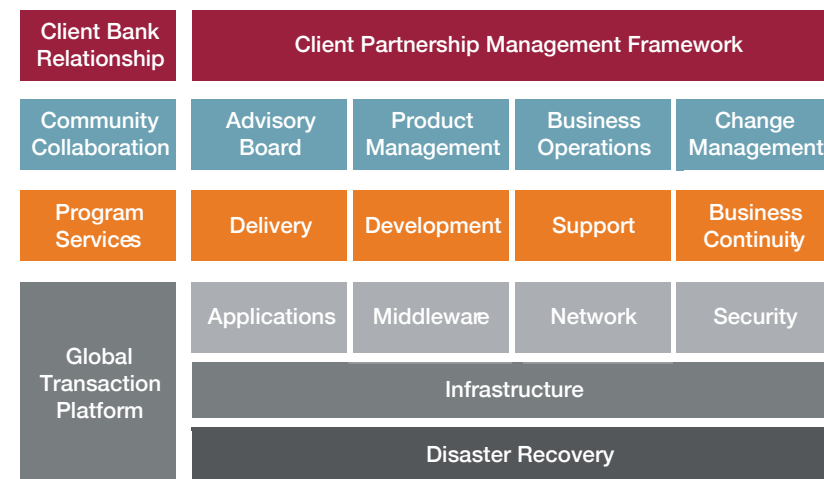


# CGI Trade360

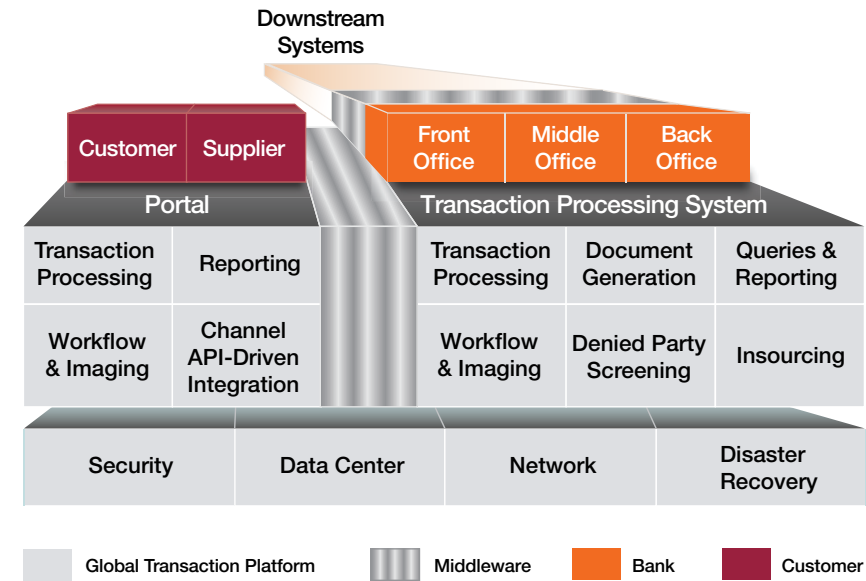
## All you need to power your global trade business

As a fully integrated global transaction service, CGI 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 is comprised of the four elements described below.



- **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 CGI 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 CGI Trade360 implementations with a robust set of implementation services, including: setup, integration and conversion. Ongoing services include application development, frequent releases that are delivered directly into production, maintenance, and business continuity support.
- **Global transaction platform**—Built uniquely for global multi-bank, multi-currency processing, the CGI Trade360 global transaction platform is comprised of an innovative back-office system for transaction processing, robust portal capabilities, an XML-based API-driven integration architecture, and a scalable, world-class infrastructure provided in secure, geographically dispersed data centers.



The CGI Trade360 Global Transaction Platform can run the bank's trade and open account/supply chain finance. The system includes the following:

- **Portal**—The CGI Trade360 Portal is a fully integrated, bank-branded portal for transaction management, messaging and reporting. It is continuously synchronized with CGI Trade360's back-end Transaction Processing System. A supplier portal also includes on-demand invoice offers and purchase requests for approved payables finance.
- **Transaction Processing System**—The CGI Trade360 Transaction Processing System (TPS) processes transactions initiated via portal or other digital channels (e.g., SWIFT, customer integration, etc.) or from the bank's service centers. It orchestrates workflow and rules-based processing across the entire platform. Capabilities include transaction processing, workflow management, document generation, reporting, denied party screening and insourcing.
- **Middleware**—Advanced middleware integrates the CGI Trade360 Transaction Processing System with portals, downstream systems and corporate customers' internal systems.
- **Scalable, world-class infrastructure**—Banks benefit from data centers and network operations with bank-grade security and disaster recovery.

# 4

keys to success:  
governance,  
collaboration,  
services, technology

Additional CGI Trade360 features:

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

24/7  
single platform for  
all bank locations



## Unmatched breadth of customer offerings

CGI Trade360 enables banks to offer their customers a robust set of trade, open account and supply chain finance services, anywhere, anytime, including traditional trade, payables, receivables, cash, and collateral management solutions at no additional cost, as you only pay for transactions processed.

	Buyer Solutions	Financial Solutions	Seller Solutions
<b>Traditional Trade</b>	<ul style="list-style-type: none"> <li>• Import LCs</li> <li>• Incoming Collections</li> <li>• Letters of Indemnity</li> <li>• Shipping Guarantees</li> <li>• Banker's Acceptances</li> <li>• Deferred Payments</li> <li>• Trade Acceptances</li> <li>• Import Finance</li> <li>• Assignments/Transfers</li> </ul>	<ul style="list-style-type: none"> <li>• Outgoing Standbys</li> <li>• Incoming Standbys</li> <li>• Outgoing Guarantees</li> <li>• Incoming Guarantees</li> <li>• Participation/Syndication Deals</li> <li>• Participation Distribution</li> <li>• Syndication Distribution</li> <li>• Participation Bought</li> <li>• Syndication Bought</li> <li>• Reimbursements</li> </ul>	<ul style="list-style-type: none"> <li>• Export LCs</li> <li>• Negotiated LCs</li> <li>• Outgoing Collections</li> <li>• Letters of Indemnity</li> <li>• Banker's Acceptances</li> <li>• Deferred Payments</li> <li>• Trade Acceptances</li> <li>• Export Finance</li> <li>• Assignment/Transfers</li> </ul>
<b>Open Account / Supply Chain Finance</b>	<p><b>Payables</b></p> <ul style="list-style-type: none"> <li>• Integrated Payables</li> <li>• End-to-End Approved Payables Finance</li> <li>• Invoice Finance</li> <li>• Buyer Funded Discounting</li> <li>• Bank-Assisted Open Account</li> <li>• Open Account Payments</li> <li>• Buyer Financing</li> <li>• Trade Loans (Payables)</li> <li>• Rollover Financing</li> <li>• Supplier Portal</li> </ul>	<p><b>Cash Management</b></p> <ul style="list-style-type: none"> <li>• Domestic Payments</li> <li>• Cross-Border Payments</li> <li>• Direct Debits</li> <li>• Book Spot FX Contract</li> <li>• Account Balances &amp; Activity Query</li> </ul> <p><b>Collateral Management</b></p> <ul style="list-style-type: none"> <li>• Borrowing Base</li> <li>• Repos</li> <li>• Warehouse Exchange</li> </ul>	<p><b>Pre-shipment Financing</b></p> <ul style="list-style-type: none"> <li>• Purchase Order Financing</li> </ul> <p><b>Receivables Solutions</b></p> <ul style="list-style-type: none"> <li>• Integrated Receivables</li> <li>• Invoice Financing</li> <li>• Payment Consolidation</li> <li>• Payment/Invoice Matching</li> <li>• Exception Handling</li> <li>• Factoring</li> <li>• Receivables Financing</li> <li>• Trade Loans (Receivables)</li> <li>• Rollover Financing</li> </ul>

## Why CGI Trade360?

- Recognized by TowerGroup as best meeting the vision of a next-generation integrated trade finance portal
- Provided by CGI, a trade technology partner that 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 an active client community, leverages a bank's knowledge and priorities to drive enhancements
- Supports a 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 total cost of ownership by shifting to a shared cost model
- Increases operating efficiency by 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



# 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 and open account/supply chain finance technology used in 230+ bank locations throughout 103+ countries
- More than 40 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

# 19

years of proven results

CGI Trade360 SaaS by the numbers

- 19 years in operation
- 103+ countries
- 58,900 Corporate Portal Users
- 230+ bank locations globally
- 2.4+ million transaction annual run rate





# CGI

[cgi.com](https://www.cgi.com)

Founded in 1976, CGI is among the largest IT and business consulting services firms in the world. Operating in hundreds of locations across the globe, CGI delivers an end-to-end portfolio of capabilities, from strategic IT and business consulting to systems integration, managed IT and business process services and intellectual property solutions. CGI works with clients through a local relationship model complemented by a global delivery network to help clients achieve their goals, including becoming customer-centric digital enterprises..

For more information about CGI, visit [cgi.com/trade](https://www.cgi.com/trade) or email us at [info@cgi.com](mailto:info@cgi.com).

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