

**CGI**

Experience the commitment®

# CGI Trade360

Get ahead of the curve  
in global trade finance




SALES BY CATEGORY	
Category	Sales
West	854
South	652
North	450
East	233
Other	



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. CGI 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 CGI 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 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
- 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

BMO has processed trade finance transactions over the Trade360 platform for more than 15 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 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

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 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

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 realtime 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 utilize Letters of Credit in my favor

CGI 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

CGI Trade360 provides Portal and host-to-host API-driven 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

CGI 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

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...

**... get to revenue faster** CGI 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 CGI 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 CGI 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 CGI 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 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. 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 CGI Trade360 that align with your business strategy and keep you ahead of the curve. CGI and the CGI Trade360 client community work together closely to set solution strategy, direction and priorities.



**50%**  
increase in client  
servicing

Using CGI 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.



# CGI Trade360

All you need to power your global trade business

# 4

keys to success  
governance,  
collaboration,  
services, technology

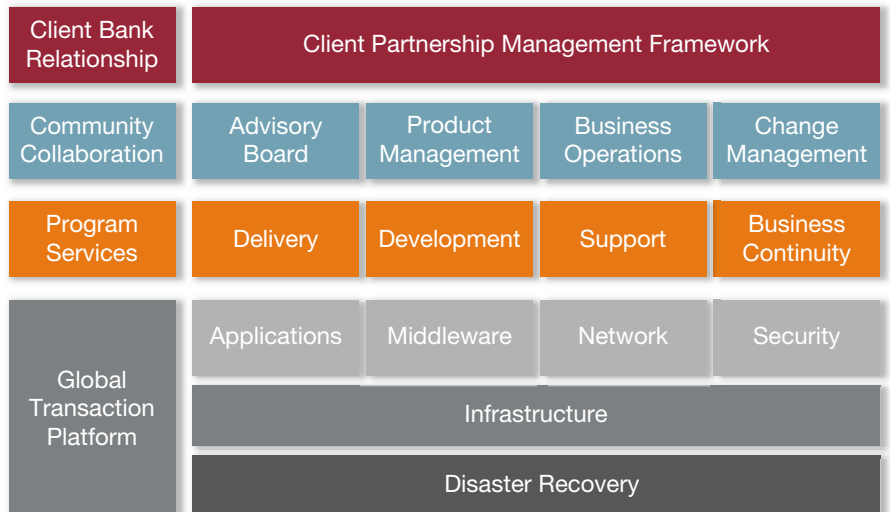
Additional CGI Trade360 features

- 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

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 Global Transaction Service

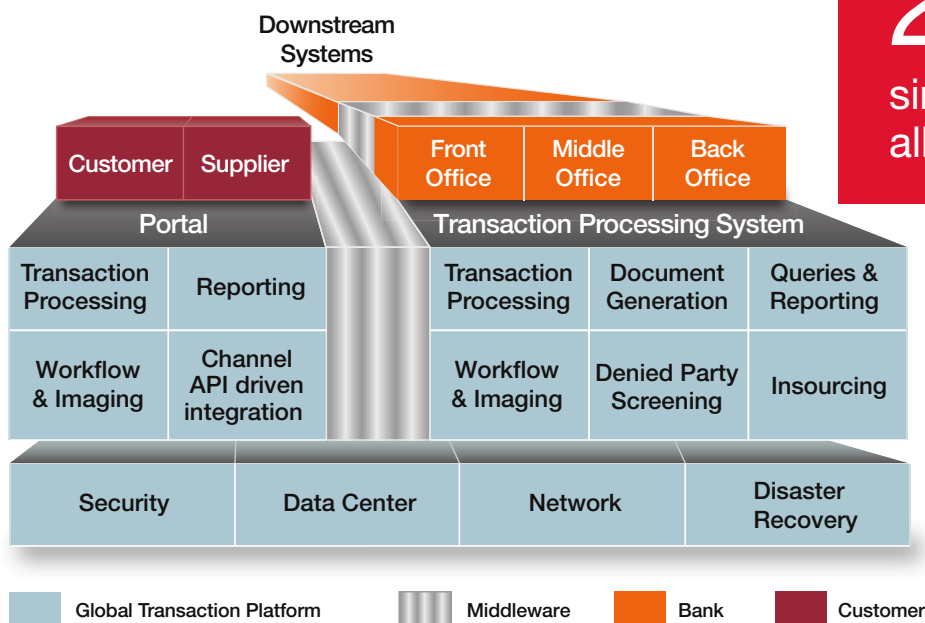
CGI Trade360 comprises four unique and comprehensive elements:



- **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 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: 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 CGI Trade360 Global Transaction Platform is comprised of a back-office Transaction Processing System, customer and supplier Portals, XML-based API-driven 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 CGI 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 backend Transaction Processing System. The Supplier Portal also includes an on-demand invoice offer and purchase requests 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.



## Unmatched breadth of customer offerings

CGI 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 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 LC</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</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 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



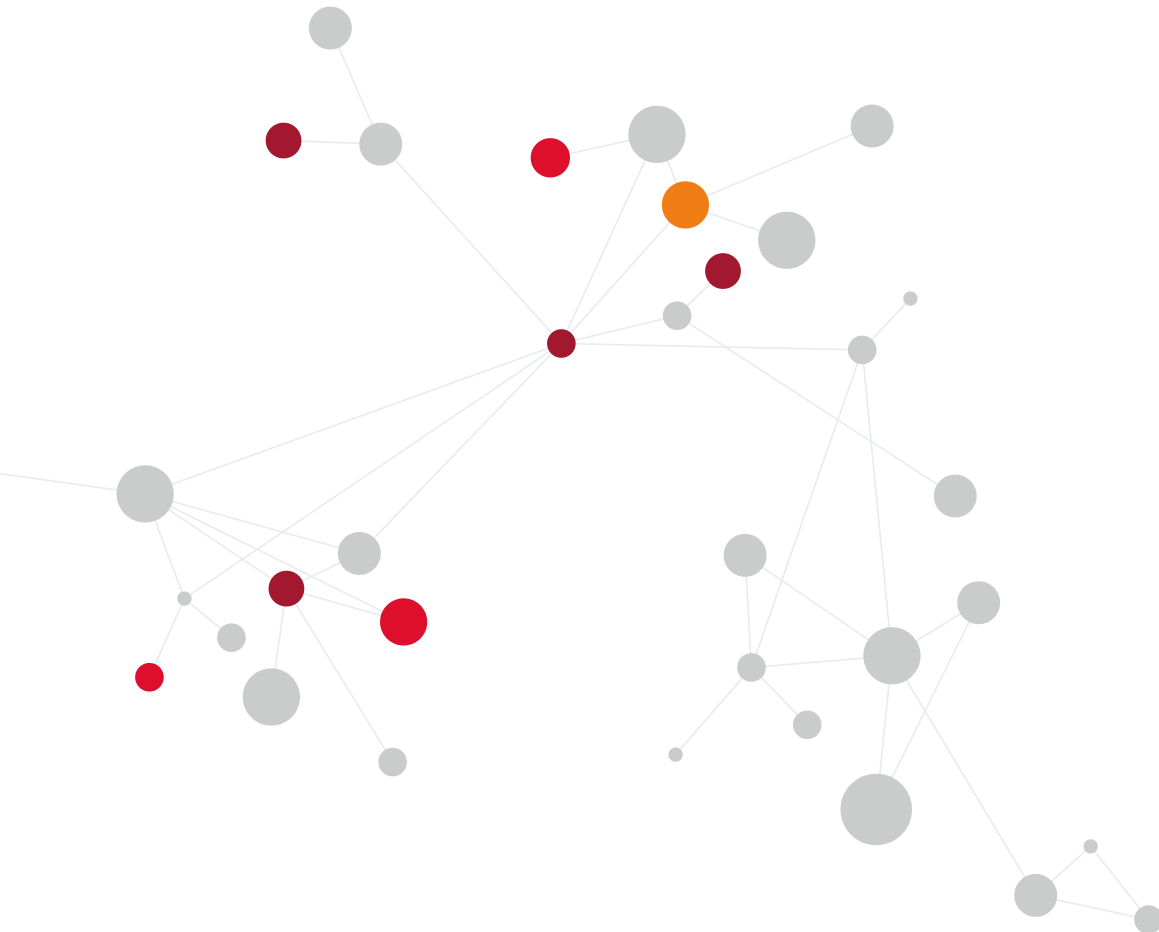
# Why CGI?

**18**  
years of proven  
results

## CGI Trade360 by the numbers

- 18<sup>th</sup> years
- 90+ countries
- 50,000 users
- 130+ bank locations globally
- 2.1+ million transaction annual run rate

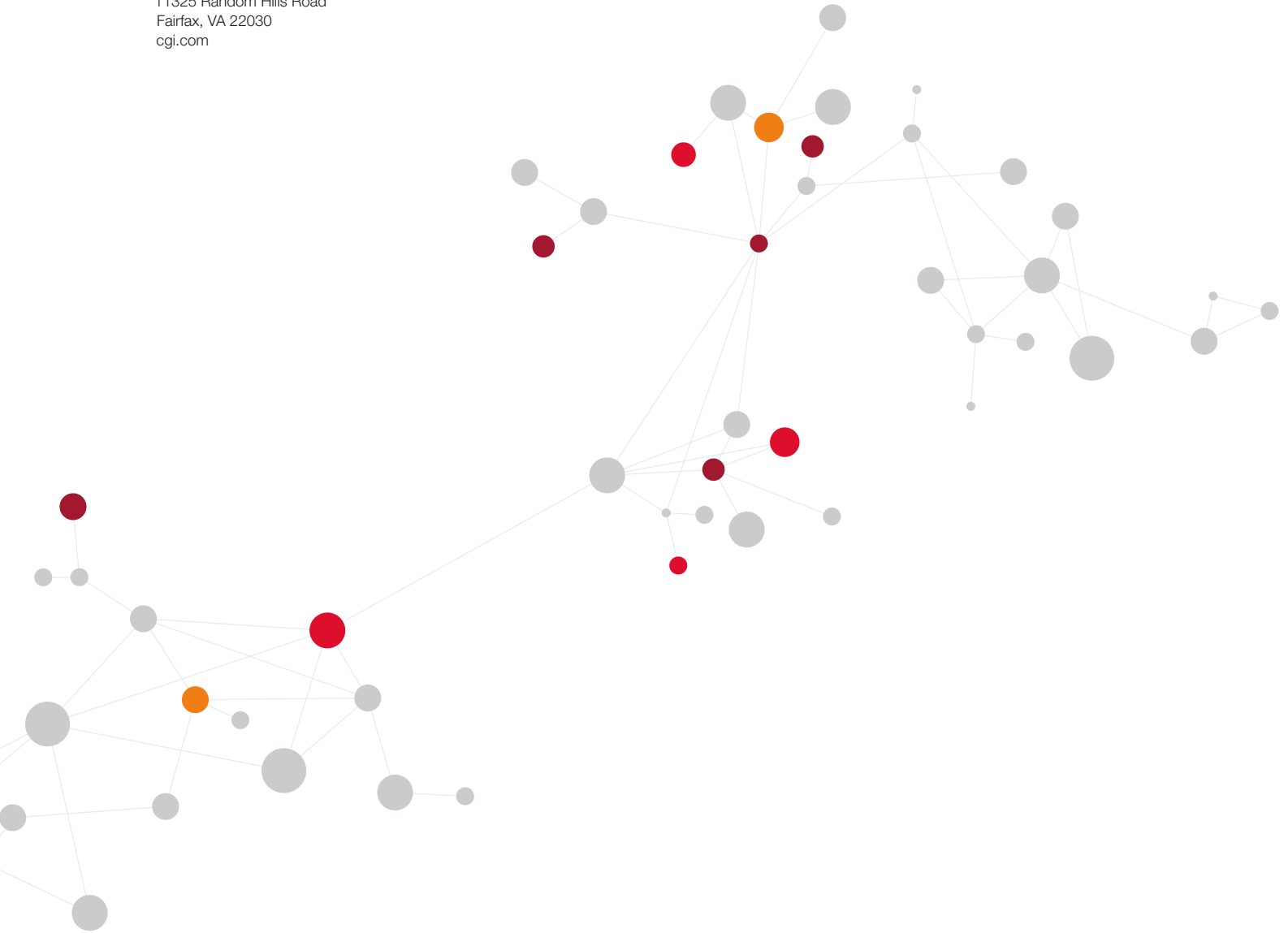
- Driving innovation in trade finance with end-to end solutions since 1985
- Global trade SaaS solutions provider since 2001
- Supply chain solutions provider since 2007
- Trade solutions implemented globally at 40+ financial institutions, including some of world's largest
- Trade/open account technology used in over 130+ bank locations throughout 90+ 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







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## [cgi.com](http://cgi.com)

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Founded in 1976, CGI is among the largest IT and business consulting services firms in the world. Operating across the globe, CGI delivers end-to-end capabilities, from IT and business consulting to systems integration, outsourcing services and intellectual property solutions, helping clients achieve their goals, including becoming customer-centric digital enterprises.

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