

# ITFA Fintech Committee

“Automating trade origination and distribution”

## **A guide to fintech evolutions in trade finance**

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Version of October 21<sup>st</sup> 2019



# Content

<i>Executive Summary</i>	-----	The ITFA Fintech Committee	-----	The 21 ITFA fintechs	-----	The 2019 Fintech evolutions	-----	The 2020 Fintech evolutions
<i>Context</i>	-----	Industry trends and opportunities	-----	Market developments	-----	Innovation ingredients	-----	Bank-fintech and fintech-fintech collaboration
<i>The Fintechs</i>	-----	ITFA Fintech ecosystem map	-----	Mapping the ITFA fintechs	-----	Attributes and delivery types	-----	The ITFA fintechs 1 by 1
<i>The Initiatives and blogs</i>	-----	The “Digital Asset” Initiative	-----	The Trade Finance Distribution (TFD) Initiative	-----	The 11 Fintech blogs		
<i>The contacts</i>	-----	The ITFA fintech events	-----	Contact list				





# The ITFA Fintech Committee

“Today’s early adopters are ...  
... tomorrow’s role models”

To help the ITFA membership **keep abreast of technology innovations** impacting both trade origination and distribution spaces through **educational events and educational material**

To help the ITFA membership embrace technology innovations by **setting up market initiatives**, hosting working / pilot groups and facilitating the development of technology-related standards (working with ICC), guidelines and market practices

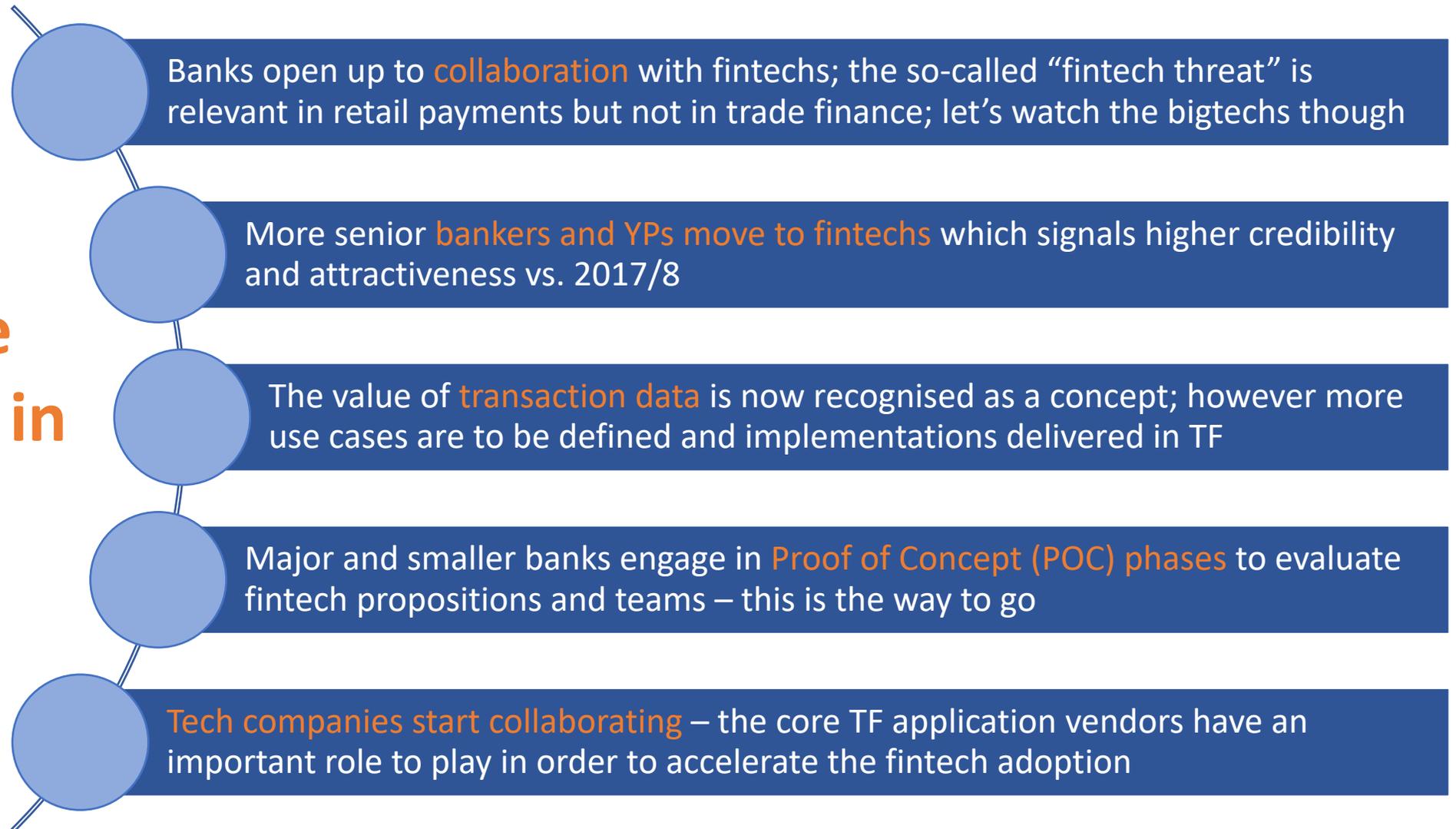
To focus on **automating trade origination** and on establishing trade finance – in particular receivables – as **an investable asset class**, so as to address the current Trade Finance gap.



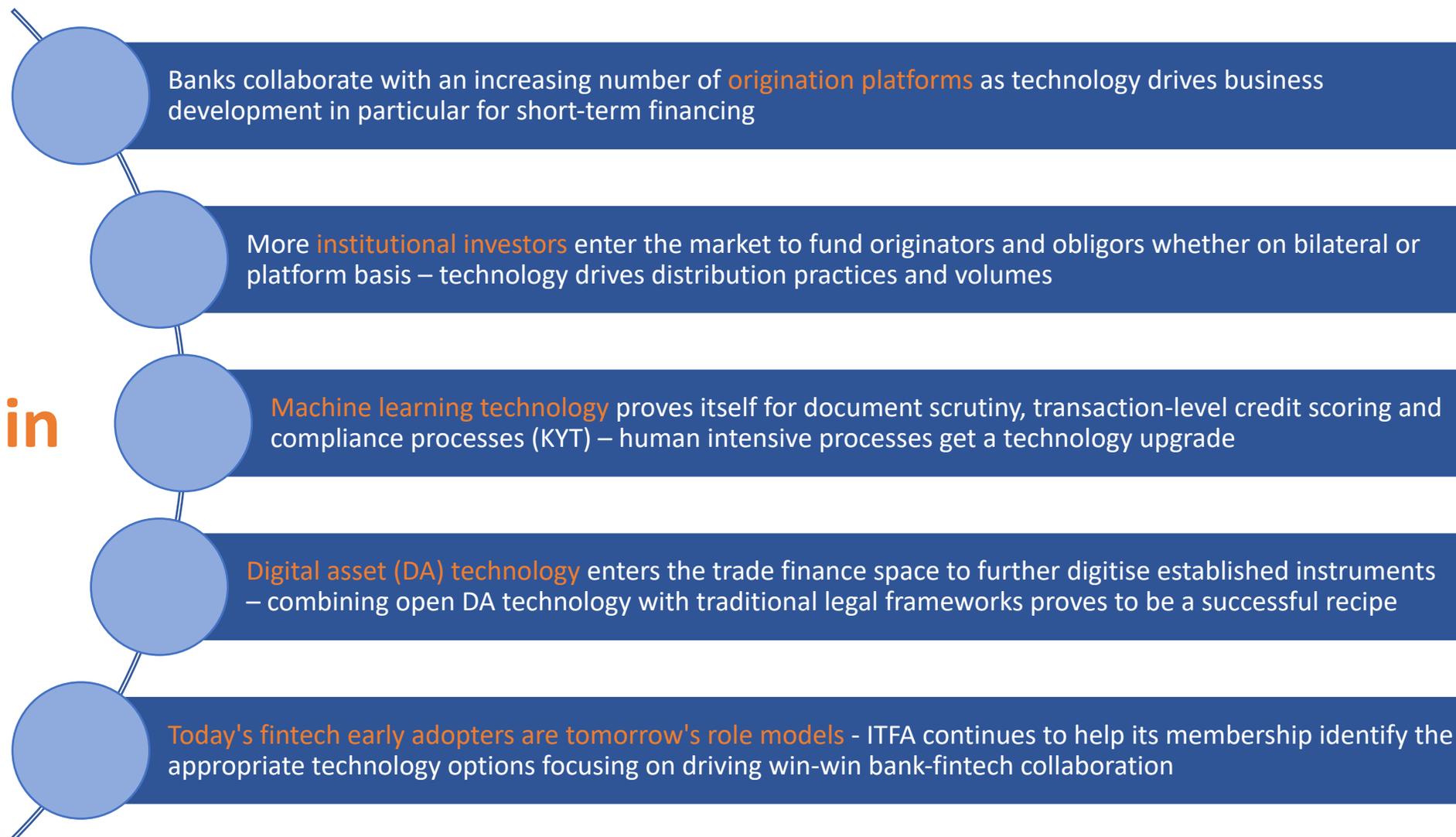
**MITIGRAM**



## What we witnessed in 2019



## What's expected in 2020





Whilst regulatory requirements (KYC, AML, CCF & CRR) and de-risking had unintended consequences on trade financing and on SMEs in particular, the **global trade financing need** represents a **huge business opportunity** for trade originators (established and new entrants) and institutional investors.

Also, technology is now the **key enabler for differentiation** as **client expectations** around usability, on-demand transaction-level services and real-time processing keep on increasing.

## Legend

Know Your Customer  
Anti-Money Laundering  
Credit Conversion Factor  
Capital Requirements Regulation

## Market developments are driving most technology innovations

### Industry Trends

### Market Developments

### Some tech innovations

Global trade financing need

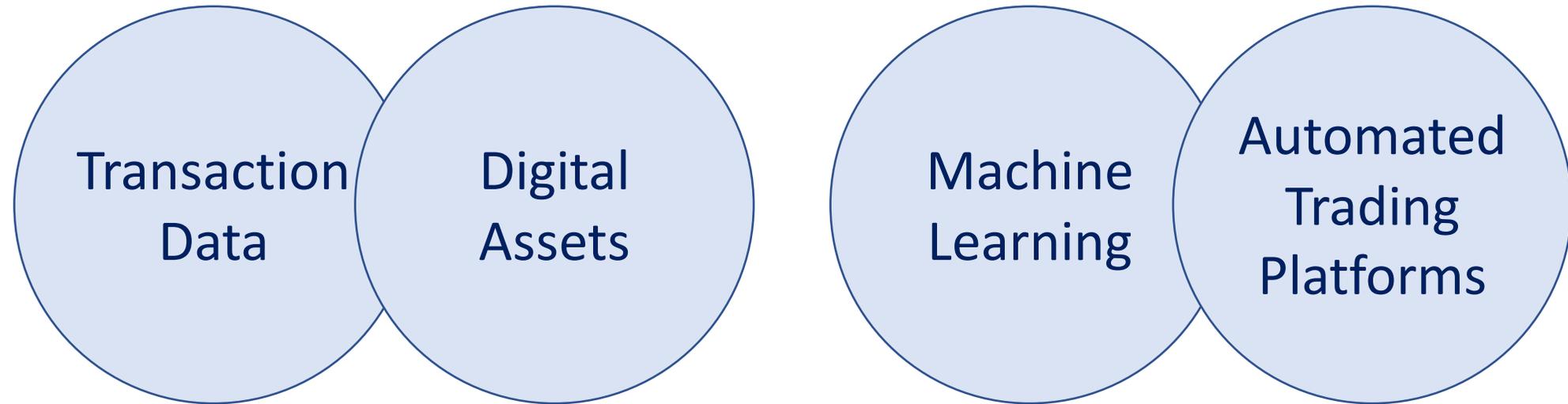
Automated match-matching origination / distribution platforms, asset repackaging, institutional investors, AI credit scoring, SCF finance, sales finance, KYC registries, ...



Superior user experience

Transaction data accessibility, digital assets, trade market intelligence, process digitization (e.g., request for quotation), automated document checking, DLT technology, ...





Transaction data, digital assets as well as machine learning and automated trading platforms are the key technology ingredients for effective innovation in trade finance

# Innovation ingredients - Transaction data as strategic asset



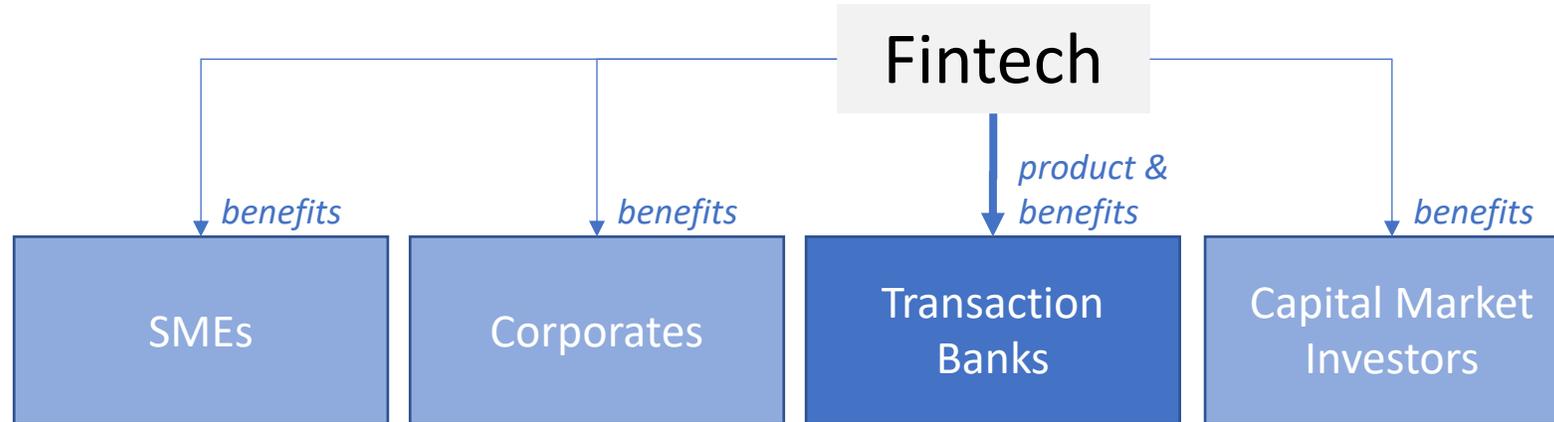
Business Area	Front-office Operations	Compliance, Risk and Audit	Back-office Operations	Sales and Business Development
Internal users	Client service desks	Compliance officers and risk/audit teams	Transaction processing operations teams	Strategy & product managers
Use Cases	Manual investigations and reporting	Frequent investigations and reporting, transactional pattern analysis, risk reporting	Transaction tracking, operational alerts, end-to-end monitoring and metrics, fraud collusion prevention	Transactional pattern / behavior analysis, transaction-level credit scoring, what-if market insights, predictive analytics, AI for compliance, ...
Ease of access to transaction data	<b>Critical</b> – Data for Operational Efficiency		<b>Strategic</b> – Data for Competitive Advantage	
Benefit of data management technology	Online access to multiple data sources to support traditional processes whether manual or automated		Online access to multiple data sources to support new automated decision making processes facilitated by advanced analytics and machine learning	
Access method	Browser-based on-line searching and reporting		API-based real-time transaction tracking, analytics, monitoring and processing	
Value of transaction data	Value of transaction data			





More infrastructure innovations are being rolled out with the promise (1) to upgrade existing messaging rails with DLT-based communications, and (2) to further digitise trade flows thanks to freely negotiable digital instruments, crypto assets and tokens.

Other industries are already adopting those technologies.

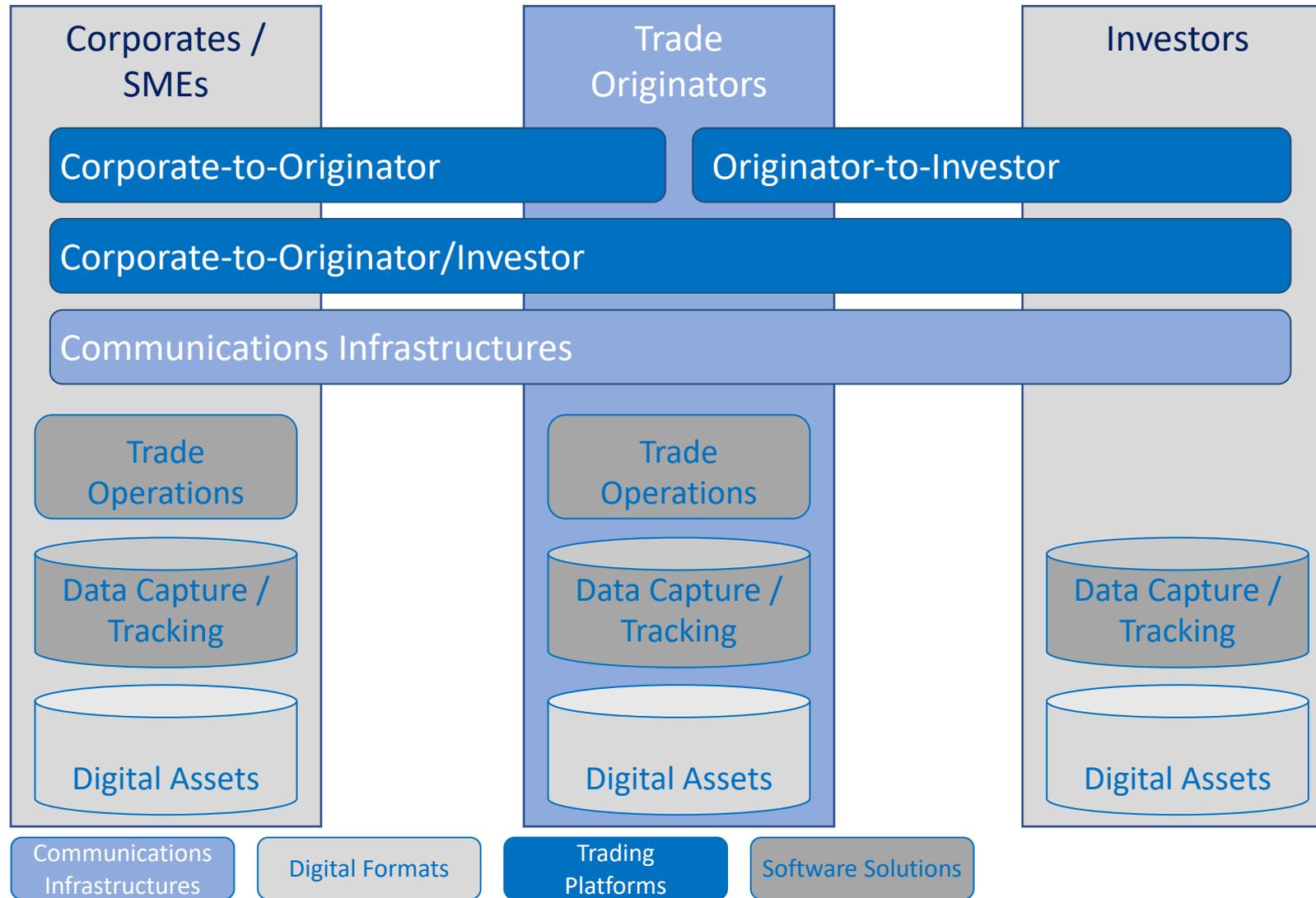


Most fintechs want to collaborate with incumbent transaction banks by delivering advanced value propositions to the benefit of originators, their SME and Corporate clients, and their funders.



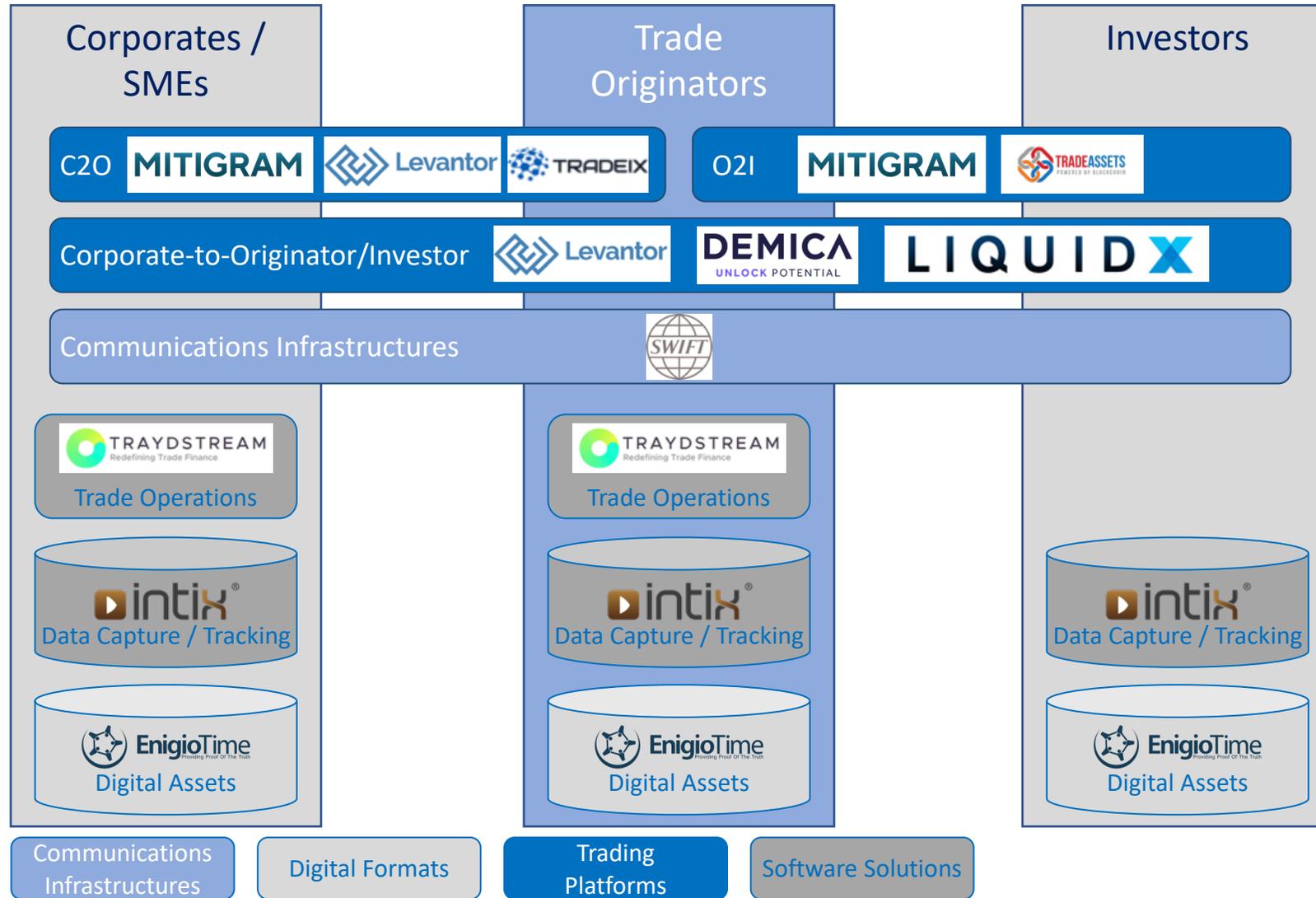
Given their specialised value propositions, in addition to collaborating with incumbent financial institutions, fintechs also need to interoperate with other fintechs; this is mostly achieved through APIs and agreed data specifications.

# ITFA fintech ecosystem map



- ✓ The **Fintech Ecosystem Map** provides a helicopter view of the fintech landscape
- ✓ Each fintech is highly specialised and enhances specific technical functions and/or assets, business processes and practices
- ✓ Fintechs aim at increasing efficiency and/or modernising existing practices to the benefit of trade originators, their clients and investors
- ✓ Most fintechs are collaborating with incumbent trade banks and act as software solutions or as hubs of new eco-systems

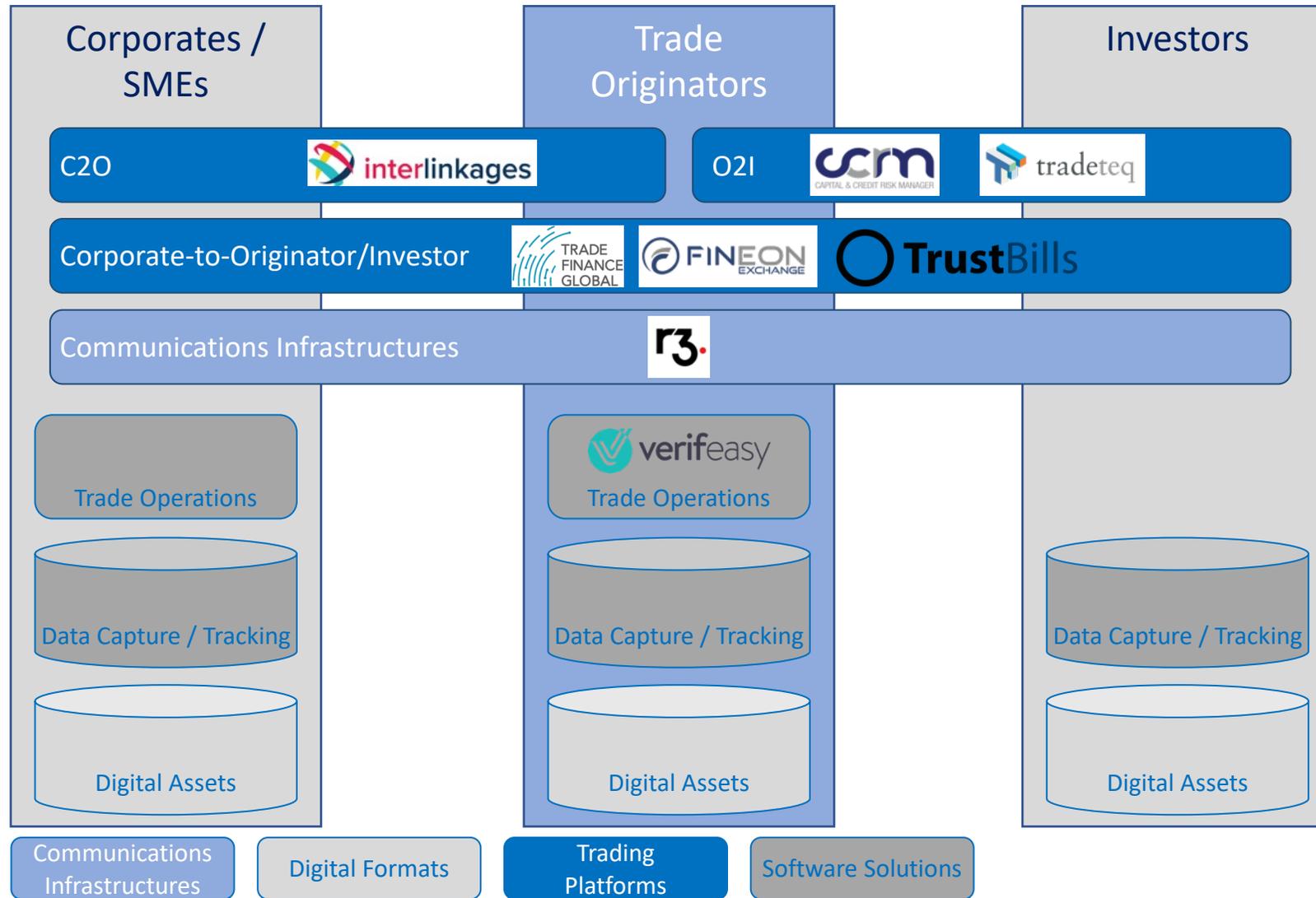
# Mapping the ITFA fintechs (1/2)



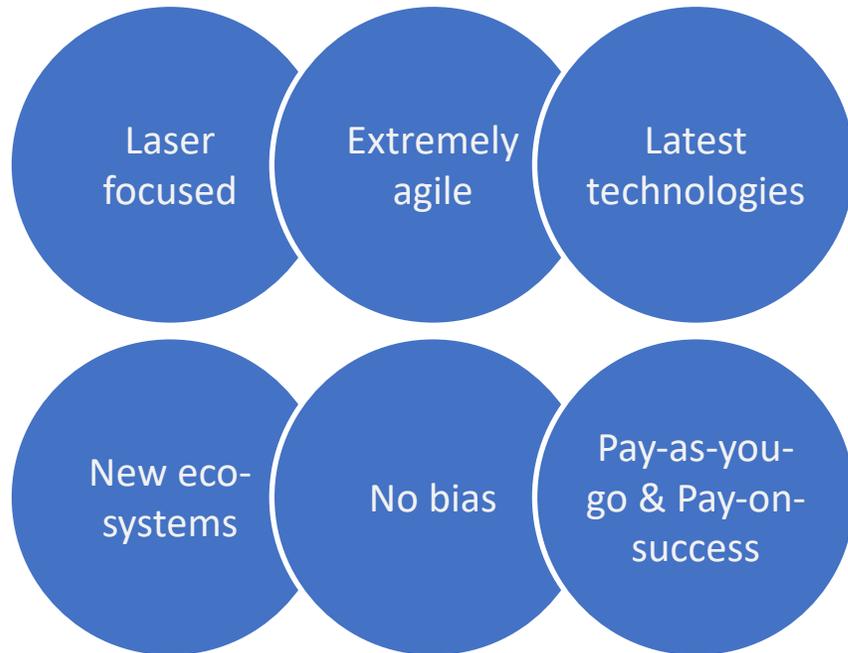
- ✓ Transaction data, Platforms and Machine Learning – the 3 key ingredients to innovate in TF
- ✓ Transaction Data and AI to automate trade operations and assist internal operations teams
- ✓ Transaction Data and AI to enhance key processes such as transaction-level credit scoring
- ✓ Platforms to create new trading eco-systems in both primary and secondary spaces
- ✓ Digital formats to enable creation of Digital Assets with ITFA driving adoption of Digital Assets as well as for verification of such assets

Note: SWIFT is not an ITFA member

# Mapping the ITFA fintechs (2/2)



## #fintech



Read more: [“Maximising the many bank-fintech opportunities”](#)

## #growth

### Short time to market

- Non-intrusive implementation
- Low set-up cost
- Optimal user experience

### Strategic innovation partners

- Enabling the unthinkable
- Open to banks’ equity investments
- Best at combining legal and business expertise with latest technologies.

	Solution delivery	Key benefits	Adoption use cases
<h2>Community Platforms</h2>	<p>Community platforms facilitating the set-up of <b>new multi-banking ecosystems</b> where various parties engage collaboratively in transactions</p>	<p><b>Digital assistants:</b> helping front-office sales teams in both primary and secondary trade spaces</p> <p><b>New ecosystems:</b> establish networks of corporates, originators and/or investors where various types of trade assets are originated/sold manually or using automated match-making</p>	<ul style="list-style-type: none"> <li>requesting pricing quotations on specific transactions; multi-bank pricing comparison and analytics</li> <li>structuring deals through automated match-making between obligors and funders</li> <li>auctioning trade finance receivables</li> <li>creating receivables investment portfolios from multiple originators</li> <li>repackaging assets into notes for institutional investors</li> </ul>
<h2>Software Solutions</h2>	<p>Software solutions usually installed on premise (or in the cloud) that <b>bring new digital capabilities</b> to individual banks and to specific in-house functions</p>	<p><b>Digital assistants:</b> improving the experience of internal back-office teams and bringing more visibility and control on operations, automating human processes with AI</p> <p><b>Non intrusiveness:</b> minimising impacts of new software solution onto legacy systems and established processes; additional software solutions running next to existing systems</p>	<ul style="list-style-type: none"> <li>real-time enterprise-wide transaction access and analytics</li> <li>end-to-end transaction tracking</li> <li>OCR-based document digitisation</li> <li>ML-based document validation</li> <li>ML-based transaction-level credit scoring</li> <li>ML-based compliance checks</li> </ul>

Trade Finance Digitisation

Transaction data as strategic asset

Trade Finance Automation

Trade Finance Gap



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LIQUID X





When digitising paper-based title documents, key challenges arise to prove provenance and aspects of time as well as separating the original from the copy



the trace:original document

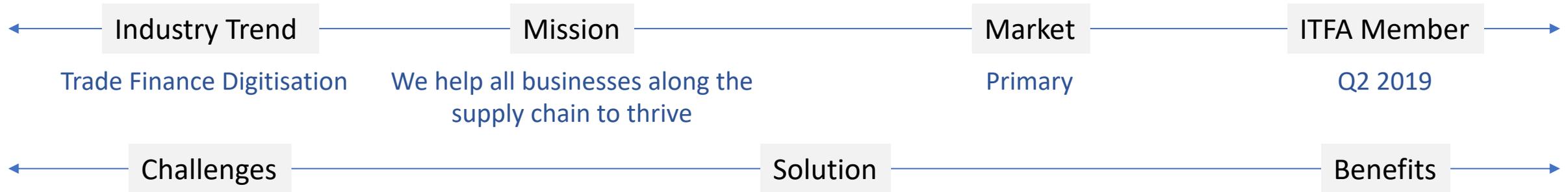
- one digital original = **one document**
- **stored** locally by the owner
- can not be changed, but **amendments** are possible
- the document is an **irrefutable ledger** in itself
- **Ricardian contract** in YAML format

Initial version of document

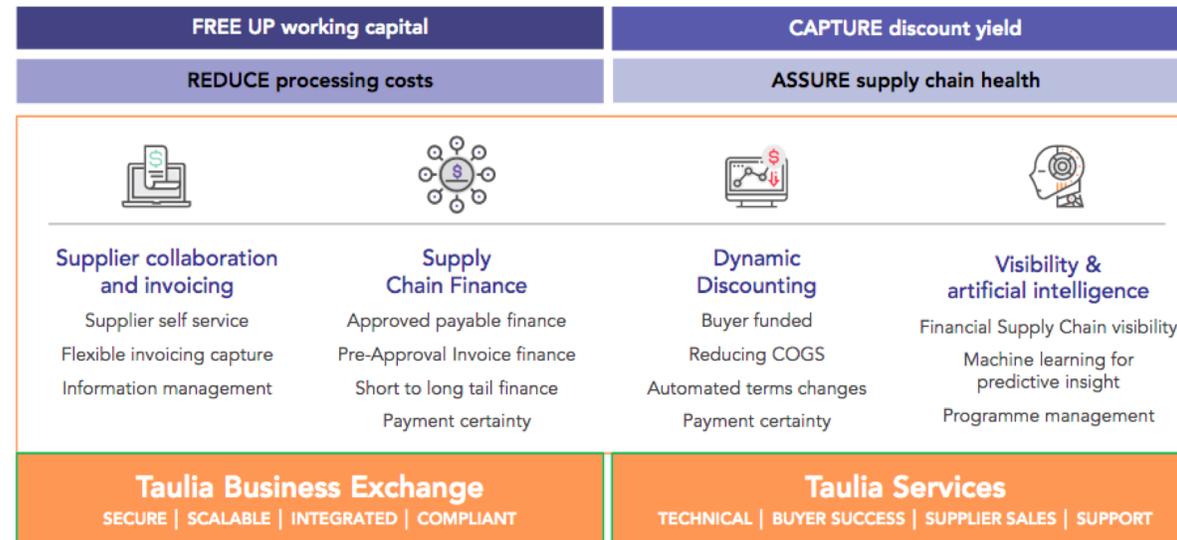
growing like a papyrus scroll



- **Negotiable instrument** - digital bearer document can be transferred and negotiated
- **Open technology** - no need for users to be connected on common platform
- **Authoritative** – applicable for promissory notes, bills of exchange, contracts, ...

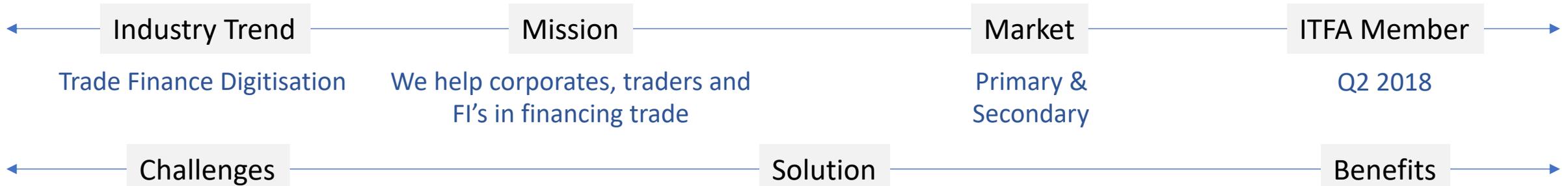


1. Early payment programmes generally hindered by low supplier adoption
2. Inflexibility of programmes as cash requirements change
3. Lack of transparency for accurate cash forecasting.

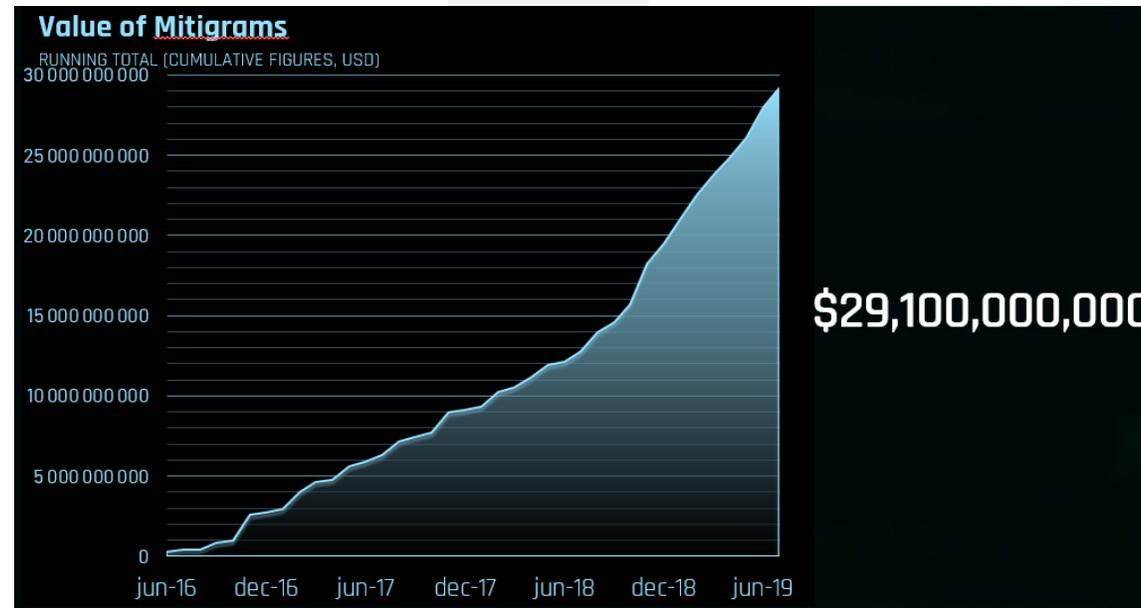


- Strong supplier health
- ROI realised faster
- Buyers can change funding sources for early payments (own or third party funded) as cash requirements change
- Data transparency at the document level for great accuracy when forecasting cash requirements.





1. Corporates and Banks request quotations to their counterparties **via emails on 1:1 basis** which limits reach
2. Responses to RFQ are **aggregated manually** in spreadsheets which is cumbersome
3. Analytics need to be produced manually which is **time consuming** and error-prone
4. There is no market place, no market data for corporates and banks to benchmark pricing



**An online platform used by corporations and banks for funding and hedging the risk of trade**

- **Digital experience** – online RFQ process, workflow and analytics
- **Community** - growing network of counterparties
- **Traceability and auditability** - activity and market analytics





1. Secondary inter-bank trade distribution has not changed much in 20 years – email, excel, inefficient
2. Basel III/IV increases need to sell-down trade, yet setting up distribution infrastructure is challenging and costly for many banks
3. Transparency, standardization, and controls are limited to non-existent in current secondary market structure.



**Connecting Globally** with Banks, Insurers, Funds, Multilaterals & Non-Bank Financial Institutions (NBFIs)

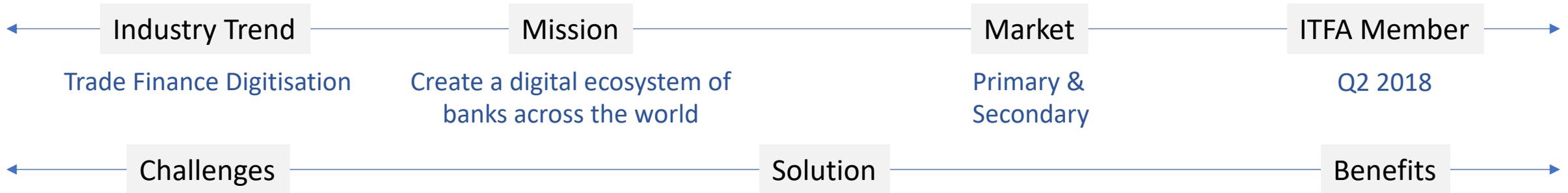


**Customise Workflow & Compliance** by streamlining work processes & strengthen governance

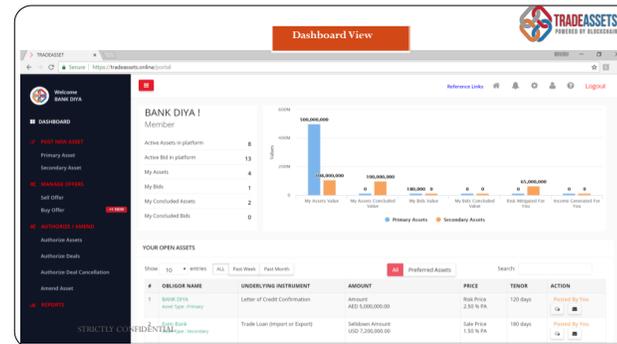
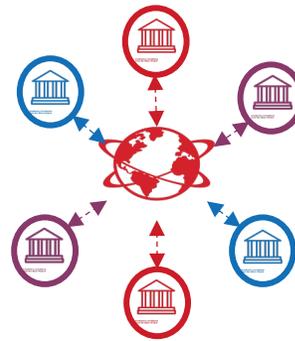


**Access to Analytics** with aggregated data

- **Connecting:** expands counterparties, identifies appetite, enhances relationships
- **Workflow:** increases efficiency through eliminating manual processes and adds governance
- **Connecting and workflow:** allows banks to build cost-effectively distribution infrastructure
- **Analytics:** provides trends, benchmarking and market data analytics



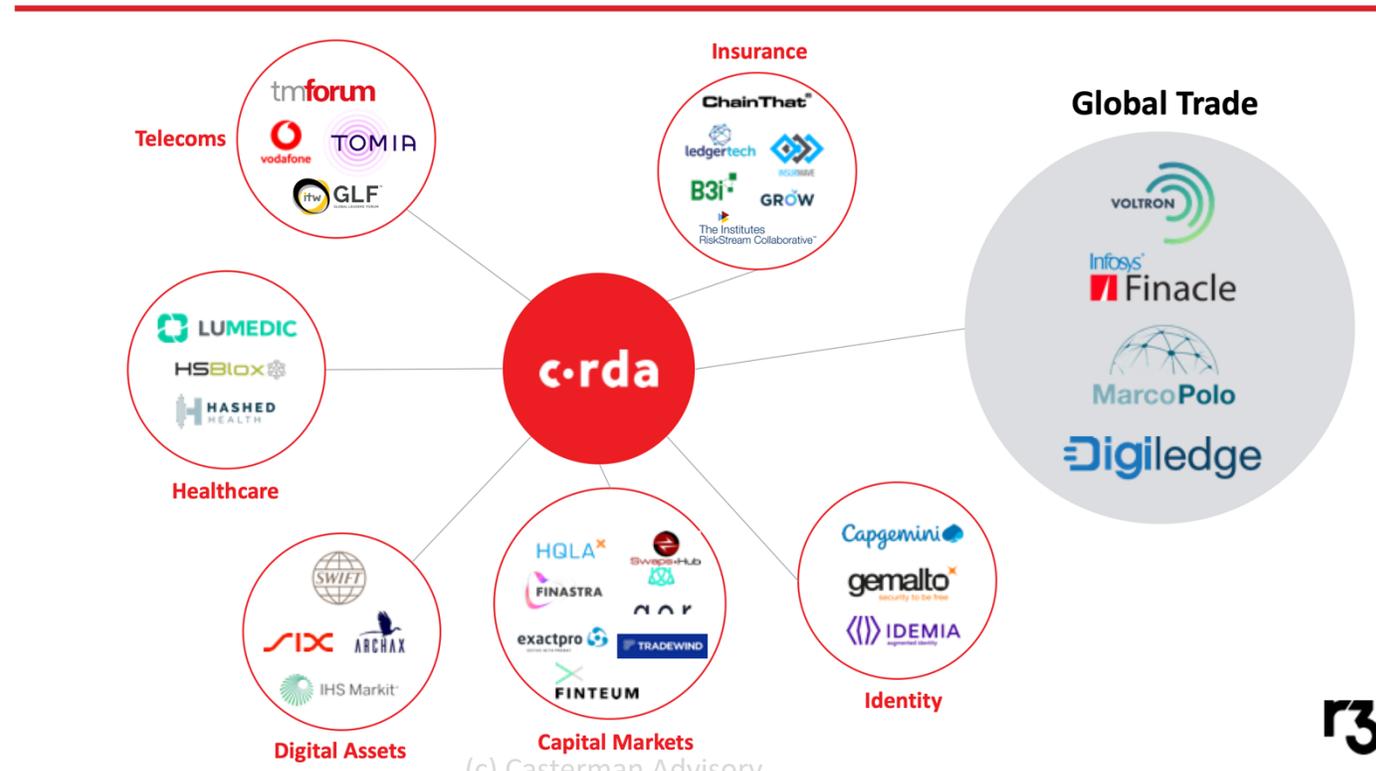
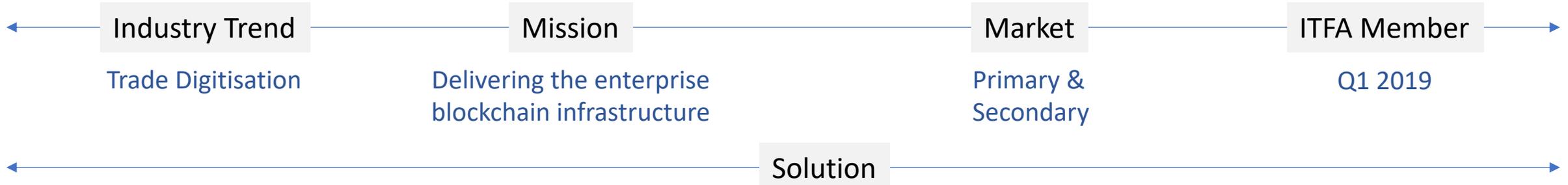
1. Banks exchange trade finance assets on a daily basis using a bilateral, inefficient process
2. The process leads to lower revenues, suboptimal pricing, smaller ecosystems and financial exclusion
3. The process is ripe for digitization but institutional inertia and varying urgency levels makes transition slow

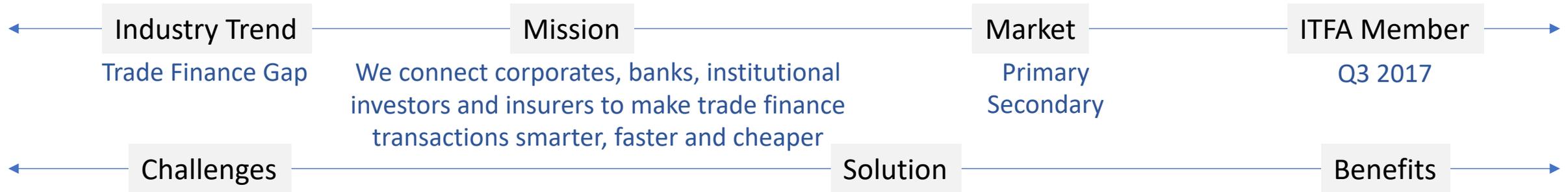


**TRADEASSETS** is striving to unify the world of trade finance pricing and communication by connecting all bank participants in this digital ecosystem

- Profitable – optimal pricing, wider range of assets
- Efficient – Secure, high-tech communication, no emails and phone calls, instant execution of deals
- Convenient – direct, 24/7 access to industry, best pricing, risk-matching, MIS
- Huge revenue delta from time savings and better credit utilization







Historical trade finance challenges:

1. **Expensive:** Highly manual processes and need for multiple bi-lateral agreements makes it very expensive to maintain
2. **Inefficient:** Lack of a centralized standard makes all transactions unique
3. **Opaque:** Fair pricing is difficult to determine because there is a lack of information available
4. **Limited Access:** The investment required to participate limited the market to only the largest banks and corporates

-  **One legal agreement** allows you to transact with all parties within the network
-  Our leading technology platform makes transacting easy – it's as simple as a few clicks to buy or sell assets
-  Our **growing network** contains corporates, banks, asset managers, insurers and other trade finance participants
-  A **one-stop-shop** for receivables finance, trade credit insurance, supply chain finance and inventory finance
-  Our blockchain utility, InBlock, streamlines workflows and creates operational efficiencies in treasury mgmt

- **Smarter:** Track all transactions in one place with built-in business intelligence and analytics
- **Faster:** Trade electronically to improve the speed at which you can transact
- **Cheaper:** Eliminate the cumbersome processes and costly overhead by digitizing the transaction process using the LiquidX platform



Trade Finance Digitisation

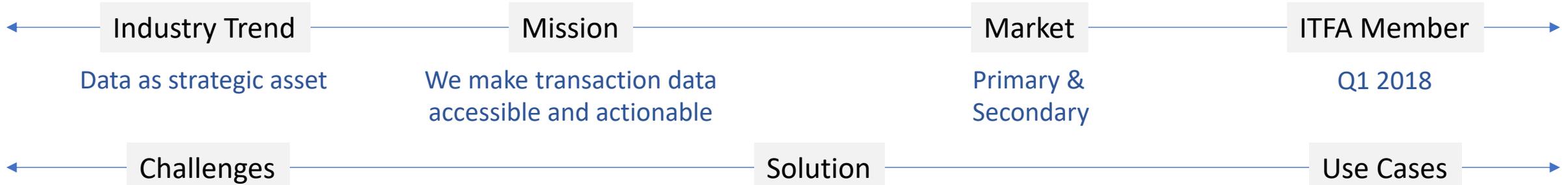
Transaction data as  
strategic asset

Trade Finance  
Automation

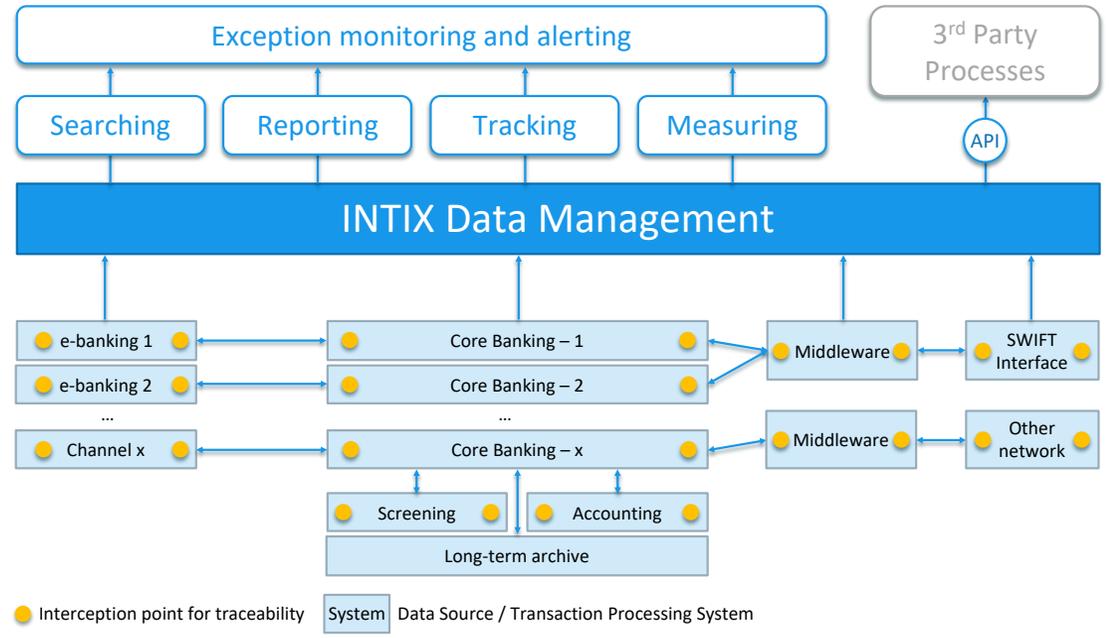
Trade Finance Gap

intix<sup>®</sup>

coriolis

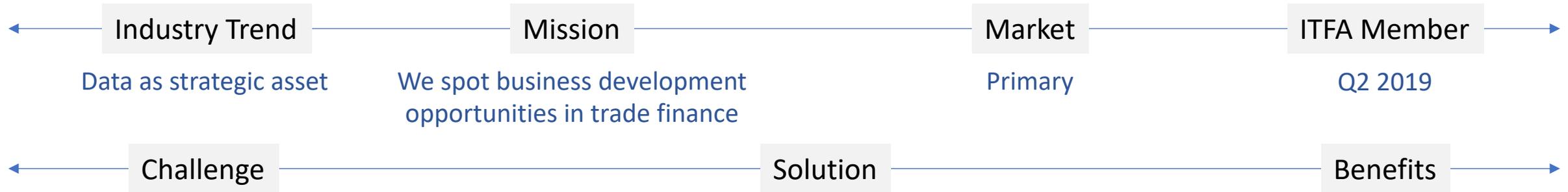


Whilst transaction data is firmly established as a new strategic asset, banks are facing **several challenges** to access it



- End-to-end payment and trade transaction tracking
- Instant access to transaction data for compliance, business and operations teams
- Transaction flow integrity surveillance
- Statistical analysis and exception alerting
- Transaction feed to 3<sup>rd</sup> party machine learning applications
- Legal archiving of financial messages





Trade finance has a huge problem - there isn't enough data.

No-one knows what the costs and risks of providing finance or investing are.  
No one really knows how companies transact with one another in their supply chain.

No-one really knows how big the sector is or what it's made up of.

This lack of data in the trade finance sector has led to misleading and unrepresentative policy choices globally, as well as leaving financiers in the dark about where the opportunities lie.



Coriolis leverages artificial intelligence and machine learning to bring together publicly-available and private trade data from multiple sources, enabling banks and businesses in the sector to make sense of the opportunities and risks in trade quickly and easily, in one place.

- Predictive analytics allow clients to manage risks, identify growth opportunities and formulate strategy.
- Enables trade finance to be analysed as an investable asset class.
- Timely and material data all in one place
- No ingestion into bank systems – stand alone software

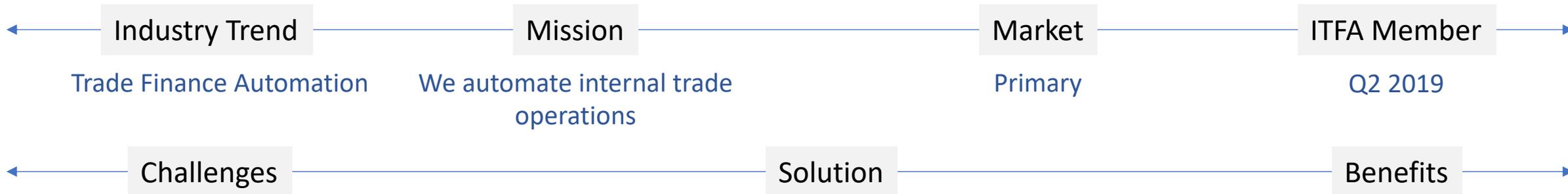
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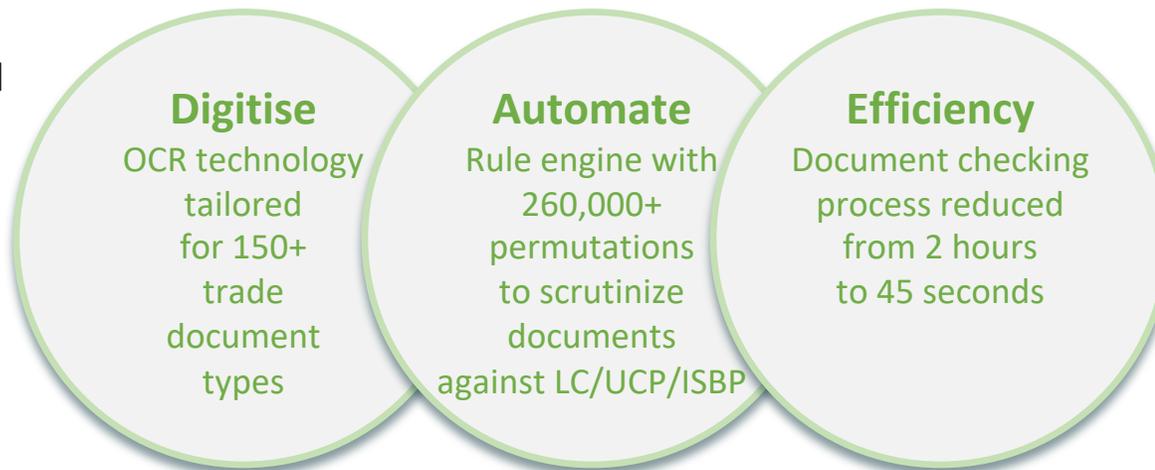
Trade Finance  
Automation

Trade Finance Gap





1. Trade processes (incl. compliance screening) impacted by paper documents leading to **slow and costly handling and transfer/review of data**
2. Trade operations depend on expert trade staff and **manual document checking**
3. 8 days is the **average turnarounds** of transactions leading to higher Days Sales Outstanding for sellers



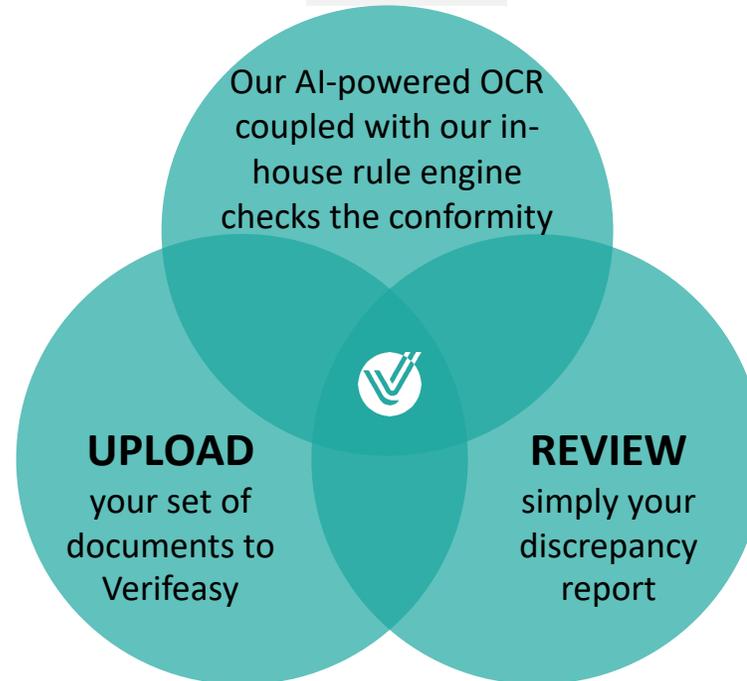
A machine learning platform, collaborating in an ecosystem, to reduce the costs, complexities and timescales of trade processing by automating document scrutiny and compliance checks

- **Revenue increase**, risk reduction through automation and compliance screening
- Increase **process efficiency** by supercharging trade finance operations
- Reduce **operational cost** by assisting and accelerating laborious manual processing
- Build up **digital knowledge** with machine learning and reduce the risk of human knowledge drain
- Reduce DSO for sellers





1. Document verification is still a **manual and time-consuming task** in trade finance.
2. The amount of people issuing and checking these documents makes this process heavily **prone to error**.
3. Complex rules and evolving regulations make for a **complicated and meticulous** environment.



- **Rapidity**, by reducing the processing time **from more than 1 hour to less than 3 minutes**.
- **Efficiency**, by limiting the human action to the **simple final decision, reducing operational costs**.
- **Conformity**, by being **constantly up to date and compliant** with the latest regulations.

Adopt it today, without rethinking your processes.

Trade Finance Digitisation

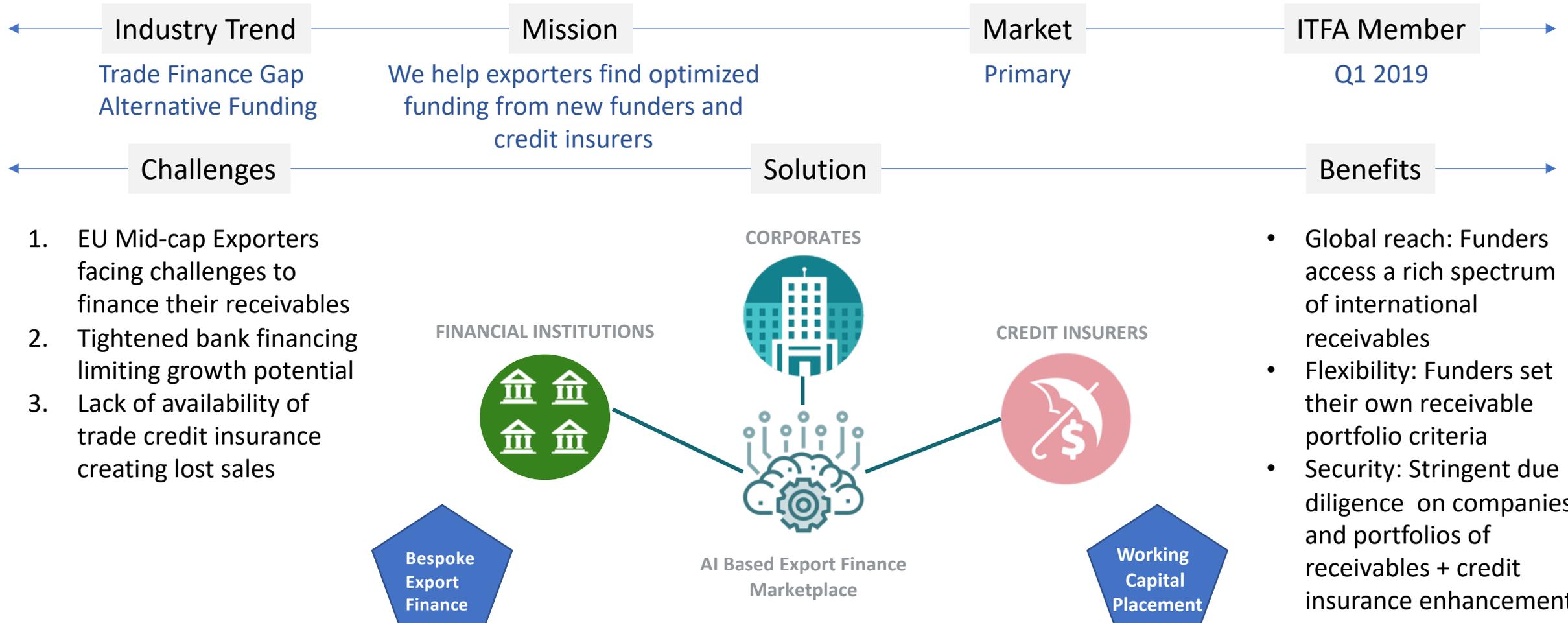
Transaction data as strategic asset

Trade Finance Automation

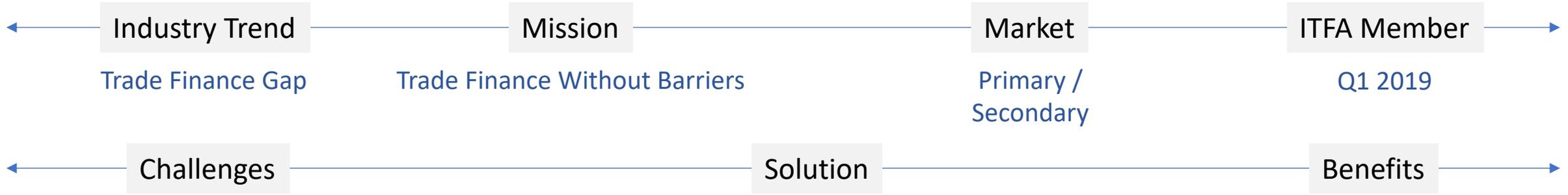
Trade Finance Gap



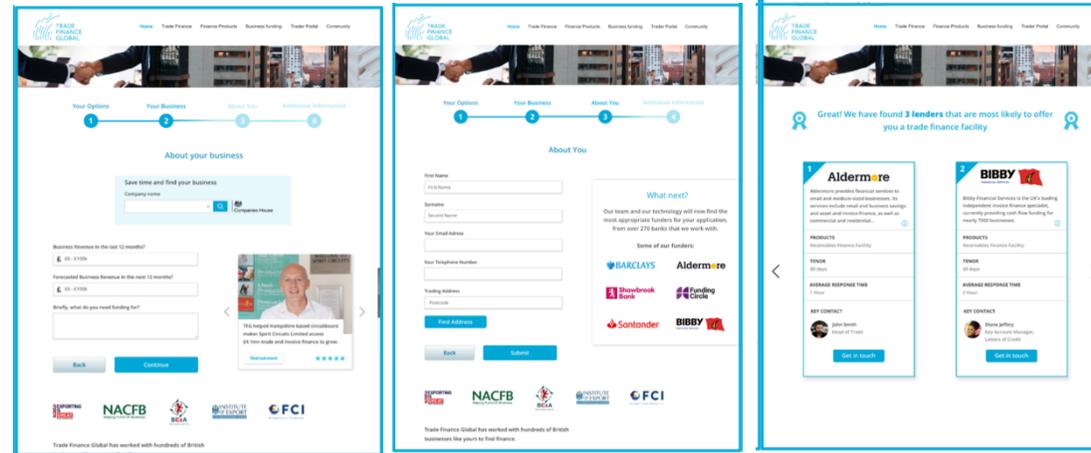




An AI-based marketplace platform acting as an ecosystem in the primary space to match-make exporters with the new funders and credit insurers



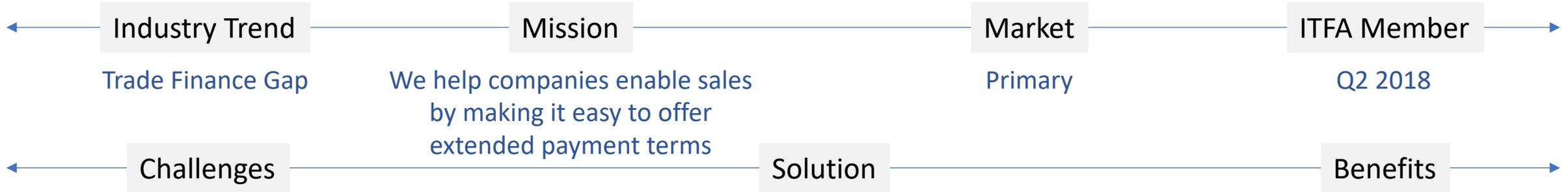
1. Lack of awareness around 'pre-invoice' finance, for SME's -> mid-sized Corporates
2. Traditional banks are funding less trade, and AltFi's are not addressing the widening finance gap
3. Complex trade finance structures are poorly understood and underused in the mid market
4. Not enough publicly available information on pre-export, trade and receivables finance options
5. Debt funding platforms do not understand the challenges of physical trading businesses
6. The required customer journey (onboarding, KYC) and customer expectations (time to access finance) are shifting



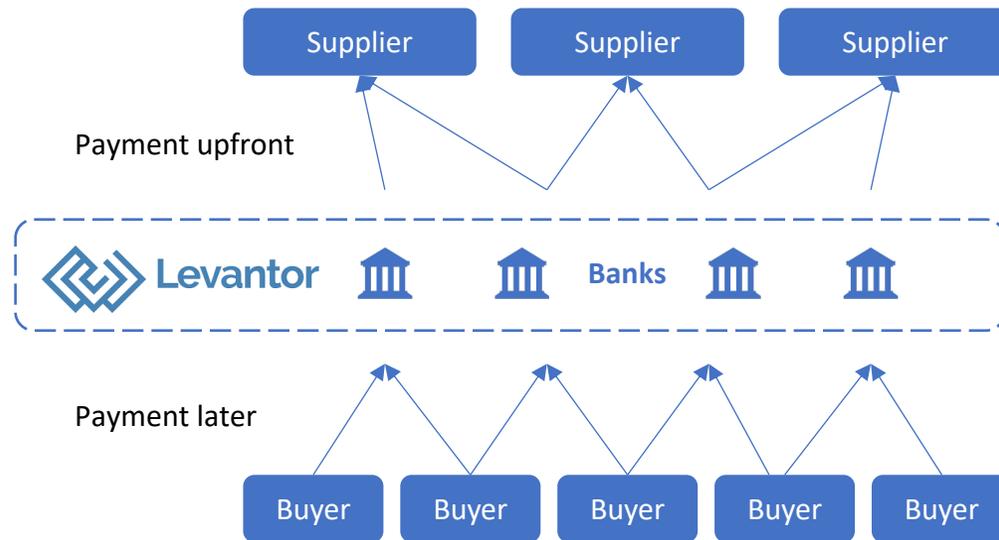
Free education platform for nurturing customers, decision making engine to match companies with appropriate products and funders, a seamless onboarding experience and data enrichment to construct standardised profiles of trading businesses for funder analysis

- Largest online information platform for trade and receivables finance
- Structured finance experts, with experience of creating complex finance structures for the mid-market
- Complimentary add-on services (FX, insurance, etc) offered, depending on funder and business requirements
- Data enrichment and risk metrics for funders (KYC, KYG, CTF)





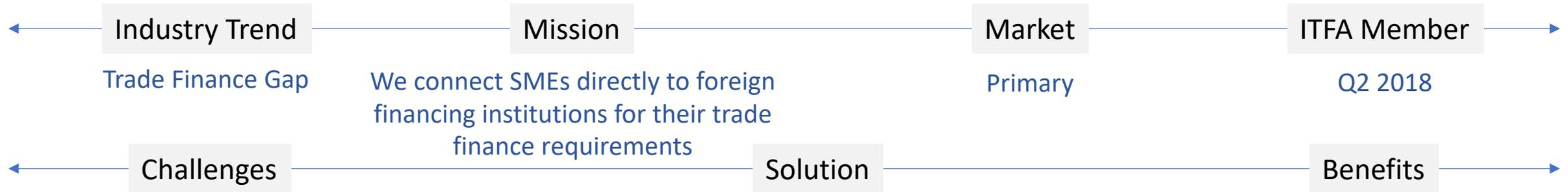
1. Payment terms are an obstacle to sales
  - Buyers need longer terms
  - Large corporate Suppliers need simple solutions
2. Meeting this need can be difficult for banks
  - Typically an individual bank can offer clean credit limits on only a small % of the corporate's buyers
  - Portfolio solutions, such as distribution financing and securitization, are complex and costly



Quickly gaining traction. \$1bn financed to-date since June 2017 and on pace to reach \$1.5bn by year-end

- **Simplicity:** Levantor's platform makes it easy
- **For Banks:** Banks free to select which Buyers to fund. The structure makes approval simple
- **For Suppliers:** Levantor technology makes process simple, automated
- **For Buyers:** Flexible source of incremental working capital





1. Importers/Exporters, especially for SMEs in Emerging markets, face lack of access to cost-effective trade finance
2. Lack of structuring ability makes their risk less distributable
3. Efficiency gap in bank intermediated trade finance cause by too many intermediaries and lack of transparency results in high cost of trade finance for SMEs / Corporates

### Interlinkages Network approach to Price Discovery

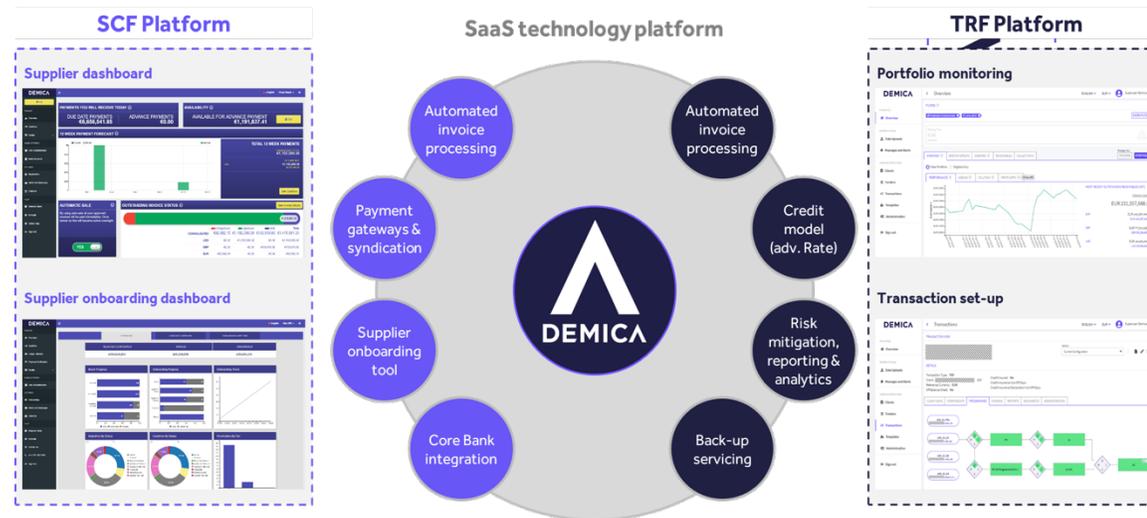


- Faster, easier and cheaper trade finance quotes
- Global access to FIs for SMEs / corporates
- Our platform offers complete transparency on financing quotes
- Access to matched foreign currency financing
- Special focus on SMEs from Asia / Emerging Asia to help them access cheaper financing

Interlinkages connects Importers/Exporters **directly** to foreign financing institutions resulting in reduced financing cost and more options; actual transaction done through Banking channels



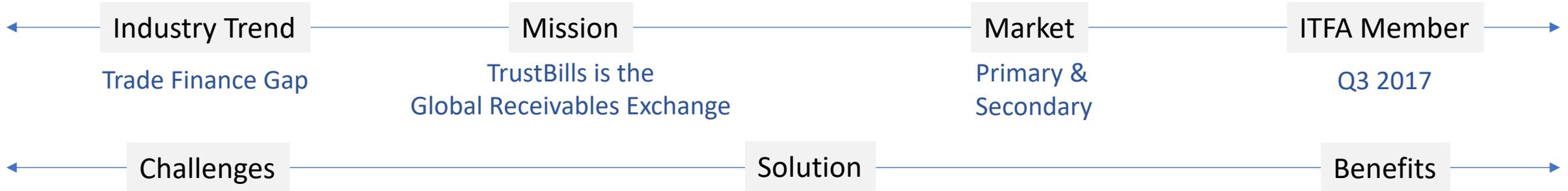
- Corporates have the choice of financing through traditional debt instruments



- Technology platform which automates large complex cross-border receivables transactions
- Independent advisory able to provide a wide range of working capital solutions
- Multi-funder platform allows financing independence
- Access to a universe of over 50 banks and institutional investors
- Large team of over 140 people split equally between finance and tech

Demica is an award winning working capital solutions provider delivering a broad range of receivables and payables finance products for large and medium sized corporates





1. Overcoming the financing gap (solved)
2. Using ML and AI for fraud prevention, enabling undisclosed assignments (solved)
3. Building up a supply chain payment behavior pool (solved)
4. Managing big volumes of heterogeneous assets via AI supported automation (solved)
5. Embedding custody management (solved)
6. Synchronization with ERP systems (solved)
7. Brewing TrustPils (outsourced)



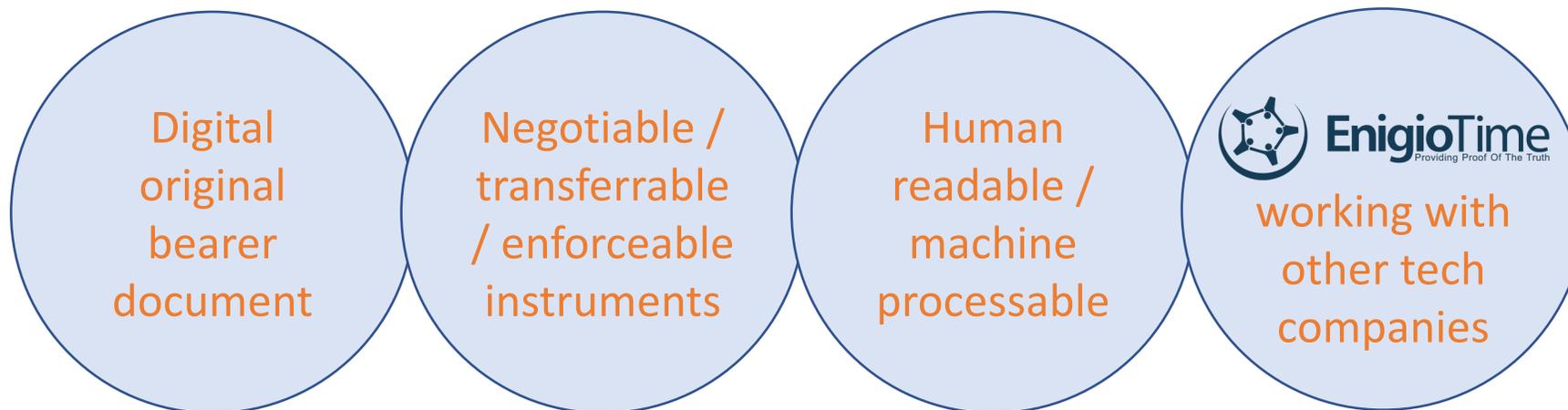
TrustBills connects sellers of trade receivables with diversified sources of liquidity, including banks and asset managers, allowing continuous access to working capital at the lowest cost.

- **Corporates** turn unpaid invoices into Working Capital – always at market price
- **Investors** enjoy a new asset class that outperforms fixed income products with high (absolute) returns, short durations, low correlations and default rates and natural self-liquidation, without the need to go via expensive intermediaries or securitization

Long Story on Why TrustBills Exists:  
<https://www.trustbills.com/en/resources/why-trustbills-exists>



To enable trading counterparties to move away from paper by relying on digital negotiable promissory notes and bills of exchange



Document management technology enables to move away from paper without losing key attributes of paper-based documentation

Enigio provides the document management technology to deliver digital negotiable documents

ITFA to define market-level usage guidelines, document tags (YML), rules, legal opinions, ... for promissory notes, bills of exchange, ... around Enigio's technology

ITFA to facilitate a technology pilot working group around Enigio's technology and involving value-added fintechs as needed

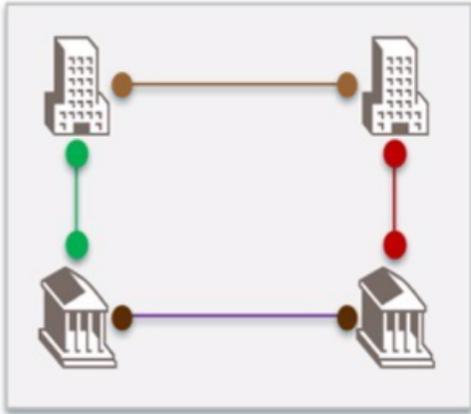
The graphic features the Tradeteq logo in the top left corner. The main text reads "The global hub of trade finance distribution" in white on a teal background. Below this, the website addresses "tradeteq.com | tradefinancedistribution.com" are listed. On the right, the text "TFD initiative" is positioned above a photograph of a shipping yard with a teal overlay.

The cover of the "TFD Initiative White Paper" features the title "THE END OF BALANCE SHEET LENDING?" in large, bold letters. Below the title, it says "Originate and distribute for trade finance capacity". The background is an aerial view of a port with a teal overlay. Logos for Tradeteq, ITFA, and ICC are at the bottom.

The cover for "TRANSFORMING TRADE FINANCE TRADETEQ SECURITISATION AS A SERVICE" features the TASC logo in the top right. Below the title, it says "Trade Asset Securitisation Company S.A.R.L. (TASC)". The background is a blue-tinted image of a port. The Tradeteq logo is in the bottom right corner.

[www.tradefinancedistribution.com](http://www.tradefinancedistribution.com) - helping trade originators distribute trade assets to banks and institutional investors

### Digitising existing bilateral business interactions



*The business processes remain the same when digitising interactions at bilateral level*

### Digitising the end-to-end business process with online market places



*Market Places offer the option to revisit the full business process as all parties are interconnected through a central and trusted platform provider*

*“Whereas the initial digitisation wave helped the market migrate away from some paper-based practices to digital ones, we now see new online market places through which corporates, banks and investors can operate transactions collaboratively, using as many streamlined and automated processes as possible.”*

*We can expect those platforms to bring superior value propositions as they overhaul business practices and deliver much more than digitisation. They achieve this by connecting all parties involved in the end-to-end transaction workflow including new ones such as insurers and institutional investors and can therefore reinvent trade finance practices and leapfrog the digitisation objective.”*

[Online market places will help re-invent \(and digitise\) trade financing – ITFA May 2017](#)



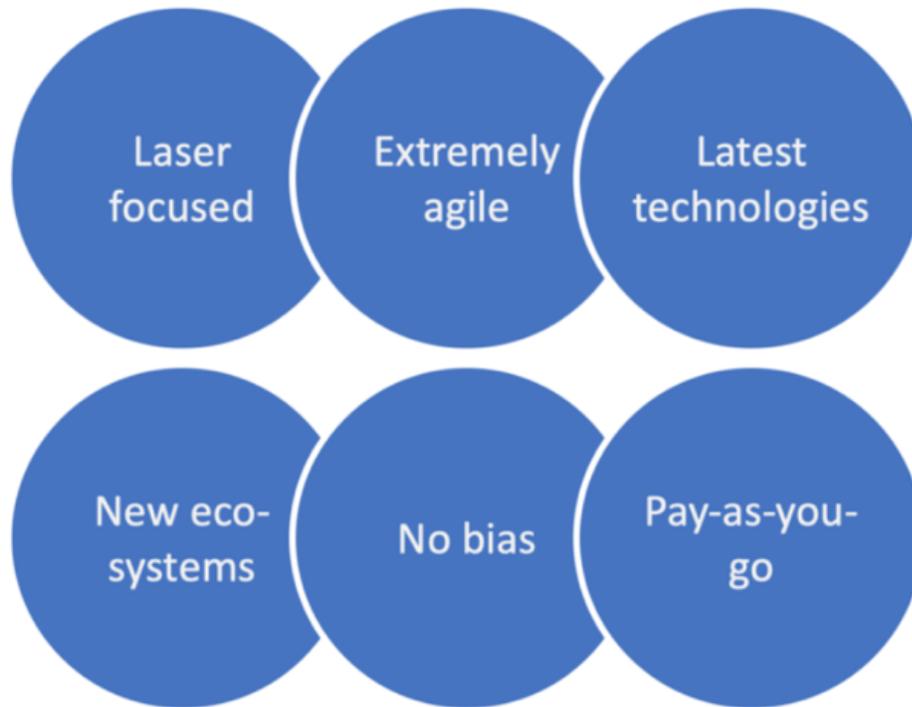
(c) Citi HoloLens Holographic workstation

[The “augmented reality” opportunities in trade finance – ITFA November 2018](#)

*“While more and more tasks will inevitably be automated in the coming years, humans won’t likely be rendered obsolete in an era of machine-dominated singularity ... the future will be ruled by multiplicity: humans and machines working alongside each other in an ongoing “feedback cycle” in which both sides mutually benefit from their respective strengths and insights”*

[The Workforce Needs AI -- But AI Needs Human Workers, Too - Forbes](#)

## #fintech



## #growth

### Short time to market

- Non-intrusive implementation
- Low set-up cost
- Optimal user experience

### Strategic innovation partners

- Enabling the unthinkable
- Open to banks' equity investments
- Best at combining legal and business expertise with latest technologies.

## Maximising the many bank-fintech opportunities

– ITFA November 2018



Fintechs working together for good – data technology and machine learning help trade originators upgrade credit scoring and increase SME financing – ITFA January 2019

*To make credit event prediction more timely and precise, one needs deeper and higher frequency datasets than just registration and accounting data. **Tradeteq white paper "Machine Learning Credit Analytics for Trade Finance", Summer 2018***

*We make transaction data accessible and actionable, in real time. **INTIX***

*We make trade finance investable. **Tradeteq***

ITFA fintech discovery day – actionable technology innovations for SME Lending and Trade Finance



In cooperation with ...



Organised by ...



[Growing digitally with ITFA Fintechs](#) – ITFA February 2019

*“Fear is rapidly dissipating from the bank-fintech model and a potentially beautiful relationship is in the offing as banks are increasingly seeking to automate trade processes in both primary and secondary trade spaces. This is a critical area of interest for the ITFA membership and our ITFA Fintech Committee aims to help our membership navigate through those new technology propositions”, **Sean Edwards, Chair ITFA***

*“Transaction Data, Digital Assets, Trading Platforms and Machine Learning are the key ingredients for effective innovation in trade finance”, **André Casterman, ITFA***

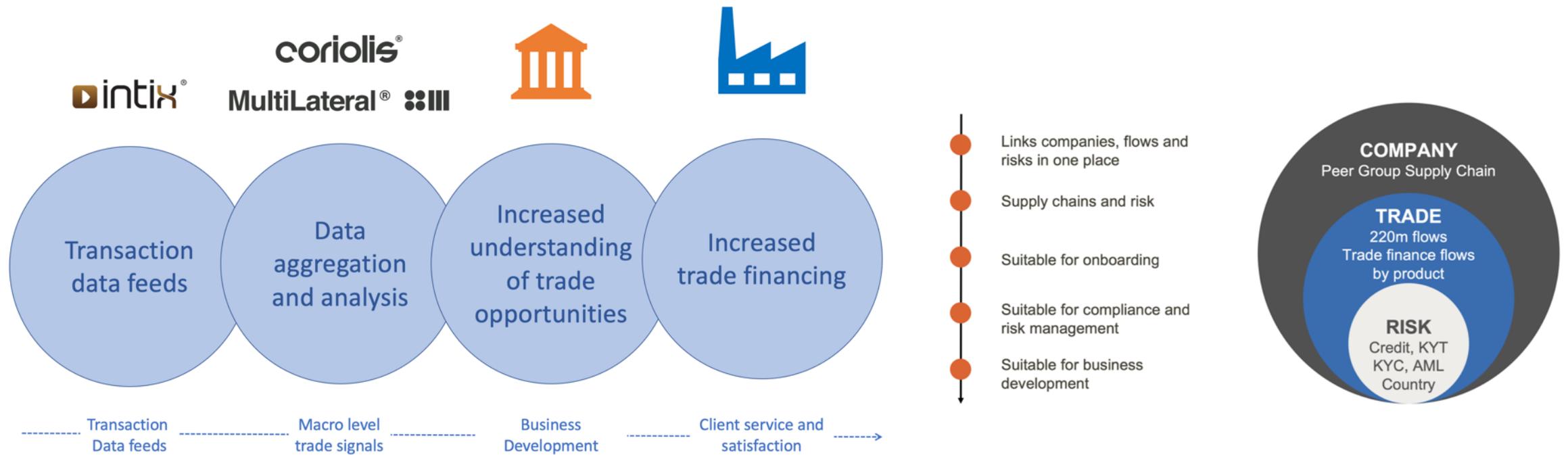




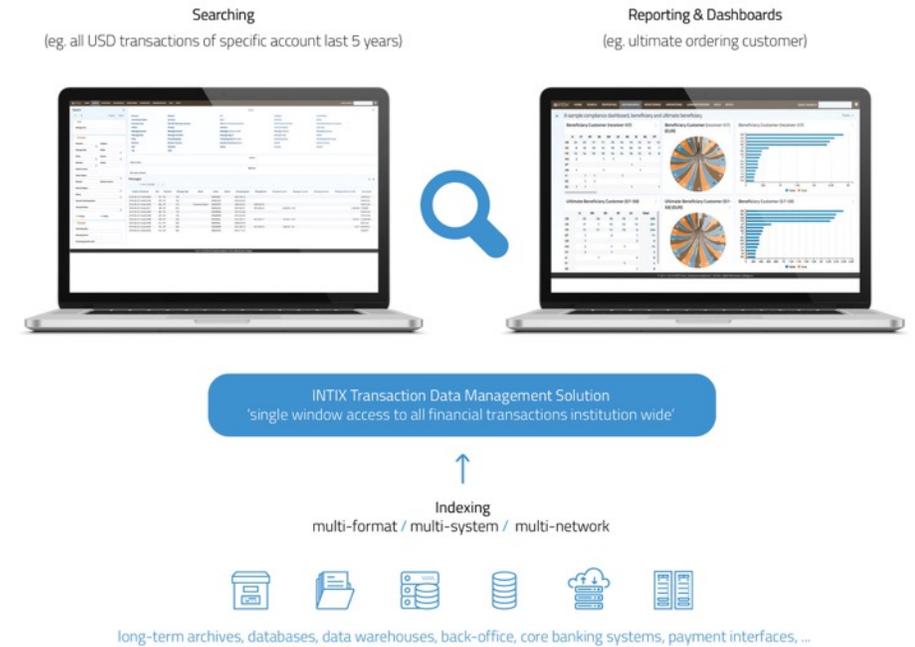
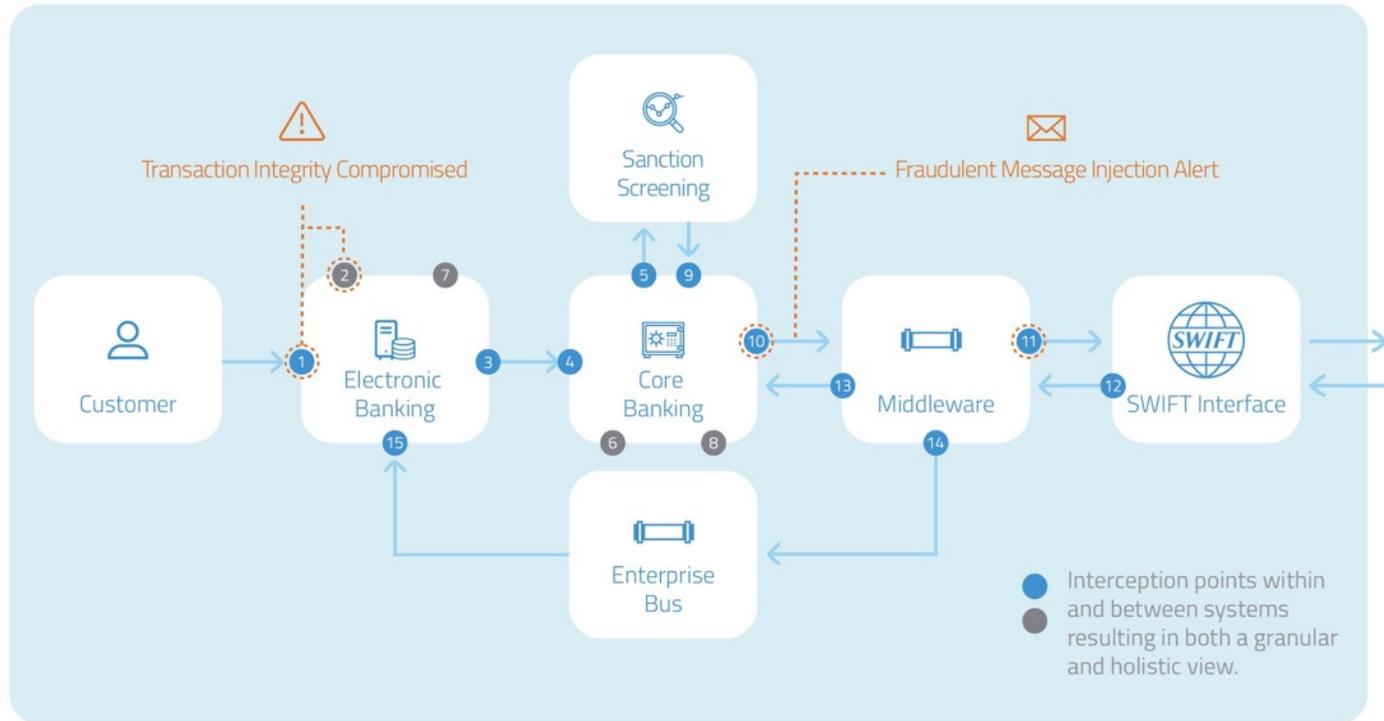
*By automating trade documentation scrutiny, banks accelerate the cash conversion cycle for their clients. **Traydstream***

*We make transaction data accessible and actionable, in real time. **INTIX***

[Fintechs collaborating: data technology and machine learning help originators upgrade trade operations and reduce cash conversion cycle – ITFA April 2019](#)



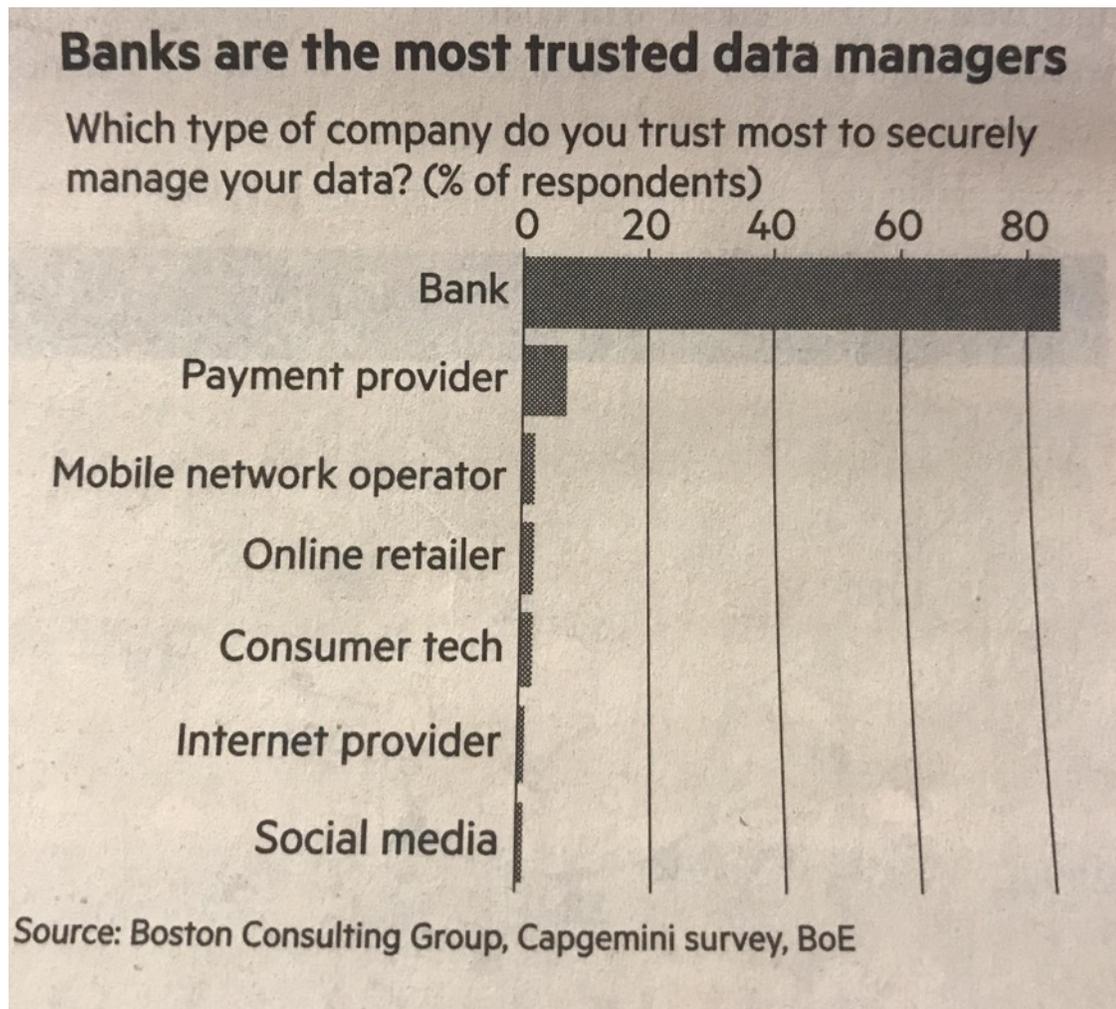
[Fintechs collaborating: Coriolis Technologies and INTIX combine their capabilities as "the future of trade is data" – ITFA April 2019](#)



Data technology for compliance officers – June 2019

*How can operations and business teams within banks access all the data of transactions processed by their own institution? How can they be alerted of any potentially fraudulent activity during processing?*

*Data technology can help.*



*There has never been a better time for the trade finance community to demonstrate the power of collaboration.*

- Senior bankers join auspicious trade fintechs
- Fintechs get more funding
- Banks and non-bank FIs collaborate on the secondary space using data and AI
- Banks and corporates collaborate on the primary space using data and AI
- Fintechs collaborate to address end-to-end value propositions
- Transaction data – the key to feed automated processing in payments and trade

[Fintech summer news: people, machine learning and transaction data](#) – July 2019



[Running a Proof of Concept offers the optimal way for financial institutions to evaluate fintechs – Summer 2019](#)

*Why would you spend time describing features in a RFP when you can't even imagine them. Fintechs deliver the unimaginable. Go and discover them quickly - your competitors are already busy doing the same.*

*Starting a Proof of Concept is a safe bet for financial institutions and their future fintech partners. PoCs help FI's shorten time to market. We know time is of the essence when driving innovation.*

**Uzair Bawany, Chief Revenue Officer and Co-Founder at Traydstream** explains: "At Traydstream, we always advise our prospective clients to start with a proof of concept (PoC) phase. This ensures the platform is socialised with the clients' data and gives the clients a clear understanding of what can be achieved through machine learning technologies. This also provides the back-office teams with greater comfort in our platform's value add and discrepancy checking ability. The PoC ensures that, in a matter of weeks, clients can see the benefits of platform adoption in their own environment rather than the traditional theoretical RFP processes which just adds 12 to 18 months to this process, as well as a tenfold increase in costs."



Business Area	Front-office Operations	Compliance, Risk and Audit	Back-office Operations	Sales and Business Development
Internal users	Client service desks	Compliance officers and risk/audit teams	Transaction processing operations teams	Strategy & product managers
Use Cases	Manual investigations and reporting	Frequent investigations and reporting, transactional pattern analysis, risk reporting	Transaction tracking, operational alerts, end-to-end monitoring and metrics, fraud collusion prevention	Transactional pattern / behavior analysis, transaction-level credit scoring, what-if market insights, predictive analytics, AI for compliance, ...
Ease of access to transaction data	<b>Critical</b> – Data for Operational Efficiency		<b>Strategic</b> – Data for Competitive Advantage	
Benefit of data management technology	Online access to multiple data sources to support traditional processes whether manual or automated		Online access to multiple data sources to support new automated decision making processes facilitated by advanced analytics and machine learning	
Access method	Browser-based on-line searching and reporting		API-based real-time transaction tracking, analytics, monitoring and processing	
Value of transaction data	Value of transaction data			

*"Forget about further automating and differentiating your banking services if you can't access transaction details", André Casterman, INTIX*

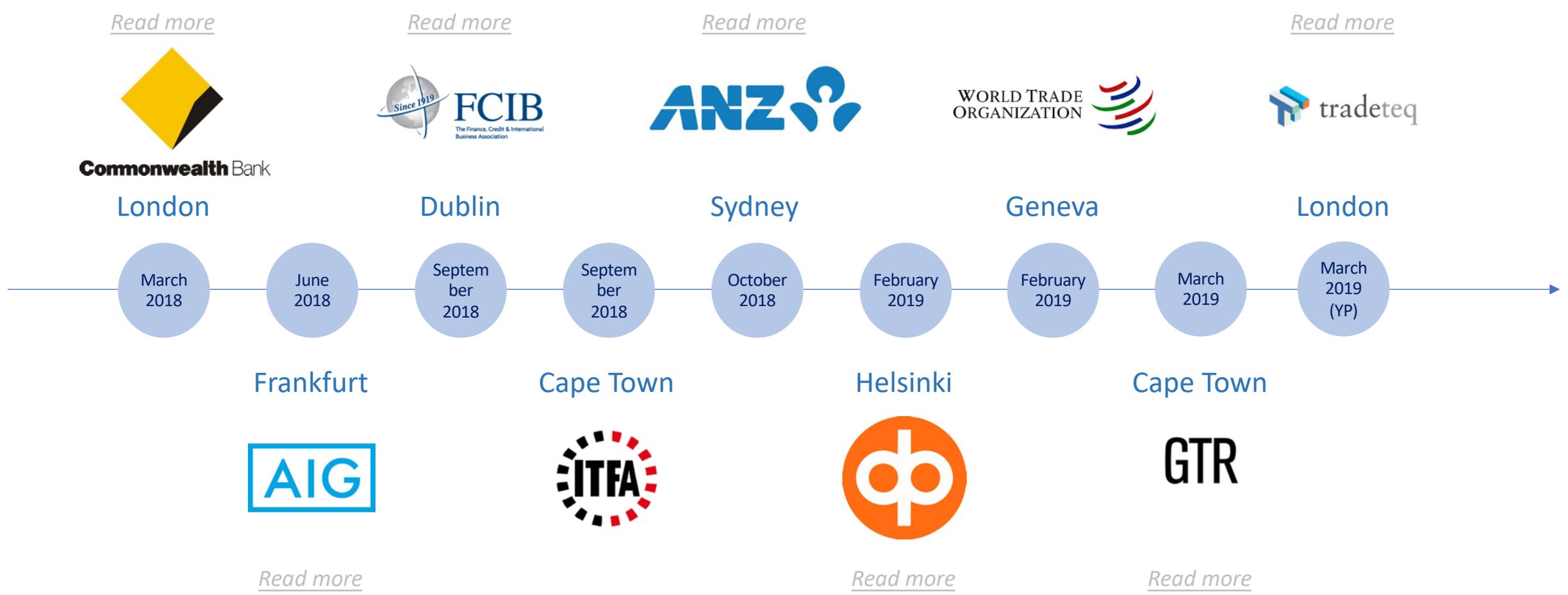
*Whatever one's business, the realities of today's marketplace mean that those with the best data systems and capabilities will win — and by an increasingly outsize margin.*  
*McKinsey & Company*

*"Accessing transaction data is critical for client service and compliance teams, and it is becoming strategic as more automated processes rely on transaction details to support both operational and market-level decision making", André Casterman, INTIX*

Transaction data holds the key to unlock new value from automated processes.  
Is your data house in order? – Summer 2019



# Q1 2018 - Q1 2019 ITFA fintech educational events / sessions



# Q2 2019 onwards ITFA fintech educational events / sessions

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2019

May  
2019  
(MERC)

May  
2019

June  
2019

Septem  
ber  
2019

Septem  
ber  
2019

October  
2019

October  
2019

Dubai

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London

London



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<b>TrustBills</b>	Jörg Hörster
<b>Verifeasy</b>	Arnaud Doly

# ITFA Fintech Committee

“Automating trade origination and distribution”

Want to join ITFA? Consult [www.itfa.org](http://www.itfa.org)

Need more info? Want to engage? Email [andre.casterman@icloud.com](mailto:andre.casterman@icloud.com)

