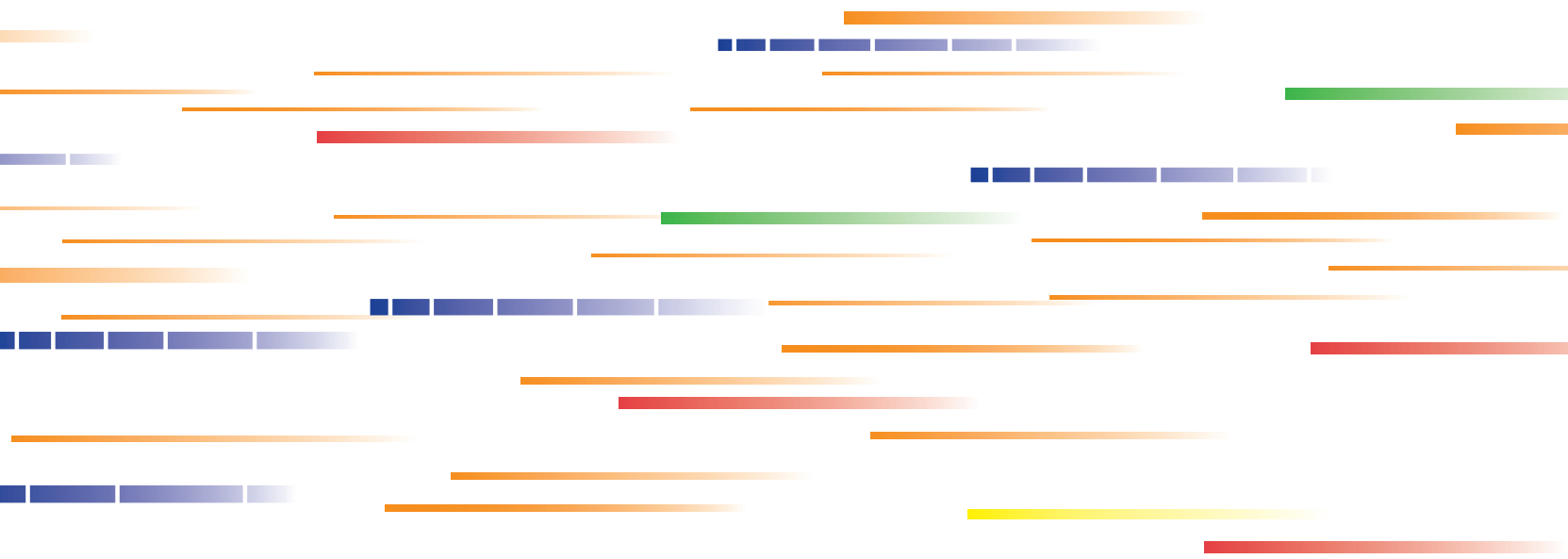


# Financial Value Chain



# Financial Value Chain: the collaborative age

The Bank as a technological and financial intermediary of collections and payments for companies nowadays represents little more than a commodity. In virtue of the high technical and normative standardization of the domestic banking system, **the incentive of the choice of the banking provider is always based on the cost**, for a service that appears largely undifferentiated.

Even on an international level, in particular in the Single European Market, the interventions of the community legislator, fully supported by the Eurosystem, bring to **accelerate the meeting towards common standards, instruments and infrastructures** for a digital economy and a progressive dematerialization of commercial and financial transactions.

**To develop customer loyalty and its potential** catalyzing multibank volumes on itself forms part of the main challenges of the Transaction Banking, at the beginning of a season that because of the SEPA and of the PSD enters not only into **an international competition**, but also external to the financial sector itself (see for example the new regulation about the Electronic Money and the new requirements to become Payment Institution).

On the other hand, **to differentiate yourself in the service supplied to the customer** there are requirements of the customer companies themselves, they too are looking for a reinforcement of the relation with their own commercial opposite parties in order to increase efficiency, innovation and competition levels and to face the constant evolution of a volatile market.

In the past, Bank and Company sectors have **independently and separately** matured each of them its own collaborative experiences. On one hand, Banks have concentrated themselves on the interbank perimeter of the clearing and settlement and, on the other, the companies have organized themselves in supply chains (Automotive, Grocery, Pharmaceutical) to start automated and dematerialized processes with considerable savings and increase in productive quality.

Nowadays, with the **consolidation of collaborative infrastructure controlled by the CBI Syndicate**, finally in Italy has been taken place a **scenario of cross-industry collaboration** inspired to the “order-to-cash” model and to the optimization of the working capital.

The fixed standards support the processes in an end2end point of view, which enables the extension of the value chain of the financial services which can be offered by the banks. In this context has been given a great importance to the introduction of the **electronic**, as a point of junction between traditionally independent Supply Chain and Financial Chain. The main **base community CBI** (more than one million companies) can serve as a catalyst both towards the Public Administration, and in the International banking systems.

The **collaboration and integration between application systems and processes** adopted by parties are at the **base of the success of projects and solutions of Financial Value Chain** that banks can and must promote individually at customers in order to differentiate your own offer and become fundamental partners of the global chain composed by suppliers, customers and provider of services. The capacity to **go beyond the traditional informative services and cash management standard systems**, automizing and integrating credit allotments and risk management processes with new transactions/information of Exchange acquired during the whole life of the commercial relationship with costumers', it is the key to activate, in addition to the development of customer loyalty, a network effect on the opposite parties and consequently the increase of the market penetration.

TAS is present by banks side from more than 10 years to develop Transaction Banking Corporate and Retail solutions, and has improved, following the approach and the **standards of the new CBI, a software modular and multichannel platform** at disposal of banks and companies to activate **services driven by configurable process workflows**.

The solutions that TAS can put into the field utilize the deep competence matured by the company on banking systems in terms of:

- Interbanks networks - Italian (SIAnet) and international (SWIFTNet),
- Infrastructures of Exchanges and settlement wholesale and retail payments.
- Payment cards and e-commerce,
- Back-end and structures/layer of infragroup management,
- Corporate and Retail distributive channels

**The element that makes TAS different is to be at the same time a Partner Company side and Public Administration** through its own line of ERP/Taxi solutions and its own System Integrator capacity in projects of collection and on-line payments also supported by the Plan e-Gov 2012. This allows that **comprehension of managerial/administrative company processes necessary in planning the Financial Value Chain services** integrable and adaptable to the specificities of the end-users.

## Products + Services = the key of the success

Through the **modular application framework** realized by TAS in SOA logic, can be realized Bank or company side (private or public) plans or solutions of different complexity, for example, in the ambits of: e-Banking, Cash Management, Payment Hub/Payment Portals, Marketplace, EIPP (e-Invoicing presentment and payment).

**These solutions integrate themselves in the application infrastructure of the Bank/Company and remain opened as interfacing of components/services of third parties.**

TAS offer philosophy in this sector of market is that to **provide the Customer with an absolutely gradually approach**, tailor-made in comparison with the level of automation and organization of the internal processes, and able to **maximize the reuse of the components in the planned evolution steps**, thanks to an architecture oriented to the services.

So **products** are only a quote part of the commercial proposition of TAS in the FVC area, as corollary of which the company offers a series of **services** to the customer, as:

**At the source** of the solutions:

- Consultation and/or Training about subjects of normative character (for example PSD, Clearing/Settlement Systems, Digital signature, Electronic Billing, Substitute Conservation, Logical/Physical Security, Business Continuity)
- Consultation and/or Training about standards diffused into the market into the specific domains (for example CBI2,

SEPA, EDI, SWIFT-Pain, foreign national standards)

- Feasibility/ Proof of Concept studies
- System Integration Activities/Plans
- SW/Vendor selection and/or RFP activity support
- Coordination/facilitation of work-tables/intersectorial comparisons/ collaborative intersectorials

**Forward** of the implementation:

- End-User Training
- Hot line
- Application Management
- Assistance on-site
- Enrollment programs for end-customers
- Management of application components in ASP
- Coordination of Pilot and Migrations

# Architecture

