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Volume VII

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CashTech and Fundtech will exhibit at SIBOS, Oct 9 – 13, '06.

Visit us at Booth # L06 in Hall 2-3.

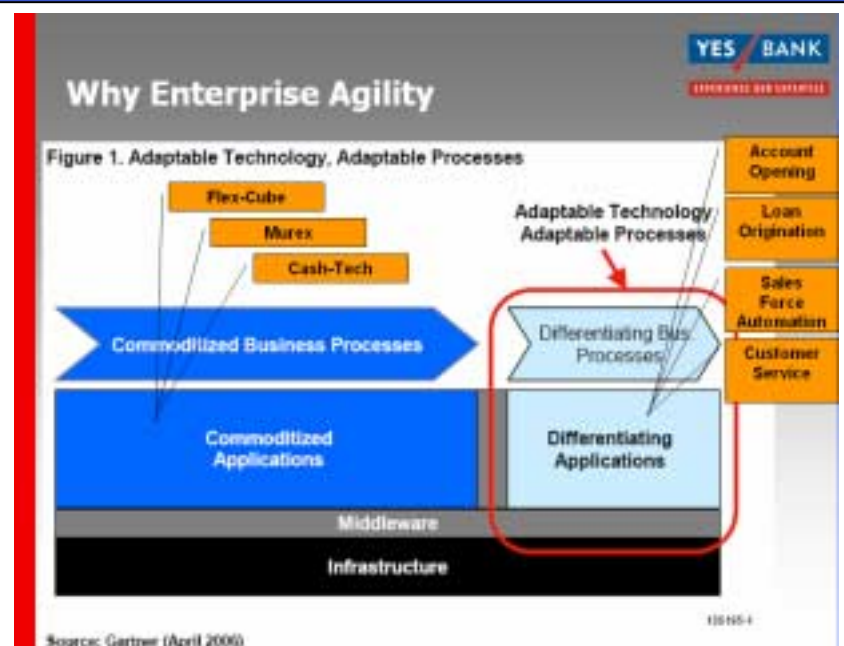
Sibos 2006



2006 Sydney  
9 - 13 October

### Business Wise

#### Commoditized and Differentiated Applications



Building a layer of differentiation is key to our bank's success. Coupled with a few key focus areas such as operational process improvement, customer focus and increase in profitability, these provide powerful drivers and even a catalyst around which transformation can occur. What is essential is to recognize that most vendor applications provide a layer of commoditization that is generally available to all takers who choose to deploy these systems (of course some better than others). What makes a difference however is a series of differentiated applications and the corresponding differentiated business processes leading to better customer service and satisfaction. There are some building blocks that make this easier and ensure that the commoditized applications do what they do best while allowing the bank to build it's uniqueness quickly and effectively. This ability for an enterprise to adapt to changing market dynamics can be loosely termed as Enterprise Agility. Today a host of vendors ranging from TIBCO, CORDYS, Fiorano and Cape Clear and the more integrated players such as IBM, BEA and Oracle are all selling the holy grail of Enterprise Agility albeit through different approaches, however the intent is similar. The billion-dollar question is - How can enterprises prepare them-selves to be agile?

The building blocks for these consist of an operational data warehouse for storing performance metrics, without which Six-Sigma techniques could not be applied, an enterprise service bus to ensure that integration of application end-points and data transformation happens with ease.

This is particularly useful for taking legacy applications and bringing them into a more modern event-driven paradigm which more closely resembles how humans (rather than systems) interact. What is also required is a business process management and process orchestration engine. These days BPEL (Business Process Execution Language) is pretty much the de-facto standard for this. It is also customary to invest in a business rules engine that allows the more complex business rules to be externalized for global, regional or customer specific changes rather than building them into monolithic product releases. Finally we need to touch the end user for which we require a new visual paradigm which is now very smartly called “composite applications framework” which essentially allows the enterprise agility team to construct a composite front end that pulls information from multiple sources/systems and reacts to and create events that integrate with the BPM and process orchestration layer which itself meets the information highway on the enterprise service bus in a sort of layered manner. I firmly believe that this new way of disassembling problems and assembling solutions uses a more component driven approach where best of breed vendors innovate in each of their spaces allowing the creation and evolution of frameworks in a way that was inconceivable only a few years ago. Ultimately all of this needs to be kept honest and what better way of achieving that than by ensuring that each project or sub-project in this framework either has a definite customer benefit or ROI or a cost saving in terms of internal productivity. The essential ingredient is to measure everything!

In a perfect world, applications would be built around agile platforms that centered on CRM – but that sounds like an opportunity. In the cash management arena – there is a tremendous opportunity for consolidation of common payment functions such as repair, reconciliation which can be facilitated by such an agile framework allowing banks to create payment factories and consolidate both regionally and globally.

## Meet "The Incredibles" Training Group...



### ... and know what some of them have to say

"The training program has helped to gain a deeper understanding of how the various Payments modules work."

- Anju Sansi, Sr. Executive (IT), ABN AMRO

"The training program helped me gain a good understanding of the transactional workflows and their linkages with masters."

- Ashish Mahajan, Manager (IT), HDFC Bank

"The training program met our expectations. I especially liked the sessions relating to accounting and charging as these are a crucial part in operations and customer querying."

- Praful Bane, Deputy Manager (Ops), Centurion Bank of Punjab

## Banker Programs-Summary

### Bankers Training Program – Payments Management

17-20 July, 2006, Tata Management Training Center, Pune  
22-25 August 2006, InterContinental, Bangkok, Thailand

CashTech recently conducted the second successful Bankers Training Program - on Payments Management amidst the scenic environs of TMTC, Pune and fascinating Thailand. The program provided Cash Management & Payments business overview as well as detailed training on Payments Management by way of product walkthrough, hands-on sessions, reference handouts and quiz rounds.

With participants representing Operations, Product Management and IT, the Training Program enabled participants to:

- Understand and get hands-on experience on the breadth of functionality supported including features that might not be available / used by specific banks.
- Get an overview of the Master Setup, and understand their linkages with transactions, along with an overview of Accounting and Charges setup.

In the beautiful and scenic environs of TMTC, Pune and Thailand, participants also got a chance to unwind and establish a rapport with users of the system across banks.

The month of August also saw a gathering of Thai Bankers in Bangkok.

### Webinar on Cheque Truncation

May 11, 2006, CashTech User Group

CashTech organized a successful Webinar on Cheque Truncation on Thursday, 11<sup>th</sup> May 2006. The Webinar provided a forum for bankers to discuss their outlook on how the banking industry faces an inimitable set of challenges and opportunities accruing from the onset of Cheque Truncation in Asia.

The agenda for the Webinar comprised presentations by Mr. Sanjay Dalmia – Head-Product, CashTech Solutions. This was followed by interesting presentations by Mr. Sharad Bishnoi - Asst Vice President, BPRG, HDFC Bank and Mr. Sachit Sahni - Vice President & Head of Product Management Transaction Banking, ABN AMRO, who put forth their viewpoint on the key challenges as regards to Cheque Truncation and how the banks aspire to gear up towards catering to the Cheque Truncation initiative.

The discussion session that followed had participants put across their ideas on the future prospects of Cheque Truncations with regards to the benefits and challenges it presents for banks.

**Next Webinar on Sep. 21, 2006**

**"Financial solutions for your customer's supply chain"  
Don't forget to register!**

## From the Thailand Training Group.....



### ...hear what they have to say

"For the last one year I have been handling liquidity and payment operations, the training program has helped me understand the nitti-gritties of the Payment module in a more refined way."  
- Piyanuch Imuruangsri, Product Manager, Bank of Ayudhya

Send in your feedback / suggestions to:  
[marketing@cash-tech.com](mailto:marketing@cash-tech.com)

## What's New

### Citigroup selects CashTech's Transact Remit solution

Citigroup has selected CashTech's Transact Remit solution to cater to its rapidly growing global remittances business. Built on the Transact Central framework, which is CashTech's financial application hosting platform, Transact Remit is a powerful web-based anywhere-to-anywhere remittance initiation and transaction processing system, which automates the entire process of global money transfers.

### Check out CashTech's new website

The CashTech website has a new look and identity that reflects our vision of being the leading global provider of financial supply chain and remittance solutions.

Check it out on [www.cash-tech.com](http://www.cash-tech.com)

### Aiming for enhanced project management

In keeping with our endeavour to continuously augment our customer service levels, we are in the process of instituting a Project Management tool to ensure projects are closely monitored and enable corrective actions, as required. A key expectation from this exercise will be clearer visibility of dead lines and quality issues, and effective communication between all the stakeholders of the project.

## Be sure to meet us at...

### Here is a snapshot of the events / seminars lined up:

Event / Seminar	Where	When
Webinar on "Financial solutions for your customer's supply chain"	On your desktop	Sep. 21, 2006
Booth # L06 in Hall 2-3 	Sydney	Oct. 9-13, 2006
Client Connect -India	Mumbai	Nov' 2006
User Conference	Thailand	Feb.14-16, 2007