

With Sanjay Dalmia taking over as our CEO, the year 2007 saw us make significant client acquisitions, take new initiatives and successfully enhance our position as a domain leader in the industry. We share with you some of the key highlights of the year gone by

CashTech series on Financial Supply Chain and Remittances

In line with the growing emphasis on Financial Supply Chain (FSC) and International Remittances as areas offering substantial revenue opportunities for banks worldwide, CashTech Solutions convened:

- An IBA CashTech Conference on Financial Supply Chain in July '07 at Taj President, Mumbai
- A Webinar titled 'Global Remittances: Perspectives on Growing Markets' in June '07, 2007
- A Round Table Discussion on FSC and International Remittances in February '07 at Krabi, Thailand
- A FSC Webinar for Bankers across Asia and Europe

These forums witnessed coming together of corporates and their trading partners from a cross-section of industries, bankers and organizations like SWIFT, and VISA that address the next generation needs of your business.

Key Recommendations of the FSC series

- Channel partners need to be included on a single platform and a middleware to construe messages into SWIFT standards needs to be installed.
- Joint efforts from corporates and banks need to be taken on standardization with IBA in the lead and RBI / IDRBT in a supervisory role.
- There should be a greater acceptance among banks and corporates to use encrypted files and use converters to process transactions.
- Organizations like SWIFT need to be involved at a greater level to standardize and facilitate the smooth functioning of FSC.

Key Recommendations of the Remittances series

- In today's scenario, banks need to have good access points or partnerships that facilitate access to important channels and different countries.
- Banks need to be able to connect with disparate domestic payment infrastructure as they go global.
- Banks require the ability to better utilize and improve infrastructure to ensure increased efficiency of the remittance process, keeping in mind the role of emerging technologies, be it by way of mobiles, prepaid, contact list cards, smart cards, etc.

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Sanjay Dalmia authors 'Financial Supply Chain'



The much talked about book titled ' Financial Supply Chain' by Sanjay Dalmia, CEO, CashTech Solutions was released in September 2007.

Published by Tata McGraw Hill, the book defines the concepts of Financial Supply Chain in the background of existing practices and changes that are taking place at the banks and the Corporate. Cases from real life illustrate the opportunities and benefits of the proposed Financial Supply Chain services

For a complete view on the subject, the book covers the various players in the field and their efforts involved in extending the boundaries of Financial Supply Chain. The book also guides banks and corporate to the type of services that can be offered and received under the umbrella of Financial Supply Chain.

Finally, as money is closely linked to obligations and law – the book also outlines the legal framework surrounding Financial Supply Chain offerings from banks. The book has been officially released in India for sale and has hit the bookstalls of all major cities.

CashTech @ Sibos 2007

CashTech, participated in SIBOS 2007, **the world's leading financial forum**, which was held this year in October at the Boston Convention Center, Boston, USA.

We showcased our exclusive solutions, namely

- **Financial Supply Chain Solutions** that help banks, buyers & sellers in initiating, facilitating transactions and financing across the financial supply chain
- **Transact CashWeb – Transact CashIn**, the Cash Management suite that helps banks to offer innovative fee-based services that enable corporate customers improve cash flows, lower costs and achieve transaction efficiencies
- **Transact Remit**, the online platform that facilitates cross border remittances in a straight through and efficient manner



Accolades and awards



The Banker Technology Award, 2007: **Retail Banking Innovation**

CashTech won The Banker Technology award for the third time. The awards given out by The Banker, a Financial Times-London publication, recognise innovation and excellence in technical applications and services in the area of financial services. Its aim is to provide an index to guide financial institutions world-over on the leading solutions in key business areas. The awards are judged on the basis of objective and results-oriented criteria by a panel of leading, highly respected industry commentators from around the world.

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From the Product Desk

- Kotak Mahindra Bank implemented CashTech's Transact CashWeb - Transact CashIn to help enhance their cash management offering. This will allow them to offer best in class cash management solutions to their corporate and FI customers.
- A large regional bank in Asia Pacific contracted CashTech to implement our web-based cash management solution.
- A large global bank mandated us to implement our cash management product for their India operations.
- CashTech successfully implemented Transact CashWeb-Transact CashIn at a large Islamic bank in Malaysia.
- We deployed our solution at a large Malaysian bank to cater to its Collections and Statutory Payments requirement.
- CashTech completed the first implementation of its Financial Supply Chain solution at a bank in Asia Pacific.
- One of our customers - a leading bank in India - has recently decided to upgrade our cash management product suite from the two-tier client server architecture to our J2EE version.
- CashTech collaborated with SWIFT for providing Financial Supply Chain solution on SWIFTNet TSU messaging standard. Utilizing the CashTech-SWIFTNet TSU infrastructure, banks around the world will be able to scale up services in international trade and take advantage of changes in the trade finance landscape on behalf of their corporate clients - importers and exporters - trading on open-account.
- We rolled out a 2-Day Tailor made workshop for Banks to equip the banking fraternity with simple answers to critical problems in the area of FSC. The workshop is an attempt to enable the bank to ascertain the value that FSC holds in terms of what offerings can the bank make? And how can those offerings help the bank generate additional revenue?
- An article on Legal Aspects of the Electronic Financial Supply Chain by Sanjay Dalmia, CEO and Sujit Chitale, Product Manager, CashTech, was published in gtnews, December 2007. You can read it at : <http://www.gtnews.com/article/7023.cfm>.
- BBP, a Fundtech company, launched its SWIFT Bureau services in Asia through CashTech

Bankers Training Programs, November '07

@ the Royal Orchid Sheraton Hotel & Towers, Bangkok, Thailand

CashTech conducted a successful training program for Middle Level IT executives from Bank of Ayudhya, Kasikorn Bank and IBM. The program provided the participants with an understanding of **Payments and Collections** in terms of:

- Functional and transaction Workflow **overview on CashIn and CashWeb**
- Solution and Deployment Architecture
- Archival and Purging
- Pre-EOD Back Up, EOD processes
- First Level Support for error resolution

@ Crompton Greaves Management Development Center, Mulshi, India

We conducted a 3-day CashIn Collections training program for our customer bank's Cash Management Executives. The program covered training on **CashIn Collections - Masters, Transactions & Reports** - through detailed product walk-through and extensive hands on sessions.

17 bankers from banks such as HDFC, ABN Amro, Centurion BOP, Oriental Bank of Commerce, BNP Paribas, Andhra bank and Syndicate Bank attended the training. The participants included Middle Management Officers and new staff belonging to the Cash Management Business, Operations and IT teams of these banks.

Set in the scenic environs of Mulshi, the bankers had a great time unwinding and networking with their peers around a bonfire and taking a trip to the Lake Mulshi.



The participants gave us excellent feedback on the format and content of the training program.

Bankers Meet 2007

The year ended with the Bankers Meet 2007 held at Grand Hyatt, Mumbai, giving us an opportunity to meet our clients. We launched the Enhancement Pack 2008 enlisting new features that meet the Cash Management business as well as operations requirement of the banks.



(From Left to Right) **Mr. Sanjay Narkar** (Centurion Bank of Punjab), **Mr. Kishore Pradhan** (ABN Amro Bank), **Mr. Mahalingam Pitchai** (Barclays), **Mr. Sanjay Gupta** (Kotak Mahindra Bank), **Mr. K. M.T Srivalsan** (BNP Paribas), **Mr. Rajesh Lahori** (YES Bank), **Mr. Sharad Bishnoi** (HDFC Bank), **Mr. Arvind Ronad** (Syndicate Bank), **Mr. Armin Anklesaria** (CashTech) and **Mr. Girish Shanbhag** (CashTech)