

## SWIFTReady labels for trade services explained

What SWIFTReady labels are available for applications in the trade services area?

**C**ompliant applications are awarded a SWIFTReady label according to clear and specific criteria. These are re-evaluated on a yearly basis and are designed to reflect the capability of a product to provide automation in a SWIFT environment.

In the area of trade services, three SWIFTReady labels are currently available for 2010: SWIFTReady TSU, SWIFTReady Trade Finance and SWIFTReady for Corporates – Trade Finance. All three are aimed at applications that work in a back-office context and are awarded after a successful technical and functional validation by SWIFT.

The SWIFTReady for Corporates – Trade Finance label was introduced in 2010 to complement the SWIFTReady Trade Finance label. It aims at business applications that are capable of processing and exchanging trade flows with multiple banks in a corporate back-office context. They must be able to connect over SWIFT to the bank's back-office environment to provide seamless trade flow integration between corporate and bank.

### A vendor view

MIT is an independent Swiss company specialised in the development of trade finance software solutions for bankers. Its flagship Credoc application holds a current SWIFTReady Trade Finance label.

"The SWIFTReady label is fundamental for MIT," says Jean Luc Spinardi, sales and training manager, MIT. "It indicates our commitment to supporting the latest market standards and acts as a valuable reference of quality." MIT has a team dedicated to ensuring that it continues to comply with the label criteria, which are reset annually.

Spinardi notes the increasing trend towards electronic communication of trade information between banks and corporates. "It was logical to integrate a capability to handle the MT798 trade envelope in our 2009 release," he says. Corporate-to-bank messages are handled via the incoming messages in Credoc. They are put at the disposal of

the bank through the SWIFT interface, which imports these messages into the incoming message table. "The application allows corporates to send a concrete request for the opening of a documentary credit or amendment as well as many other messages," says Spinardi.

Using the MT 798 for bank-to-corporate messages meanwhile allows for the definition of a unique format for which an existing message type may not be available or applicable, says Spinardi. It also allows financial institutions to use message types that are awaiting live implementation on the SWIFT system.

To qualify for the SWIFTReady Trade Finance label, MIT activated additional functionalities in Credoc and modified the application to allow for the generation of the additional message types. "Credoc now handles all in and out trade finance messages, including MT 103, MT 202, MT 202(cov), MT 4xx, MT7xx, and now the MT 798 enabling the exchange of information between corporates and banks," says Spinardi.

**The SWIFTReady label is fundamental for MIT. It indicates our commitment to supporting the latest market standards and acts as a valuable reference of quality.**

*Jean Luc Spinardi,  
sales and training manager, MIT*

