



SUNGARD ANALYSTS' DAY

BOSTON | DECEMBER 6, 2010



TRANSPARENCY • EFFICIENCY • NETWORKS

WHAT'S YOUR POSITION?

SUNGARD[®]

TEN IN PRACTICE

AvantGard Corporate-to-Bank Connectivity

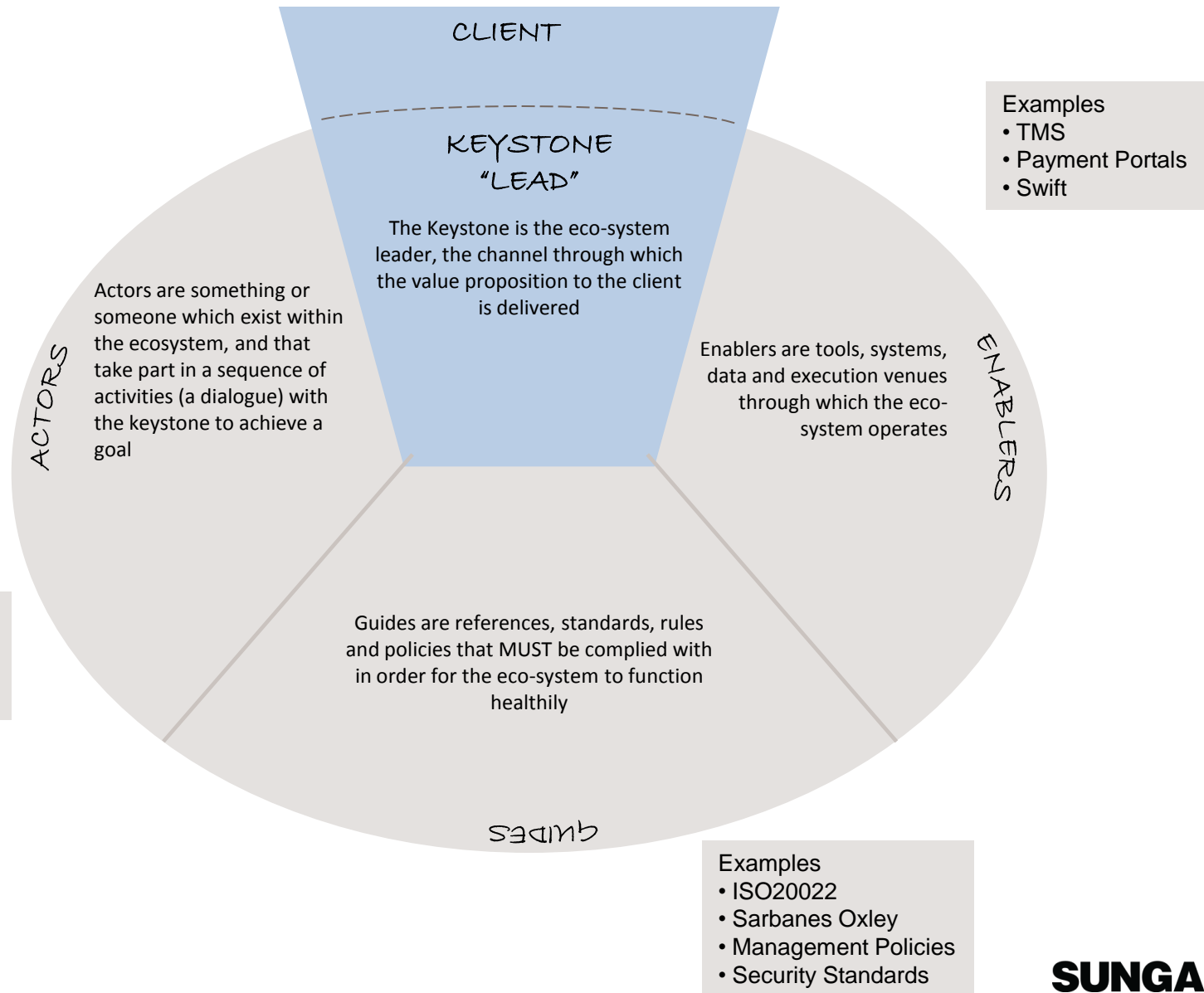
Ken Dummitt, President, SunGard's AvantGard

Kurt Vandebroek, Vice President Product Management, SunGard's AvantGard

Comments

- Xplane diagrams (7,19,23) not large enough to see, so distracting
- 3-5 is very dry; insert our thought leadership or customer feedback (any proprietary research or market validation?) so we're not just telling the analysts what they already know
- 16: move to before 12; introduce SunGard/SWIFT relationship before details/benefits of connectivity

The Commercial Corporate EcoSystem



2009 Analyst Day Promise

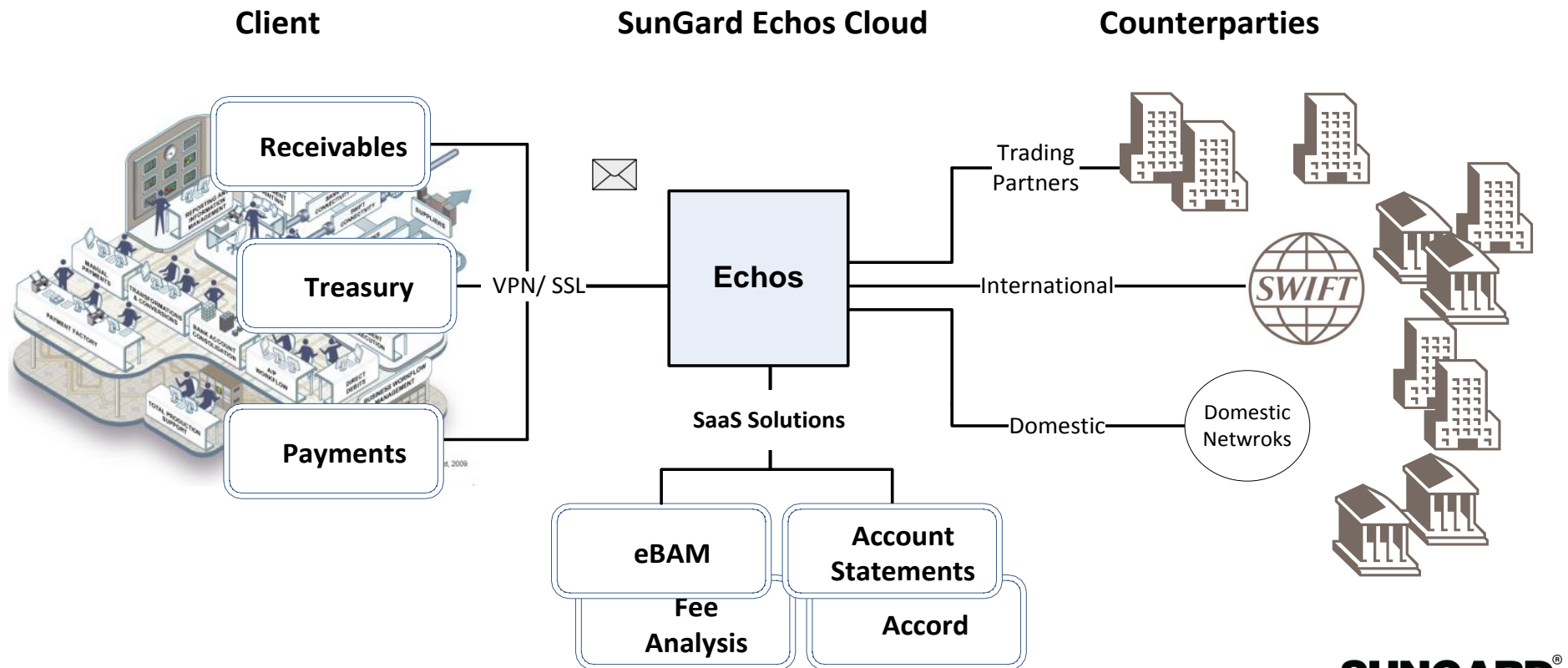
- Be the Keystone Lead for the Commercial Corporate Ecosystem:
 - Requires platform
 - Connect other EcoSystem players (Corporates, Banks, Service Providers, Trading Partners)
 - Easier, simpler, faster, cheaper
 - More efficient delivery of services and solutions

Status Update: 1 Year Later

- Requires platform
 - Echos is a reality since January
- Connect other EcoSystem players
 - 67 corporations connected
 - Over 200 banks through SWIFT SCORE or MACUG
 - Service Providers: Fides, Swift (Acccord), SGN MM, Earthport (POC)
- Easier, simpler, faster, cheaper
 - One Stop Shop concept
 - Implementation time reduced by 50%
 - Standardized documentation
- More efficient delivery of services and solutions
 - Infinity
 - Application Framework
 - Hosting
 - eBAM launched within 6 months after development kick-off
 - Bank Statement Aggregation portal in progressed stage

Echos: EcoSystem Communication Hub

“A communication layer that integrates applications and provides connectivity between corporate-bank, corporate-corporate and corporate-trading partner.”



Echos Components

INTEGRATION: Data / Bank Readiness

- Normalize / Transform / Enrich Messaging
 - Integrate with Treasury, Receivables, Payments
 - Interface with Back-office Systems (ERPs, In-house Banking...)
-

MESSAGING: SWIFT or Direct to Banks

- Direct Connectivity to Banks as a Managed Service
 - SWIFT Messaging via a Managed Swift Service Bureau
 - Administration / Coordination with Banks / SWIFT
 - Secure Financial Messaging (same technology as SWIFT)
 - Lower Cost of Ownership
-

+ VALUE ADDED SERVICES

- Corporate to Bank Communication Services
- Bank / SWIFT Service Delivery to Corporations

Examples of Treasury Financial Messaging

Workflow / Formats / Transformations:

- Treasury payments
 - Domestic high-value third-party payments
 - International third-party payments
 - FX and debt settlement payments
- Intraday / End-of-day bank balances
- Bank statement transaction details
- Deal confirmations & matching

Examples of Payments Financial Messaging

Workflow / Formats / Transformations:

- Bulk payments
- Single payments / Ad-hoc payments
- Payment workflows
- Intraday / End of day balances
- Payment confirmations

Examples of Receivables Financial Messaging

Workflow / Formats / Transformations:

- Lock box feeds
- Confirmation of incoming ACH and Wires
- Statement of Card Payments
- Direct Debits
- L/C
- Feed of overdue invoices to collection agent
- Detail of receivables to Lender

Key Advantages

Financial Messaging via Echos:

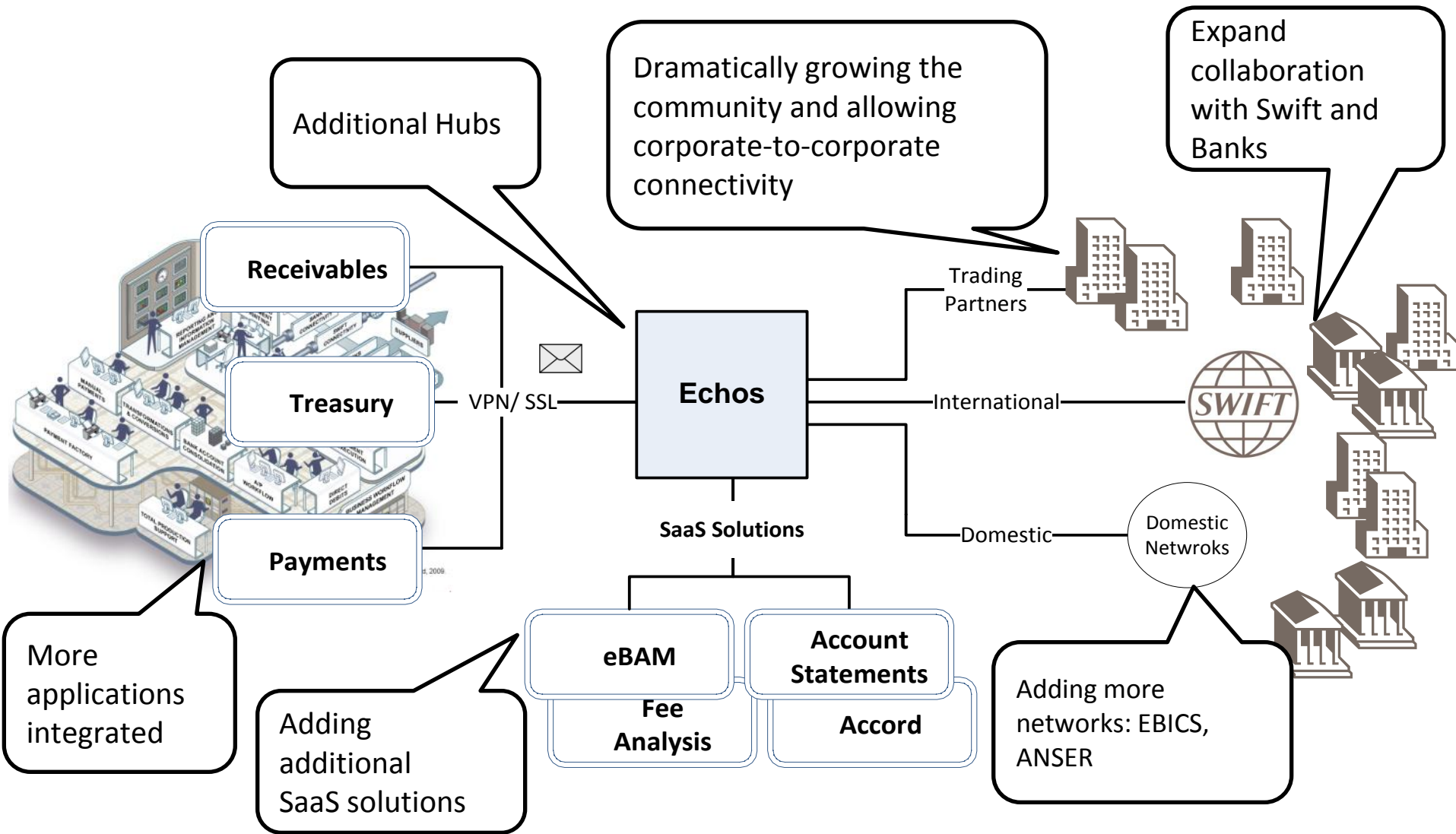
- Core to the SunGard Treasury, Payments, Receivables solutions
- Embedded SWIFT Service Bureau + Member Concentrator
- Direct connectivity to banks as a managed service
- Normalization / Transformation / Enrichment of messages
- Data & bank readiness as a managed service

Key Benefits:

- Lower total cost of ownership
- SunGard manages the bank / SWIFT relationships
- Easily connect to new banks (portability)
- Ability to receive more services from your bank
- No IT burden



Strategy 2011

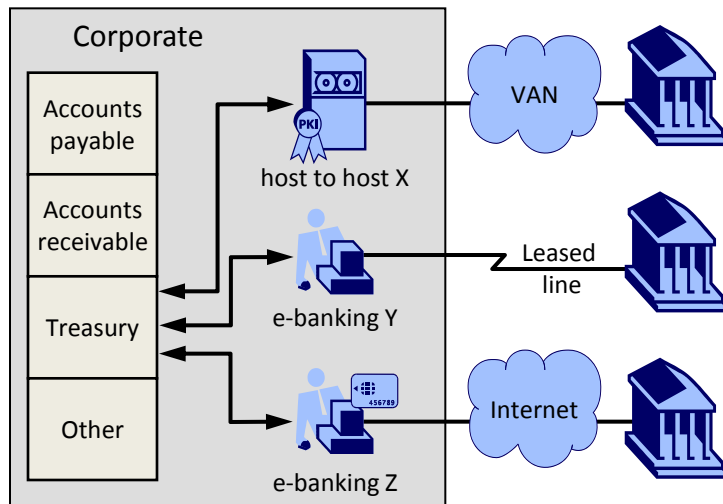


Global SWIFT Partner



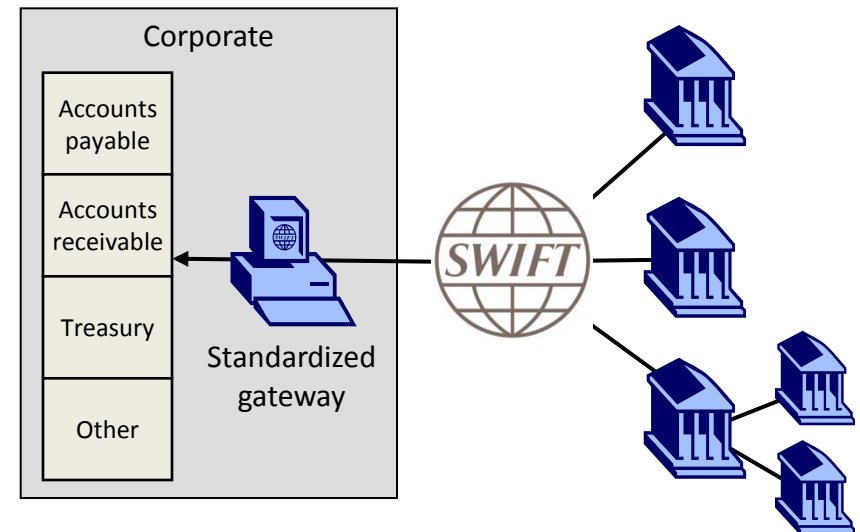
SWIFT – A Single Standardized Gateway

Multiple bank channels






- High cost
- No global visibility on cash
- Impossible to centralize

Single, standardized gateway



- Global visibility on cash
- Lower cost
- Increased control and security
- Reduced risk

SunGard SWIFT Service Bureau: One Stop Shop

Corporation: IT Group & Treasury Team Manages:		SunGard : Outsourced connectivity			
Data Readiness by	Connecting Systems	Managed by SunGard Echos	LOWER TCO	 Core Service Bureau	
Bank Readiness by					Transforming Messaging Formats
Infrastructure Setup by	Provisioning of the Network RMA Exchanges Security set up Service set up	Managed by SunGard Echos	REDUCE OVERHEAD		 Member Concentrator
Administration of SWIFT					
Additional Services	Implementation Costs System Integration Ongoing Maintenance	Readily Available eBAM Account Statement Aggregation Bank Fee Analysis	CONTROL & VISIBILITY	 Access to Services	

Key Advantages

Relationship with SWIFT

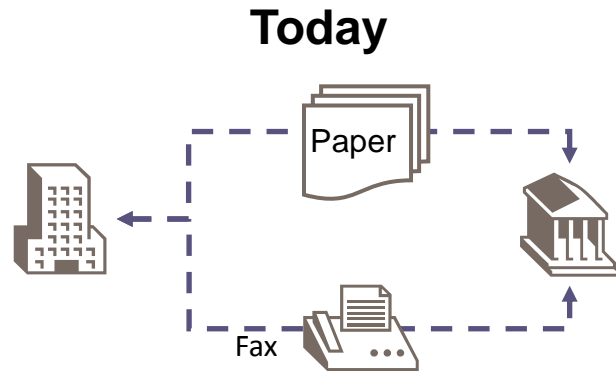
- Global Partner (1 of only 5)
- Highly sophisticated financial messaging platform
(recently sold the same platform to SWIFT for financial messaging)
- SunGard has always been a dominant player in the SWIFT market: up to 1 out of 8 messages on the SWIFT network are generated by a SunGard system.
- Member Concentrator = Ability to manage the entire SWIFT relationship including the Bank Identification Code (BIC):
Swift Inside



Value-Added Corporate-Bank Services



Electronic Bank Account Management (eBAM)



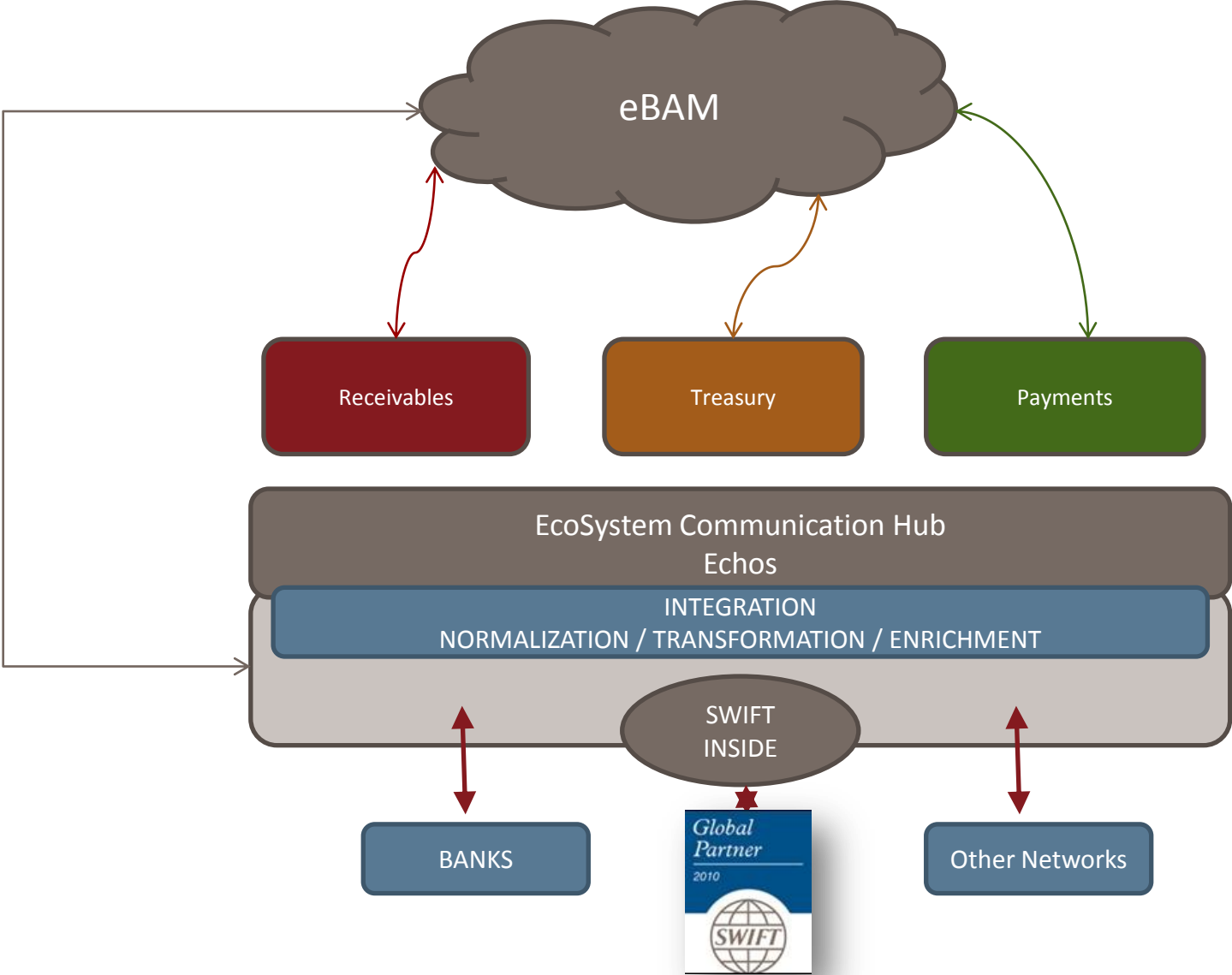
- Slow
- Expensive
- Low integration
- Low satisfaction



- Automated
- Standardized
- Dematerialized
- Faster/cheaper

- Scope: account opening, maintenance, closing + reporting on account features (e.g. auditor requests).
- Key benefits: time and cost savings from improved control, reduced errors and increased STP; improved customer satisfaction (for banks)

Corporate-Bank Services: eBAM



SunGard's eBAM Service



eBAM

Electronic Bank Account Management

- Works with SunGard's Treasury, Payments, Receivables solutions
- Works with other solutions
- Is a web-based service
- Interfaces with the banks
- Leverages Echos for bank communications ...



Corporate-Bank Services Strategy



- Electronic Bank Account Management (eBAM) - Q4 2010
 - *Interface from Payments & Treasury solutions via Echos (with SWIFT inside) to manage bank accounts (opening, closing, signatories ...)*

- Bank Account Statement Portal - Q2 2011
 - *Interface from your Payments & Treasury solutions via Echos (with SWIFT inside) to manage bank accounts (opening, closing, signatories ...)*

- Bank Fee Analysis - Q2 2011
 - *Track and manage bank fees from Payments & Treasury solutions via Echos (with SWIFT inside)*



THANK YOU



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