

**RFP Mandate**



**Surecomp's Back-Office Trade Finance Solution Boosts UniCredit's Banking Division**

Published on Jul 13, 2011



Surecomp announced that UniCredit has licensed globally Surecomp's multi-platform trade finance systems. UniCredit will deploy Surecomp's world-leading back-office trade finance systems to support and enhance the activities of its Global Transaction Banking (GTB) Division.

UniCredit's Global Transaction Banking combines the expertise of more than 2,000 professionals across 19 countries with the professional experience of a sophisticated global transaction bank. It offers a diverse and proven set of core competencies in the fields of cash management, trade finance, structured trade and export finance, and global securities services. This is demonstrated by the many international awards received by UniCredit.

Leveraging the dedicated structure of its GTB Division, UniCredit supports its corporate customers in all financial needs, resolving the demanding requirements of companies working in international markets.

The unique licensing agreement will grant UniCredit the flexibility to select and implement the Surecomp back-office platform that best meets its individual country or regional requirements. The UNIX version of Surecomp's IMEX® system will be deployed immediately in Germany, with installations in Italy and other countries to follow.

"Given the significance of this project for UniCredit, we needed a provider with an in-depth understanding of trade finance and proven proficiency in system implementation," remarked Markus Wohlgeschaffen, Head of Global Trade Finance & Services. "The Surecomp sales and project teams displayed both knowledge and commitment, further confirmed by one of our major subsidiaries that already uses IMEX, We are pleased to have found in Surecomp a trusted and dependable partner that will support us to further strengthen our position as the leading trade finance bank in the heart of Europe."

Over the past year, the global recovery has become increasingly widespread, although progressing at variable speeds across countries and regions. In this environment, UniCredit is set to exploit its business and geographical diversification by upgrading its trade finance activities.

"We are excited to work with UniCredit on this groundbreaking project. Without question, UniCredit has broken the licensing model so long in place with this flexible forward-looking initiative," commented Joel Koschitzky, Surecomp Chairman. "As Surecomp approaches its 25th anniversary, in many ways this agreement demonstrates that our chosen path has been the right one. Without fanfare, Surecomp has become one of the premier developers of trade finance solutions. Our long-standing relationships with our customers, as well as our established expertise in the trade finance banking sector, have enabled Surecomp to demonstrate a clear understanding of market needs. We look forward to the challenge of successfully implementing UniCredit's innovative trade finance vision."\*

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Mandate details	
Provider	Surecomp
Client	UniCredit
Mandate value	Undisclosed

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**Product**IMEX® system

**name:**

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#### Surecomp's Back-Office Trade Finance Solution Boosts UniCredit's Banking Division

**Provider:** Surecomp

**Client:** UniCredit

**Mandate value:** Undisclosed

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