

## TradeXchange<sup>®</sup> enables efficient Trade Finance processes for both DBS and SESAMi's customer

SESAMi (Singapore) Pte Ltd is Asia's leading provider for end-to-end e-commerce solutions, helping businesses to trade online efficiently. SESAMi constantly focuses on improving communications and order management for its customers.

Leveraging on the TradeXchange<sup>®</sup>, SESAMi introduced an e-Finance programme, which helps to save time for its existing customers and DBS on trade finance processes.

### The Background

DBS, the largest bank in Singapore, provides financing services for buyers to extend their credit terms and for suppliers to have their invoices paid earlier.

Currently to access these services, users have to manually submit their applications with supporting documents like invoices, delivery orders, purchase orders etc. Once the documents are received, the bank will have to conduct manual verification before the applications can be approved.

#### ORGANISATION

SESAMi (Singapore) Pte Ltd is Asia's leading provider for end-to-end e-commerce solutions, helping businesses to trade online efficiently.

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[www.sesami.com](http://www.sesami.com)  
[www.dbs.com](http://www.dbs.com)



**INDUSTRY**  
Finance



#### CHALLENGE

Automate trade finance services and applications processes to minimise errors, save costs and achieve greater operational efficiency

#### SOLUTION

Developed standards and processes collaboratively with other insurance companies and integrated its systems through the TradeXchange<sup>®</sup> platform

#### BENEFITS

- Reduce administrative cost and processing time
- Minimised errors and ensure accuracy

### The Business Challenge

The finance services and applications processes were manual and therefore very time-consuming for both the applicants and the bank.

Due to the numerous applications to be processed by the bank daily, achieving quick manual data-entry was a challenge. In addition, applicants submitted incorrect or insufficient supporting documents sometimes, delaying the application process. Lastly, the applicants would sometimes submit duplicates of their applications.

In the previous process, DBS would conduct manual verifications with the buyers to confirm if the supplier's invoice amounts are correct, and if the goods have been received by the buyer. This verification process was done through telephone calls or emails to the buyers. Depending on the buyers' response times, this would also slow down the entire approval process.

If the cost for manual administrative work could be reduced, the cost-savings could then be passed on to users of DBS' financing services. By saving money and time, users could then better focus on their core business competencies.

### The Solution and Benefits

With SESAMi's e-Finance programme and TradeXchange<sup>®</sup>, businesses and banks no longer needed to spend time on laborious manual processes.

SESAMi's e-finance solution, which leverages on the TradeXchange<sup>®</sup> platform, allows the exchanging of documents between businesses and DBS to speed up the trade finance application process.

The manual-intensive verification process is now replaced with a reliable three-way matching solution by SESAMi. Applicants and DBS no longer need to manually match the information on application forms and the attached supporting documents.

Through the TradeXchange<sup>®</sup> platform, submitting documents from businesses to DBS is now more simplified. Administrative work is significantly reduced. With the increase in productivity, DBS can now re-align their resources to drive other key growth areas. The decrease in administrative cost also allows the bank to offer more affordable financing services to a larger group of customers.

In summary,

Benefits to DBS

- Increased productivity
- Reduce administrative cost
- Ability to provide more attractive financing options to a larger group of customers

Benefits to SESAMi's E-Trading Community

Buyers

- Provided a basis to improve payment terms with suppliers
- Improved cash management
- Improved supplier relationships by offering financing option with potentially lower borrowing costs.
- Provided a more stable supply chain at no additional cost

Suppliers

- Streamlined and faster process for application and submission of supporting documents
- Provided accelerated payment options
- Potentially lower financing cost
- Reduced payment and foreign exchange risk
- Reduced cost for courier services (submission of documents)

**About TradeXchange<sup>®</sup>**

TradeXchange<sup>®</sup> is a neutral and secure trade platform that facilitates the exchange of information within the trade and logistics community. It is a multi-agency initiative led by Singapore Customs, the Infocomm Development Authority of Singapore, the Economic Development Board and SPRING Singapore.

[www.tradexchange.gov.sg](http://www.tradexchange.gov.sg)



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