



pluridio

“Developed  
by and for  
sales people”

*Pluridio team*



pluridio

**Pluridio** is a dedicated treasury CRM solution that integrates all the aspects of a treasury sales department.

**Pluridio** is providing timely and accurate information at the fingertips of sales dealers and managers so that everyone can make the right decision at the right time.

This is why we believe **Pluridio** will change your treasury sales approach forever:

### Integrated client data in one place

All the relevant information of a client is just 1 second away: transactions, contracts, margins, tasks, visit and call memos or short information comments.

### Teamwork at its finest

With full support for regional team setup, complex portfolio allocation and enhancements like shadow budgets, **Pluridio** helps you manage and control the development of treasury activity on multiple business lines by multiple teams distributed spatially.

### Powerful activity monitoring

**Pluridio** does all the classic reports you need and much more: activity reports, projects monitoring, pipeline integration and budget analysis are just a few examples. If this is not enough, we will build custom monitoring tools tailored for your organization.

---

Set your targets. We are sure **Pluridio** will keep you on track to achieve your goals regardless if we are talking about significant portfolio profitability increase or about a wide range of projects to be implemented.

# Added value for Treasury Managers



pluridio

Here is where **Pluridio** adds the most value for the Treasury Managers:

## Instant Reporting and Business Intelligence

**Instant reports** about any aspect of the treasury activity. Based on activity done up to today. You need some information **during the month**? Just run the reports. **Live reports any time you want**. Just set the **goals** and Pluridio will show your **daily progress**.

**Automated reports** means your team can focus on business while you see the reports. **No manual work** is needed. The system will show you **what you need to know when you need to know**.

## Increased profitability and client service

Your team will have a **powerful tool** to help them. **No business opportunity lost** together with **increased client service** delivers **increased profitability** by at least 5%. **Happy clients** means **good business**.

## Help your team perform

**Your team** is doing the best they can. Pitch in, **do your part** and give them the **tools to perform**. **Technology** will help them. **Everybody wins**.

## Increased efficiency

Direct your team **efforts** where it **really matters**. With Pluridio they will **do less** and **earn more**. The system will enable them to **be with a client more** and spend **less time on low value work**.

## We can prove it!

*Not convinced? We can show you a **cost/benefit analysis**. Just ask for it.*

# Added value for Treasury Sales Dealers



pluridio

Here is where **Pluridio** adds the most value for the Treasury Sales Dealer:

## Increased control and profitability of your portfolio

**Your portfolio and your profitability is your business.** We can make you sure **you are in control.** You will **receive notifications** if something is not as it should. So that you can **react in time.** **Clear client information** enables everybody to **deal correctly** with your clients **when you're not able to.**

## No more manual reports

**Forget about manual reports** in Excel or similar tools. We know how **time consuming** this is. We have **multiple reports ready** for you and your managers.

And if some **new reports** are needed we will quickly make them **run automatically** so that you will **never have to make another manual report.**

Now, **go and do business!**

## Instant access to client data

You can **access any information** you can think of about your clients in **less than 0.20 seconds.** This means you are in control of the **entire client relationship.** The friendly interface allows you to **see instantly** the **most important information.**

## Superior client service

**Your clients** are your most important **partners.** Make a step **towards your clients.** Pluridio will tell you **when you should** call a client. Or **when you must.** Or when it's **their birthday.** **Happy clients** means **good business.**

## Save up to 20% of your daily time

**Time is limited.** Pluridio will do **many things for you.** So you can **use your time** for the things that **really matter.** *Technology will help you.*

# Features



pluridio



## Complex data integration

### Data import from treasury system Misys Kondor+ (automated)

Daily import of transactions is performed from main treasury core system Kondor+ with full automatic mapping on **Pluridio** structure. Import data validation and consistency checks are performed. Any exception or warning automatically generates resolution tasks.

### Active management of treasury transactions

Types of transactions handled: TDY/TOM/Spot, IAM, Forward, FX Swap, FX Options, IRS and Interest Rate Options.

### Data import from core banking system (automated)

Automated import of client data is performed from core banking system with full automatic mapping on Pluridio structure. Import data validation is performed. Dynamic impact on existing structure of clients is analyzed and changes summaries are distributed to impacted portfolio owners. Automated portfolio changes action tasks are distributed to impacted users.

### Complete transactions history at multiple levels

Get a complete picture of transactions within seconds, aggregated at multiple levels according to various client segmentations (eg. client, portfolio, regions, client types and/or business lines, dealers and many more).

### Client contracts & deals confirmation management tool

Hold all client contracts and deals confirmation in one place, accessible instantly, at client level.

## Client level insights and information management

### Find any client instantly

Keeping the client on the phone while searching for relevant information in several systems is the most frustrating situation for a client and the recipe for missing the deal. With **Pluridio**, you can search by any criteria and the system will find the client as fast as you can type.

### Client overview

Have all the relevant details about a client, at a glance. Even more, are you in hurry for the meeting? Just print it and read it on the way to the client.

### Complete client history

Client information includes contract relevant information, transactions, meeting reports and entire relationship development.

### Relevant client information management

Have what no system will show you. This feature handles short insights memos at client level with complete history.

# Team integration and collaboration

**Full support for regional dealers setup**

Regional and HQ treasury sales dealers are fully integrated as one team. Complete support for distinct responsibilities within a broader team having distinct performance monitoring.

**Complex portfolio management**

Client portfolio definition per dealer, per region and per client segment. Shadow portfolio management and reporting. Integrated shared portfolio within a geographically dispersed team.

**Active user rights management according to a predefined replacement scheme**

A replacement scheme can be implemented to ensure an ongoing and consistent client relationship management.

**User access can be restricted to own portfolio**

If desired, user permission can ensure data privacy at portfolio level. This feature can also be used for data security purposes.

**Collaborative environment between several treasury functions: FO, MO, BO, RISK**

As **Pluridio** can be used by people allocated to several treasury functions (FO, MO, BO, RISK), it will become a bridge of information linking all these functions into a single, synergetic team.

**Remote location access through VPN configurations**

For enlarged real-time collaboration, **Pluridio** can be installed on a laptop/tablet and data can be accessed through secured and encrypted VNP connection. All data stored on the local machine is encrypted ensuring full data protection.

**Collaborative tasks**

Various tasks can be directed between the team members or the treasury functional lines with tracking options showing the flow of actions and information.

## Complex tasks management

### Various types of tasks

Every project, no matter how simple or complicated, requires actions/tasks to be performed. From a client meeting to a client transaction or any bank tailored action/task, **Pluridio** handles every step of every action the team performs, in one single place.

### Automated task creation

To save time, **Pluridio** provides tools to automatically generate tasks based on a predefined workflow.

### Activities integration

Big projects require several complex teams to act in sync and perform team specific actions. This is the backbone of treasury lines cooperation and the link between FO, MO and BO activities.

## Premium user experience “Developed by and for sales people”

### Today overview

Know everything you have to do by looking at one single screen. It shows you what's important, all you have to do, where you're behind and what's urgent. Dynamically generated for each individual user, it is the single most important screen.

### Fast, native Microsoft Windows application

Information is useful only if you have it in time. Using the latest client-server Microsoft capabilities, **Pluridio** response time will amaze you.

### User interface customization

Customize your user interface, as you like it.

### Automatic task creation

Use your time in a meaningful way and let **Pluridio** do all the hard work for you. Add a meeting report and a follow-up task will be automatically created. And this is just one example.

## Objectives management

### Profitability

The core of treasury activity is monitored on a daily basis. Detailed reports at individual user/portfolio level helps you make the right decisions and move things forward. With daily evolution you can take decisions today and not next month, when the regular reports are delivered.

### Transactions structure

As a manager, knowing how the transaction types are distributed across the portfolios is the difference between an O.K. decision and a great one. See what areas need improvements and where should your efforts be concentrated.

### Client meetings

Have an overview of your team's sales activity.

### Pipeline transactions – deals and follow-up

A complex deal is never closed out of luck. Specific steps have to be taken, steps that need a close monitoring to ensure a successful and efficient sales process.

### Individual projects

Each member of the team has its own projects to complete. Have a bird's eye view over the whole project or go into details on project level.

### Various objectives

Each organization is different, so having the possibility to customize the goals/KPIs the team members have is essential to becoming a top performing team.

## Overall reporting considerations

### **Reporting rights and access scheme**

Each user will have complete and detailed access to its own portfolio and only an overview of the entire performance.

### **Availability and data**

Relevant data is imported every day. Reports are showing data for each day.

### **Data quality**

High data quality is ensured by several quality checks: import validators, data checks, data formats and inserted self-reference keys.

### **Personalized reports**

Each bank has the possibility to customize reports based on specific details of the bank.

## Profitability reports

### **Global overview profitability report**

Shows a global picture of the budget achievement in line with the target, at the higher aggregated level.

### **Regional profitability**

Profitability report within each region and at subcomponent levels.

### **Business lines profitability**

Each defined business line will have its own report detailing the performance of each region.

### **Individual regional dealer profitability**

Details the performance of each regional dealer's own portfolio.

### **Individual HQ dealers portfolio**

Details the performance of each HQ dealer's own portfolio.

## Status reports

### Client status/details

Shows a global picture of the treasury's activity on the client and contains all relevant details, transactions and margins evolution.

### Pipeline transactions at global and region/dealer

Shows a graphic evolution of transactions in pipeline.

### Meeting report

Shows a detailed description of a meeting with embedded to-do tasks at the end.

## Activity reports

### Weekly activity report

Shows a global picture of the treasury activity over the past week compared with budget requirements and showing a breakdown of the main contributors.

### Monthly activity reports

Monthly report showing an overview of the profitability and total sales efforts.

### Tasks global index

Shows the total number tasks assigned in the system alongside progress statistics.

### Visits reports

Report showing the status of visits reports globally and divided by regions and portfolios/dealers.

### Tasks reports per user

Shows the number of tasks performed by any user with evolution within the last week, two weeks or one month.

### System usage reports per user

Shows the number of actions that a particular user has undertaken in the system, in a specified period of time

## Gained and lost business at global, regional and dealer level

### Top clients with decreasing volumes

Shows a top list of clients with decreased volumes.

### Top clients with increasing volumes

Shows a top list of clients with increased volumes.

### Top clients with decreasing margins

Shows a top list of clients with decreased margins

### Top clients with increasing margins

Shows a top list of clients with increased margins.

### Top clients with potential

Shows a list of clients with chances to increase business.

## Performance reports

### Projects evolution

Shows a global evolution of projects with detailed progress and evolution within the last week, two weeks or one month.

### Global performance at dealer level

Shows a complex performance matrix that enables the managers to evaluate the performance of a dealer from multiple angles: deals traded, average margins, volumes, overall and detailed profitability, client visits and client calls initiated, projects evolution and involvement in the greater activity of the sales department.

### Global performance index

Shows a complex performance matrix that enables the managers to evaluate the performance of the whole sales team from multiple angles: deals traded, average margins, volumes, overall and detailed profitability, client visits and client calls initiated, projects evolution and progress of the greater activity of the sales department.

## Our promise / premium support

### Fast response to change requests

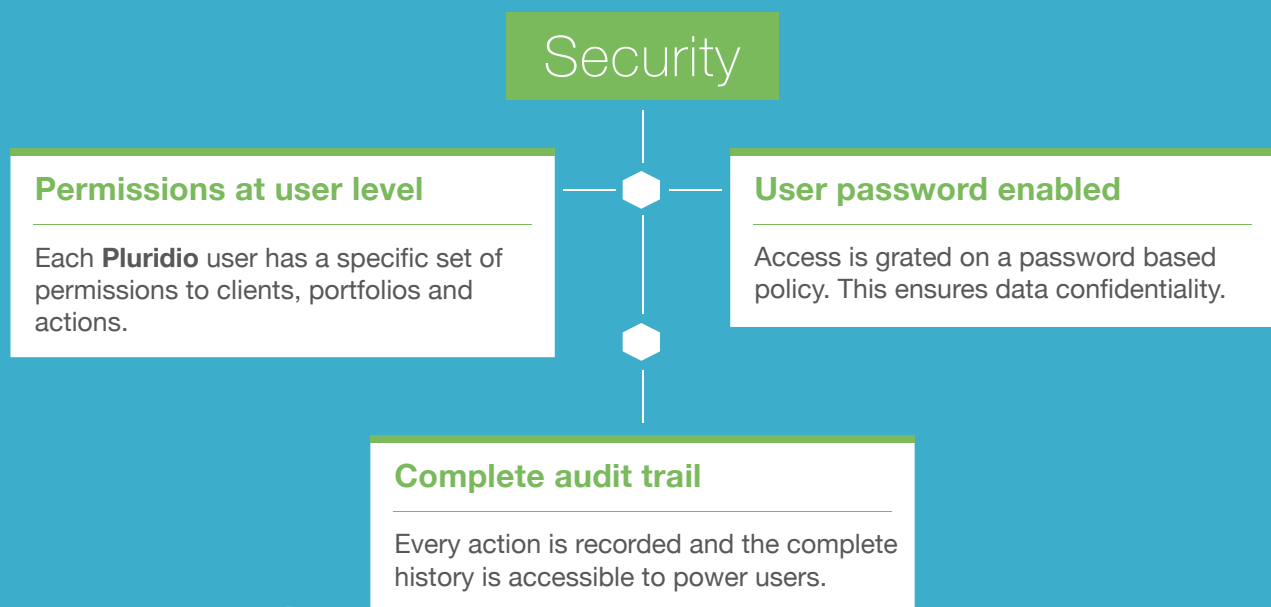
Whether we are talking about a new report or a more complex change, we promise to deliver it in the shortest possible timeframe.

### On-site support

Within 4 hours.

### Remote desktop support and phone support

Within 2 hours.



## Scalability and performance

### Under 0.20 sec response time for common operations on recommended PC configuration

Every part of **Pluridio** is optimized for a blazingly fast response time.

### Scalable up to 10.000.000 transactions

**Pluridio** is based on a Microsoft SQL database platform that can be easily scaled up to 10.000.000 transactions or 200 users.



## IT deployment and security features

### Easy IT deployment

Available installation tools.

### Low IT maintenance

Centralized tool for easy version upgrade. Automatic update to latest version distributed from server.

### Low IT infrastructure costs

Based on a Microsoft SQL database engine which is widely available.

### Logs – export logs

Export all the needed logs with just a click of a button.

## System architecture

### Service-oriented architecture

**Pluridio**'s functionality is exposed using secure and reusable services that can be accessed simultaneously by multiple systems.

### Integrated updates engine

**Pluridio** is ready to update all deployed clients seamlessly without any action from IT personnel through an automated updates tool resident on the server side.

### Server – client architecture

1 central server and multiple user connected through the client interface. Information is encrypted and secured. Backup solution available.

Minimum client configuration	Recommended client configuration
Windows XP SP3	Windows 7 64 bits
Intel Dual Core @ 2 GHz 2 GB of memory 1680x1050 pixels display 50 MB of HDD space 100Mb LAN connection	Intel Core i5 @ 2 GHz 4 GB of memory 1680x1050 pixels display 200 MB of HDD space Gigabit LAN connection
.NET 4.0	.NET 4.0

### Server side requirements

SQL Server Express 2008 or better

Intel Xeon E3 or faster  
8 GB RAM  
2 GB HDD

.NET 4

Why?



pluridio

## Why Pluridio



Forget about your regular internal Microsoft Excel or Access tools.  
Here is why.

	Microsoft Excel/Access tools	Pluridio
<b>Strategic Overview</b>	<b>Very limited</b>	<b>High</b>
System scalability	Very limited	High – up to 10 MIL transactions and 200 users connected simultaneously
System control	Very low	Complete audit trail and data theft prevention
Collaborative environment	Very limited	Team integration
Main usage	Reporting tool	Used to generate actions and measure results
<b>Overall system security</b>	<b>Low</b>	<b>High</b>
User access	Open for everyone	Restricted and secured
User rights	Full for everyone	Restricted to individual roles
Data type checks for new data	Only partially	Full compliance and checks
Audit trail	None	Full – all actions of all users within the system are recorded and documented
Protection to data copy	None	Data copy available only to power users
System integrity protection	None	Full – system parameters available only to power users
Data theft protection	Limited or none	Multiple layers. Protected data by username. Encrypted content. Content limited to user rights.

## Why Pluridio

And there is more.  
Here is why.

	Microsoft Excel/Access tools	Pluridio
<b>User experience &amp; productivity</b>	<b>Limited</b>	<b>Enhanced</b>
System responsiveness	None – all system changes and actions are user initiated	Responsive systems – guides the user actions to complete tasks and actions in a predefined pattern
Productivity	Low – manual work is needed	High – visual interface and data linkage increases productivity by at least 300%
Reporting energy consumption	High – reports are done manually	Low – reports are generated automatically
Reaction speed	Low	Instant
System availability	Low – only one user at a time can use the system	Complete – all users can use the system simultaneously
User statistics	Limited	Detailed user actions and system usage
<b>System usage and added value</b>	<b>Low - Used more as a reporting tool</b>	<b>High - used to generate actions and measure results</b>
Main system focus	Reporting	Added value – profitability management and generation
Refresh rate	Monthly	Daily
Action focus	Reporting of past actions	Thinking forward – next actions needed to increase profitability
Reporting capabilities	Limited	Extended – can be designed to user specification. Live results.
Can be interlinked to other systems	Limited connectivity at best systems	Various system integration tools are available. Can be used as an integration tool. Live data.

## New features

Available at client request

**Additional types of transactions handled: repo, T-bills**

**Complex transaction strategies are handled as one transaction**

**Integration of derivatives limit with live interface**

**Plain FX and IAM direct deal insertion into Kondor+**

**Complete document management solution**

- Client contracts with history
- Client deal confirmation documents per transaction – integrated with transactions views

**Budget execution predictive tool – shows a budget realization probability taking into account the realized profitability and historic evolution of margins and volumes**

**Budget bottom-up tool – budgeting tool starting with individual client assessment of potential for a compound budget construction for next year**

**Integration with own call-center software solution**

**Mail integration with Microsoft Outlook so that all mail communication with a client is stored in the respective client page for later reference.**

**Calendar and tasks integration with Microsoft Outlook so that you see all your tasks and calendar activities both in Pluridio and Microsoft Outlook.**

You can contact us at:



pluridio

[www.pluridio.com](http://www.pluridio.com)  
[office@pluridio.com](mailto:office@pluridio.com)



pluridio

**Copyright © Pluridio**  
All rights reserved.