



Blades International, Inc.

# FOREIGN EXCHANGE RATE INTEGRITY<sup>®</sup>

## The Solution for Lowering FX Costs

**INTRO**

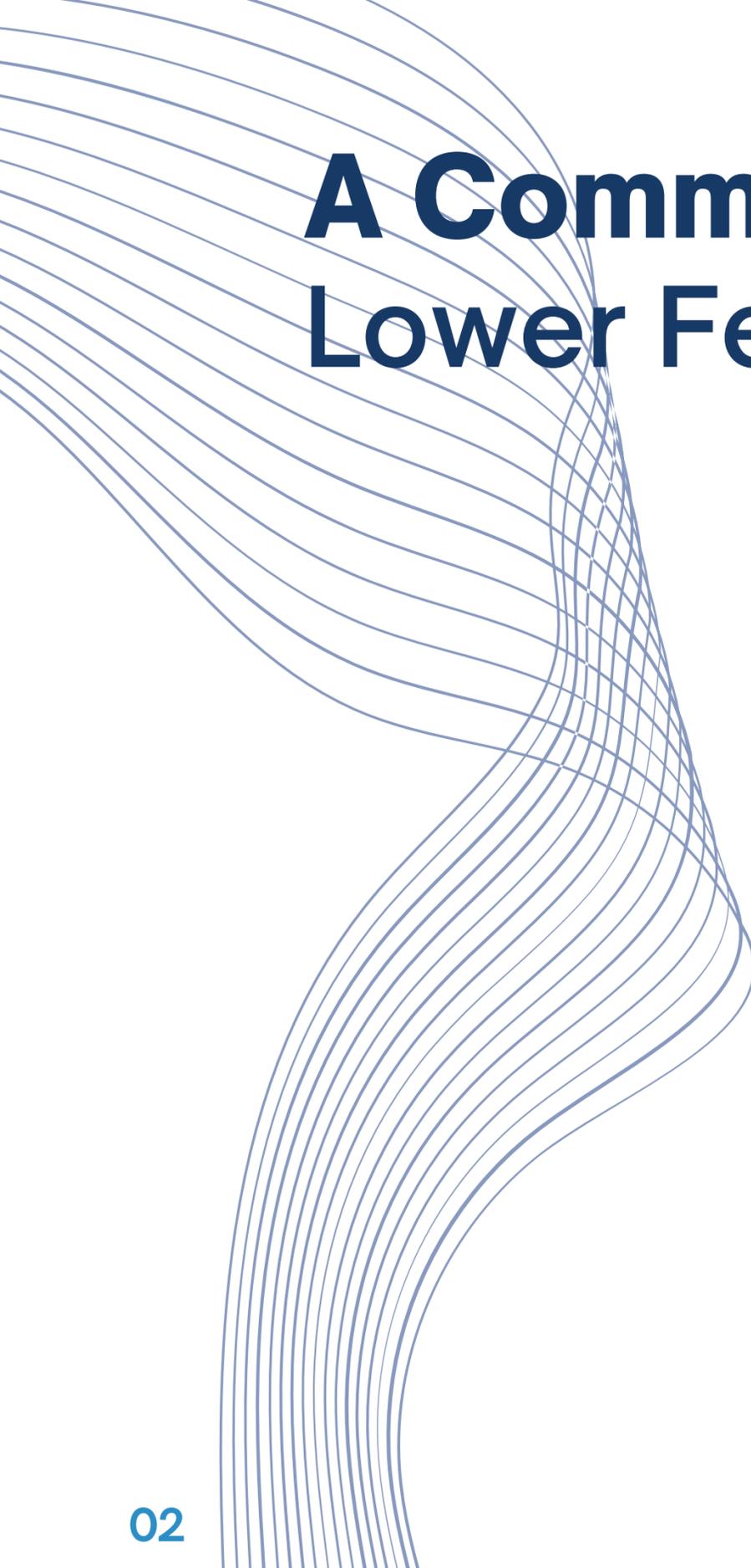
**CLIENT SOPHISTICATION & MARKUPS**

**COST REDUCING VIA DATA ANALYTICS**

**MAINTAINING REDUCED FX COSTS**

**CONCLUSION**

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# A Common Theme Across Transactions: Lower Fees with Technology and Automation

Fees or processing costs are incurred by clients, regardless of the financial service.

The goal is not to eliminate fees, but to avoid unnecessarily high or unfair fees.

Often, clients are not sure where to begin the process of reducing their transaction costs.



# Client Sophistication Affects Client Fees & Markups

In Foreign Exchange, financial institutions typically determine client costs and fees based on the perceived level of Foreign Exchange sophistication.

Corporate clients have an opportunity to save; by understanding how their fees and costs are managed, they are equipping themselves with the tools necessary to effectively negotiate a more appropriate FX markup agreement.



# Cost Reducing Via Data Analytics

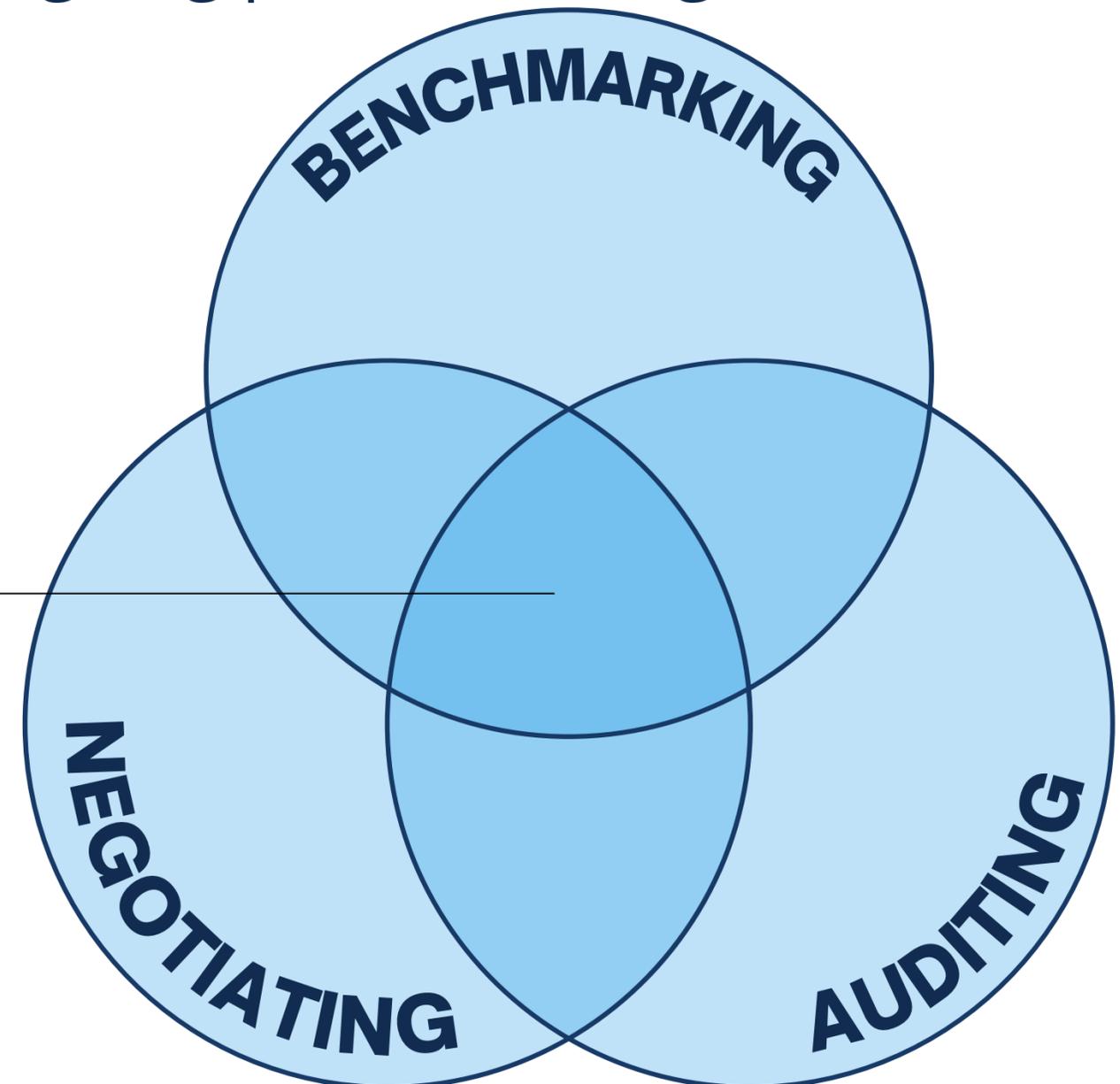
In terms of FX transactions, analyzing current and future FX Costs requires access to historical data. A “back testing” comparison should be made between the bank-given exchange rate and the actual Interbank Market Exchange Rate.

We use this data, in combination with information provided by a client, to determine the Historic FX Markup in terms of Basis Points. BII will advise a client if they are receiving Excessive Markups and help with negotiating a lower markup. This innovative service is called **Foreign Exchange Rate Integrity®**.

# Maintaining Reduced FX Costs

**Foreign Exchange Rate Integrity®** clients can trust BII will guide them every step of the way to FX savings. We will begin the process, do the work for you and, at the client's option, will continue the ongoing process of regular monitoring.

**CONSISTENT,  
LOWER FX COSTS**



# Maintaining Reduced FX Costs

Corporate clients who wish to reduce their FX Costs and maintain a consistent FX Markup should implement the following steps:

**Benchmarking:** Analyzing the existing data, “back testing” FX Rates, and becoming aware of the appropriate FX Costs, based on existing and estimated FX Flows.

**Negotiating:** Once a client understands their existing FX Costs, they can more readily understand their deserved BP Markup. The client is then ready to negotiate a Fair FX Markup Agreement with their respective bank. The negotiation can be backed up by the client’s analyzed data and empirical market data.

**Auditing:** In order to ensure a Fair BP Markup remains consistent, a client should continuously monitor their FX Costs and be aware of any changes.

# In conclusion: Lowering FX costs is an ongoing process to be regularly monitored.

The decrease in FX Transaction Costs is an ongoing process, which must be regularly monitored. Clients may feel they do not have the time or resources to dedicate to such a process, which is why contacting a third-party service provider can be helpful.

BII seeks to support corporate clients by doing the “heavy lifting” on controlling FX Costs. With a complimentary initial review, the **FX Rate Integrity**® service can easily be started.

The service improves efficiencies and economies for FX transactions in the age of Data Analytics, Automation, and Algorithms.

# FOR MORE INFORMATION:

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