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*“The Sterling Commerce solution has provided us with a competitive advantage to generate additional revenues. Sterling Integrator removes the barriers to collaboration and increases visibility through the translation of all communications across different standards and formats.”*

*“It is critical that BNP Paribas Dublin remains flexible and adaptable to changing industry requirements. We are confident that Sterling Commerce has provided us with a future-proof investment that will support our strategy for growth.”*

Sean O’Keeffe  
Head of Cash Management,  
BNP Paribas Dublin

## Solution

BNP Paribas Dublin implemented Sterling Integrator as they required a complete financial transmission integration solution for transactions and other inter-enterprise communications.

Sterling Integrator has also established a platform for the development of new automated business activity with the non-clearing banks, resulting in new revenue streams. Based on the premise that the data generated by customers of non-clearing banks would ultimately be processed via BNP Paribas as a result of the clearing system, it was identified that it would be far more effective and efficient for the customer to send data directly to them.

Because non-clearing banks would not be receiving the data to check and authorize it before entering the clearing system, BNP Paribas Dublin needed to propose a solution that would guarantee that data sent directly from third-party customers was accurate and valid. With Sterling Integrator, BNP Paribas is able to re-badge the secure FTP client so that it appears as the non-clearing bank, and hold the data in a repository until authorized for processing. This ensures that each bank retains complete visibility into data and transactions relating to its own customers.

## Key benefits

By adopting a strategic approach to multi-enterprise process integration, BNP Paribas Dublin has not only resolved the connectivity issues of the Irish Clearing System, but has also established a platform for the development of new automated business activity.

With Sterling Integrator, BNP Paribas Dublin has achieved a standard, secure method of data transfer and process control that can support any financial standard or protocol that the Irish banking community may require.

As a consequence of the payments-related process integration with the Irish financial community, BNP Paribas Dublin is now able to use the same technology to offer a new portfolio of additional innovative services, generating new revenue streams for the bank.

Looking to the future, Sterling Commerce has provided BNP Paribas with a platform that will enable profitable growth by simplifying and accelerating financial community network interactions. Sterling Integrator ensures that BNP Paribas will continue to meet compliance and security mandates, thereby reducing operational risk and protecting against reputation risk.

## About Sterling Commerce

Sterling Commerce, an AT&T Inc. (NYSE:T) company, helps companies optimise and transform their Business Collaboration Network quickly, easily and securely so they can accelerate revenues, reduce costs and protect their enterprise. Sterling Commerce provides more than 30,000 customers worldwide with applications and integration solutions to connect, communicate and collaborate with their customers, partners and suppliers. Learn more at [www.sterlingcommerce.com](http://www.sterlingcommerce.com).

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For all Sterling Commerce offices worldwide, visit [www.sterlingcommerce.com](http://www.sterlingcommerce.com)

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