



# Foreign Exchange Management Software

[www.trektics.com](http://www.trektics.com)

# Treasurer facing problems

## Manual operations:

**Data inaccuracy.**

**Data non-availability on time.**

**Data non-integration.**

**Insufficient / Deluge analyzed data.**

## Decision Making and Foresight:

**Superfluous Information of financial instruments.**

**Difficulty in finding low cost financial instruments.**

**Lack of ability to choose apt products.**

**Uncertainty to foresee volatility in risk exposure.**

## Monitoring and Reporting:

**Business and Reputation loss due to delay in risk metric adherence.**

**Incorrect Accounting treatment.**

# Outdated Excel Usage - Journals

## THE WALL STREET JOURNAL.

Home World U.S. Politics Economy **Business** Tech Markets Opinion Life & Arts Real Estate WSJ. Magazine

BUSINESS | CFO JOURNAL

### Stop Using Excel, Finance Chiefs Tell Staffs

Ubiquitous spreadsheet software that revolutionized accounting hasn't kept up, CFOs say

By *Tatyana Shumsky*

Updated Nov. 29, 2017 9:38 a.m. ET



Tech / #BigData

### Excel Reporting: 5 Reasons Why It Is Bad For Business

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**Essential Guide** | **Ultimate Excel finance guide**  
A comprehensive collection of articles, videos and more, hand-picked by our editors

NEWS

### Top five dangers of using spreadsheets in finance

7

# Forex Management Software

## Treasury solutions include:

- Deal capturing – Buy / Sell
- Fx Open position reports
- Mark to market reports
- G7 currencies
- Online / historical reports
- Underlying tracker
- Past performance limits reports



- Consistent data / reports
- Time saving for individuals & companies

- Obviates manual errors
- Collaborative work platform

- Data integrity control
- Maximise deal profits
- Eliminates record keeping redundancy

- Balancing multiple bank positions

- Live Fx MTM / position

- Maintain audit trail
- Minimise paper work

## Salient Features

# Fxmkt software - Deal Entry

Search results - thiyaguca x Webmail - Main x My Drive - Google Drive x CUSTOMER REPLY - Google x Fx app x Manage Orders - Amazon x

fxmktonline.com/Fx\_app/index.php

## Fx APP

Search for...   [Logout](#)

- Deal Entry
- NOOP
- MTM Dealwise-Buy
- MTM Dealwise-Sell
- MTM Dealwise-Consolidated
- Fx Gain
- Underlying
- Past Performance
- Market Rate
- Reports

<b>Deal Date*</b> <input type="text" value="07/20/2018"/>	<b>Market Action</b> <input type="text"/>	<b>Notional Amount(FCY)*</b> <input type="text"/>	<b>Bank Name</b> <input type="text"/>
<b>Currency Pair*</b> <input type="text"/>	<b>Spot Rate</b> <input type="text"/>	<b>Deal Type</b> <input type="text"/>	<b>Bank Deal ID</b> <input type="text"/>
<b>Currency Bought</b> <input type="text"/>	<b>Forward Premium</b> <input type="text"/>	<b>Deal Basis*</b> <input type="text"/>	<b>Maturity Date</b> <input type="text" value="07/20/2018"/>
<b>Currency Sold</b> <input type="text"/>	<b>Deal Rate</b> <input type="text"/>	<b>Booking/Cancellation/Utilization</b> <input type="text"/>	<b>Comments</b> <input type="text"/>

[Download Deals](#)

Show  entries Search:

ID	Deal Date	Action	Spot-Rate	Quantity	Deal-type	PP or underlying	Book or cancel	Deal-Rate	Bank Deal-Id	INR-Equiv.	Actions
1532080069683108892	2018-07-	buy	65	2000	Forward	underlying	booking	70	qwert	140000	

# Fxmkt software - Open Position Report

The screenshot displays the Fxmkt software interface for generating a Net Overnight Open Position (NOOP) report. The browser address bar shows the URL `fxmktonline.com/Fx_app/noop.php`. The sidebar on the left contains navigation options: Deal Entry, NOOP, MTM Dealwise-Buy, MTM Dealwise-Sell, MTM Dealwise-Consolidated, Fx Gain, Underlying, Past Performance, Market Rate, and Reports. The main content area is titled "Fx app / NOOP" and "Net Overnight Open Position (NOOP)". It features two input fields for "Past Performance Limit\*" and "Underlying Limit\*", both set to 10000. Below these are two buttons: "Generate Forex Cover Position" and "Download NOOP". A "Show 10 entries" dropdown and a search box are also present. The table below shows the following data:

	Amount to be covered	Amount buy	Amount sell	Balance to cover
Forex cover for Past Performance	10000	100	800	9300
Forex cover for Underlying	10000	2000	1000	11000
Total	20000	2100	1800	20300

# Fxmkt software - MTM Report

Search for...

Fx APP

- Deal Entry
- NOOP
- MTM Dealwise-Buy
- MTM Dealwise-Sell
- MTM Dealwise-Consolidated
- Fx Gain
- Underlying
- Past Performance
- Market Rate
- Reports

Fx app / MTM Dealwise-Consolidated

## MTM Dealwise-Consolidated

Show  entries Search:

Deal-Id	Maturity Date	Currency Pair	Deal-rate	Deal-type	Market Action	Nature of deal	Booking or cancellation	Quantity	Market Rate	MTM
1532080069683108892	2018-07-20	USD/INR	70	Forward	buy	underlying	booking	1000	67.84	-2,160.00
1532080211525845408	2018-07-20	USD/INR	60	Spot	sell	pastperformance	booking	700	67.84	5,488.00

Showing 1 to 2 of 2 entries

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3:24 PM 7/20/2018

# Fxmkt software - FX Gain

The screenshot shows the Fxmkt software interface. The browser address bar indicates the URL is `fxmktonline.com/Fx_app/fxgain.php`. The page title is "Fx APP". A search bar and a "Logout" link are visible in the top right. The left sidebar contains navigation items: Deal Entry, NOOP, MTM Dealwise-Buy, MTM Dealwise-Sell, MTM Dealwise-Consolidated, Fx Gain, Underlying, Past Performance, Market Rate, and Reports. The main content area is titled "Fx Gain" and features a "Download Fx Gain details" button. Below this is a summary table:

Time Period	Forward	Intra	Total
2018-07-20	0	20000	20000
2018-07-20	0	-2000	-2000
	<b>Total_Forward</b>	<b>Total_Intra</b>	<b>Total</b>
	0	18000	18000

Below the summary table, there is a "Show 10 entries" dropdown and a search box. A detailed table of deal entries is displayed below:

Bank Deal Id	Maturity Date	Currency Pair	Deal-rate	Deal-type	Market Action	Nature of deal	Booking or cancellation	Quantity	Profit
asdf	2018-07-20	USD/INR	80	Spot	buy	pastperformance	cancellation	100	-2000

The Windows taskbar at the bottom shows the Start button, several application icons (Edge, File Explorer, VLC, Chrome, Word, PowerPoint), and the system tray with the date and time: 3:24 PM, 7/20/2018.



# Fxmkt software - Underlying Form

Search for...  Logout

Fx APP

- Deal Entry
- NOOP
- MTM Dealwise-Buy
- MTM Dealwise-Sell
- MTM Dealwise-Consolidated
- Fx Gain
- Underlying
- Past Performance
- Market Rate
- Reports

Fx app / Underlying

## Underlying Form

<b>Underlying Contract</b>	<b>Instrument Type</b>	<b>Allocation Amount(USD)</b>
<input type="text" value="234"/>	<input type="text" value="Letter of credit"/>	<input type="text" value="500"/>
<b>Value (USD)</b>	<b>Receivable/Payable</b>	<b>Counter Party</b>
<input type="text" value="600"/>	<input type="text" value="Receivable"/>	<input type="text" value="abc"/>
<b>Maturity Date</b>	<b>Bank</b>	<b>Attach Underlying</b>
<input type="text" value="07/20/2018"/>	<input type="text" value="SBI"/>	<input type="button" value="Choose File"/> No file chosen

## Underlying Entries

Start | Internet Explorer | File Explorer | Chrome | Word | PowerPoint | 3:25 PM 7/20/2018

# Fxmkt software - Past Performance

The screenshot shows the Fxmkt software interface. The browser address bar displays `fxmktonline.com/Fx_app/pp.php`. The page title is "Past Performance".

**Export Limit\***  
10000

**Import Limit\***  
10000

[Generate Past Performance](#) [Download Past Performance](#)

Show  entries Search:

	Amount	Booking	Cancellation	Utilisation	Outstanding	Available_limit
Export Limit	10000	800	100	0	700	9200
Import Limit	10000	0	0	0	0	10000

Windows taskbar at the bottom shows the Start button, several application icons (Edge, File Explorer, VLC, Chrome, Word, PowerPoint), and the system tray with the time 3:25 PM on 7/20/2018.

# Fxmkt software - Currency Market Rates

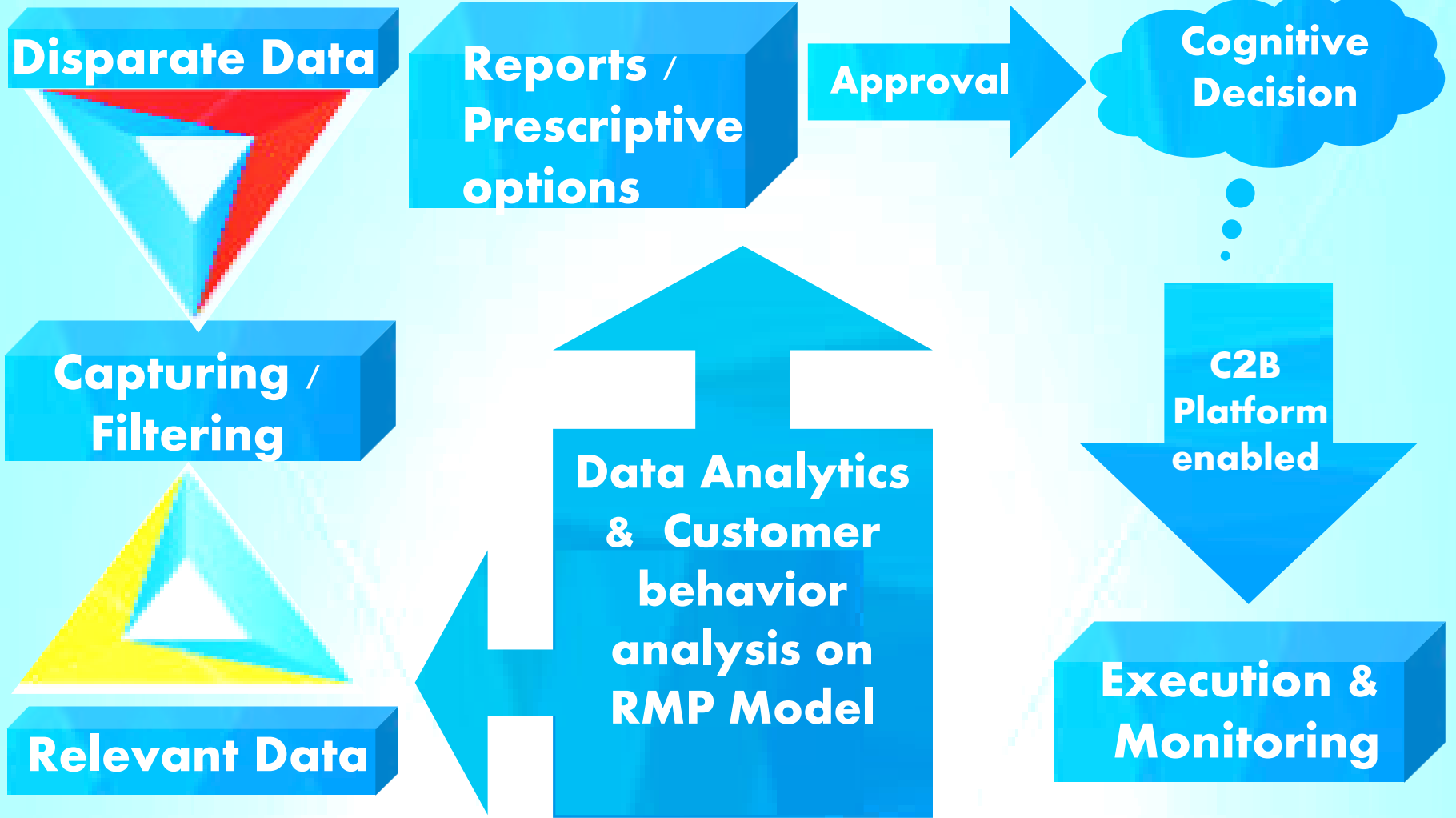
The screenshot displays the Fxmkt software interface in a web browser. The browser's address bar shows the URL `fxmktonline.com/Fx_app/tables.php`. The page title is "Fx APP". On the left, there is a dark sidebar with navigation options: Deal Entry, NOOP, MTM Dealwise-Buy, MTM Dealwise-Sell, MTM Dealwise-Consolidated, Fx Gain, Underlying, Past Performance, Market Rate, and Reports. The main content area has a breadcrumb "Fx app / Market Rate" and a search bar. Below this, there is a section for selecting a currency pair, currently set to "USD/INR", with a "show" button. A dropdown menu is open, listing options: USD/INR, EUR/INR, GBP/INR, AED/INR, JPY/INR, and Others. Below the dropdown, there is a "Show" dropdown set to "10" and an "entries" label. A search box is also present. The main data is presented in a table with columns: Date, Currency Pair, and Deal-rate. The table shows data for the dates 2018-06-09 through 2018-06-15, all for the USD/INR pair, with deal rates ranging from 67.52 to 67.57. The Windows taskbar at the bottom shows the Start button, several application icons (Edge, File Explorer, VLC, Chrome, Word, PowerPoint), and system tray icons including the date and time (3:26 PM, 7/20/2018).

select the currency pair: USD/INR show

USD/INR

Show 10 entries Search:

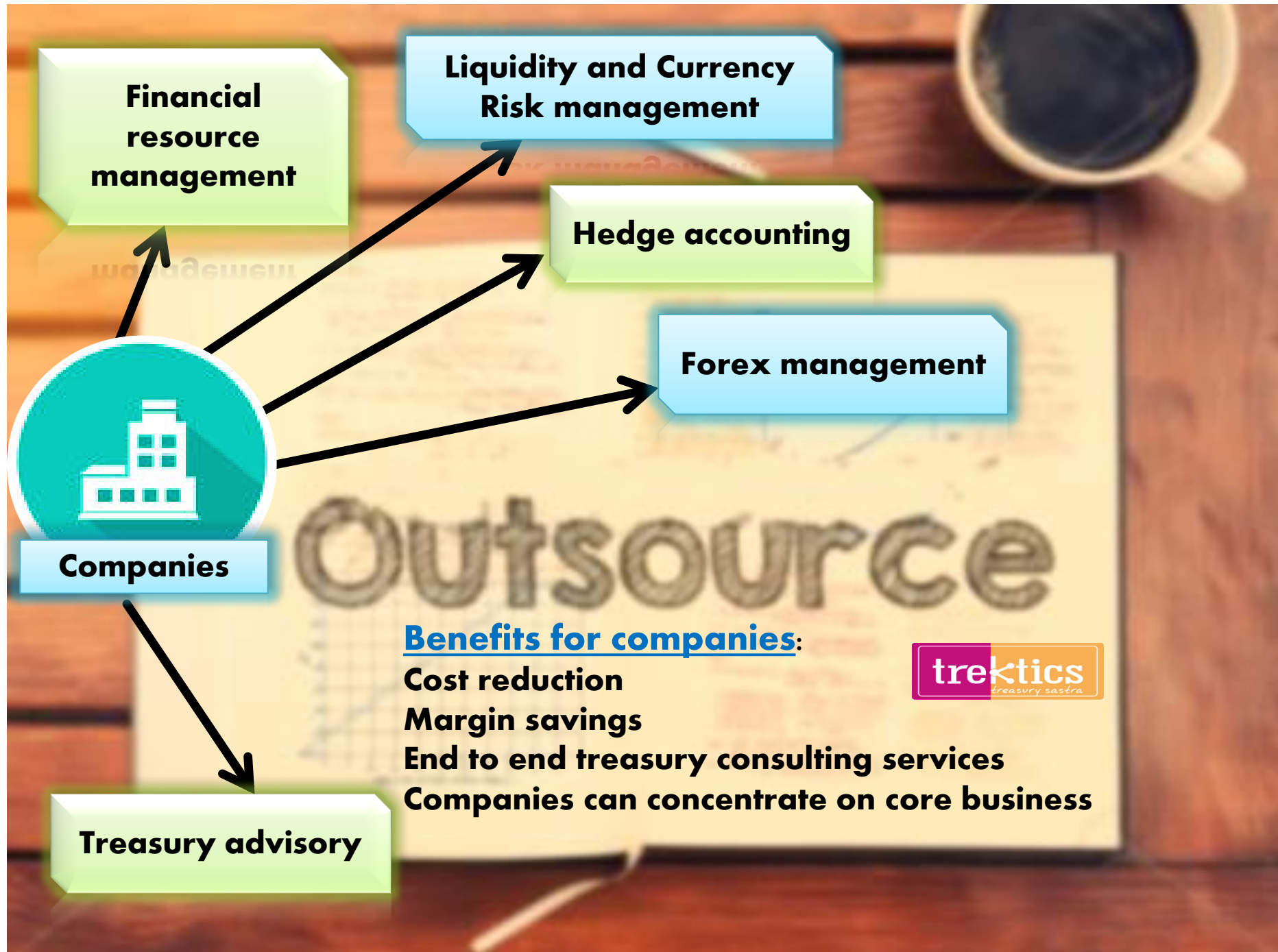
Date	Currency Pair	Deal-rate
2018-06-09	USD/INR	67.52
2018-06-10	USD/INR	67.53
2018-06-11	USD/INR	67.54
2018-06-12	USD/INR	67.55
2018-06-13	USD/INR	67.55
2018-06-14	USD/INR	67.56
2018-06-15	USD/INR	67.57



Ensures Quality, Veracity, Coherency of Data



**Treasury Solutions Model**



**Financial resource management**

**Liquidity and Currency Risk management**

**Hedge accounting**

**Forex management**



**Companies**

**Treasury advisory**

**Outsource**

**Benefits for companies:**

- Cost reduction**
- Margin savings**
- End to end treasury consulting services**
- Companies can concentrate on core business**



**Gain  
Traction**

- Companies
- MNCs

**Market Scoping**

- Banks
- Trading houses
- Financial Institutions

- Retail

**trektics**  
treasury sastra

**Registered companies ~ 13 lakh**

**India had 311.52 lakh MSMEs and 480 Lakh SMEs.**

**More than 25,000 startups in India as per ET**

**India has more than 15 lakh SMB Facebook Pages and is growing at over 70%**



**Pricing**

## For Web Platform

- Variable periodic subscription pricing for different product offerings
- Deep discounts

## For Online Maintenance / Services

- Man hour based billing
- Payments by results



IDEA



STRATEGY

# Thank You



Team FSS with Payments Productathon Winners

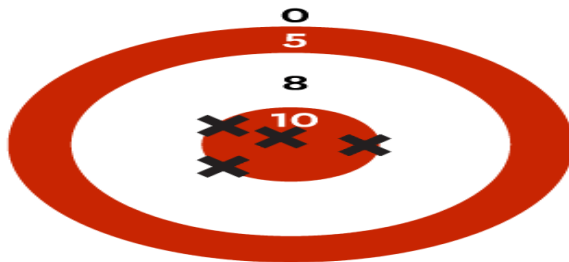


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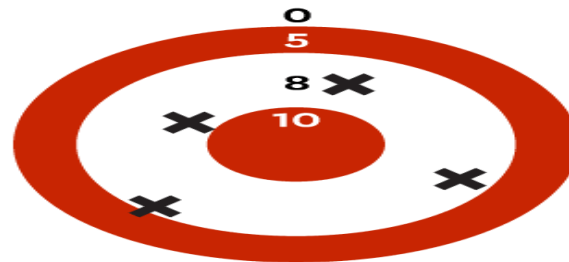


# Harvard Research on Biased Decision Making

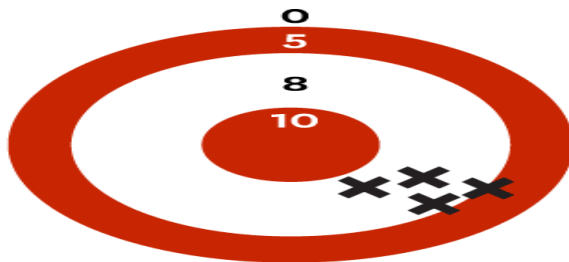
## How Noise and Bias Affect Accuracy



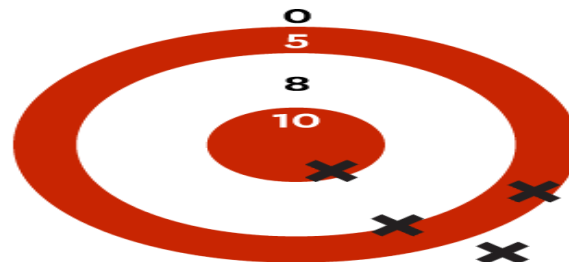
**A. Accurate**



**B. Noisy**



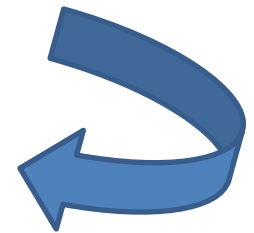
**C. Biased**



**D. Noisy and biased**

SOURCE DANIEL KAHNEMAN,  
ANDREW M. ROSENFELD,  
LINNEA GANDHI, AND TOM BLASER  
FROM "NOISE," OCTOBER 2016

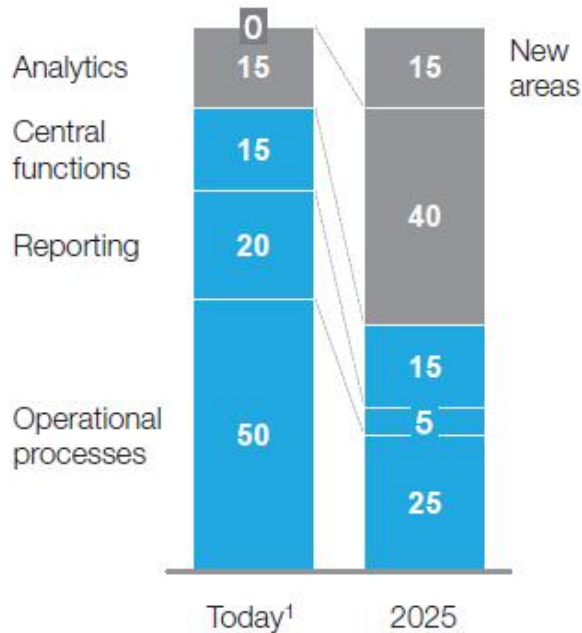
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# Mckinsey Report on Analytics potential

## Changed profiles of risk-management staff

% of central risk full-time equivalents (FTEs)



Massive shift toward analytics and new areas (modern-day quants and business translators)

Biggest FTE reduction will be in operational processes and reporting

<sup>1</sup> McKinsey Risk FTE benchmarking 2014/2015.  
SOURCE: McKinsey analysis

