A proposed solution by FX Software

Proactive Sales Support

2021.11.16

InForeX
INTEGRATED TREASURY SYSTEM

The idea

Market movements

Sales history

DEAL TYPE	TICKET	STATUS	CURRENCY	CURRENCY 2	SPOT RATE	AMOUNT	AMOUNT 2	CUSTOMER NAME
Outright	0101010101998		HUF	HUF	324,00000	2020.04.26	-8 333,00	4567
Outright	0101010101998		HUF	HUF	324,00000	2020.04.26	-8 333,00	4567
Outright	0101010101998		HUF	HUF	324,00000	2020.04.26	-8 333,00	4567
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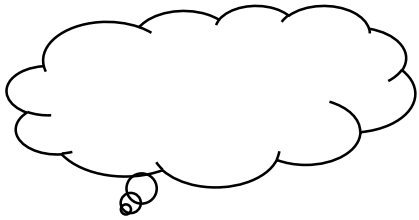
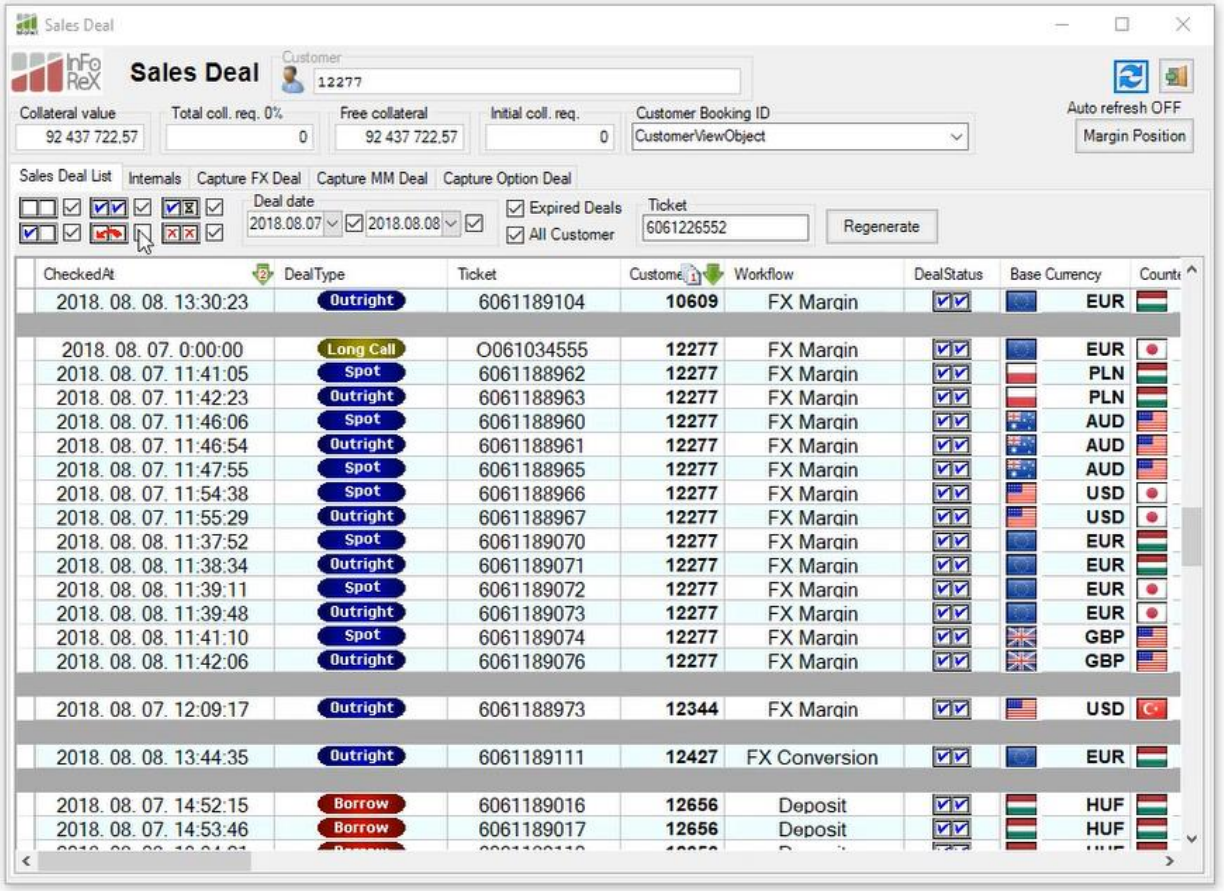
Outright	0101010101998		HUF	HUF	324,00000	2020.04.26	-8 333,00	4567

Advice

Know your customer

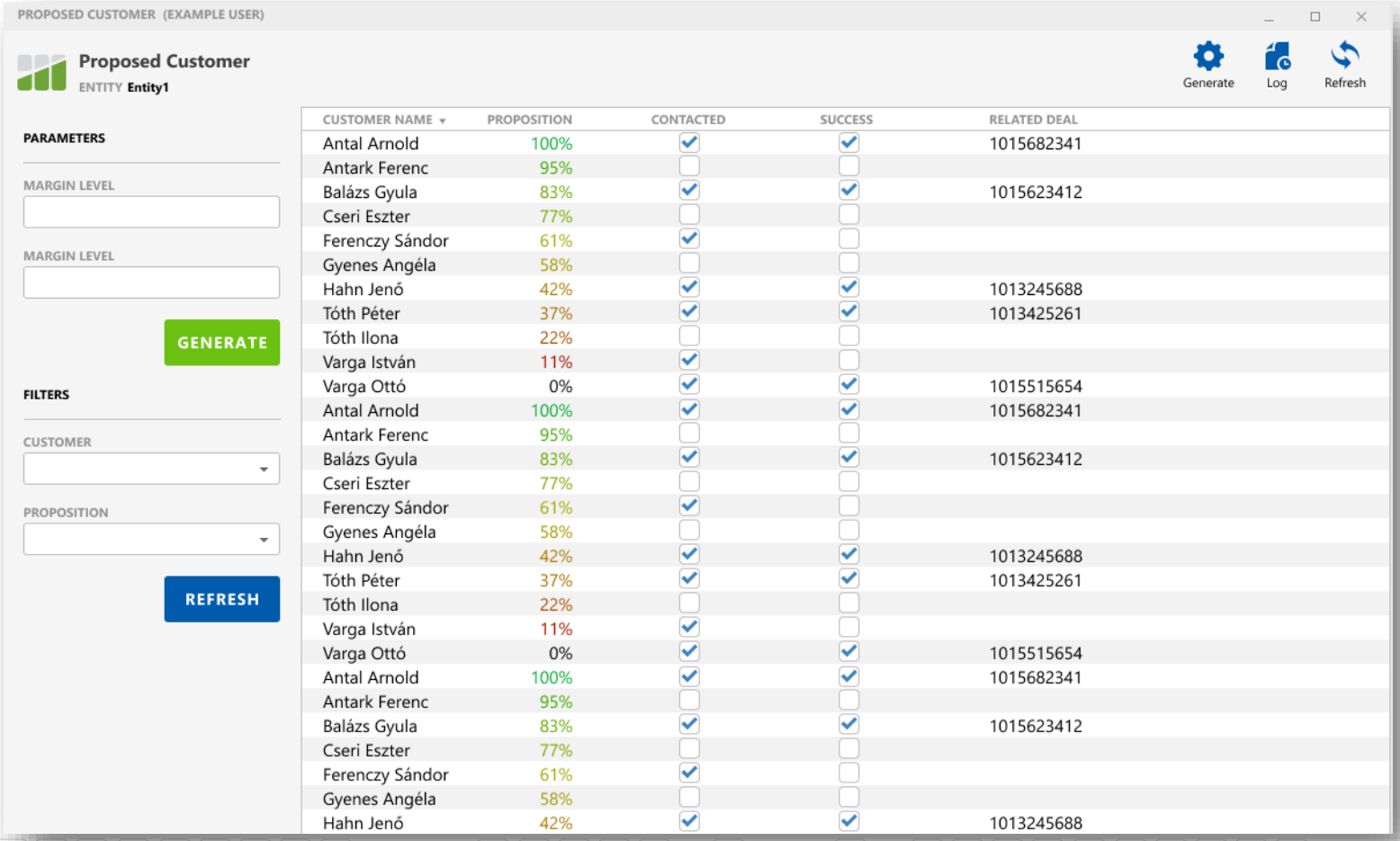


Treasury Sales Desk module



Preliminary screen design

Augmented Intelligence to help dealers to generate business.



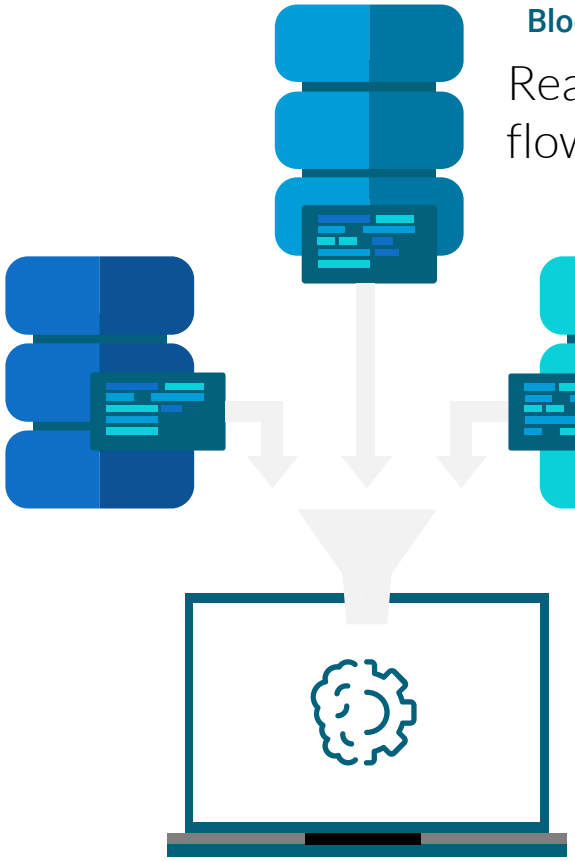
Where does the information come from?

Bloomberg

Real time market data flow from B-PIPE e.g.

InFoRex treasury & CRM

InFoRex own database which contains the banks historical sales activity



Other systems

Other internal or external source

What kind of information?

Static

- Contract data
- MIFID data
- Customer data

Dynamic

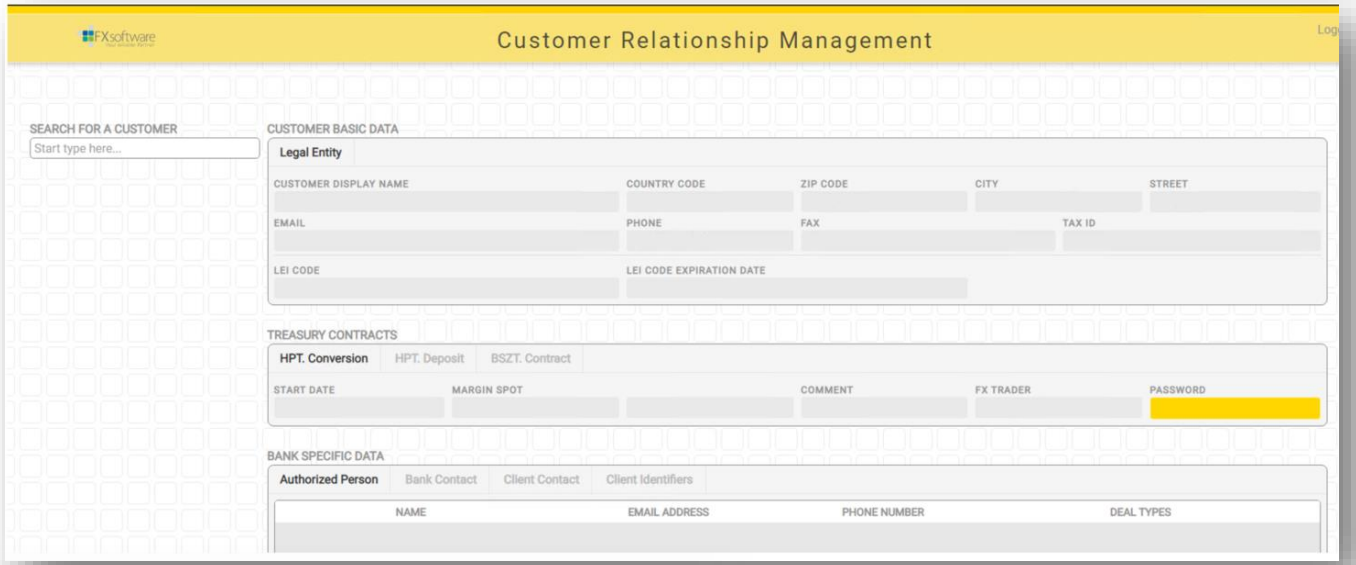
- Market movements (exchange rates, curves)
- Deal activity (size, rythm, time of day)
- Margin level
- Number of margin calls
- Limit usage
- Open position
- Account balances (margin, free)

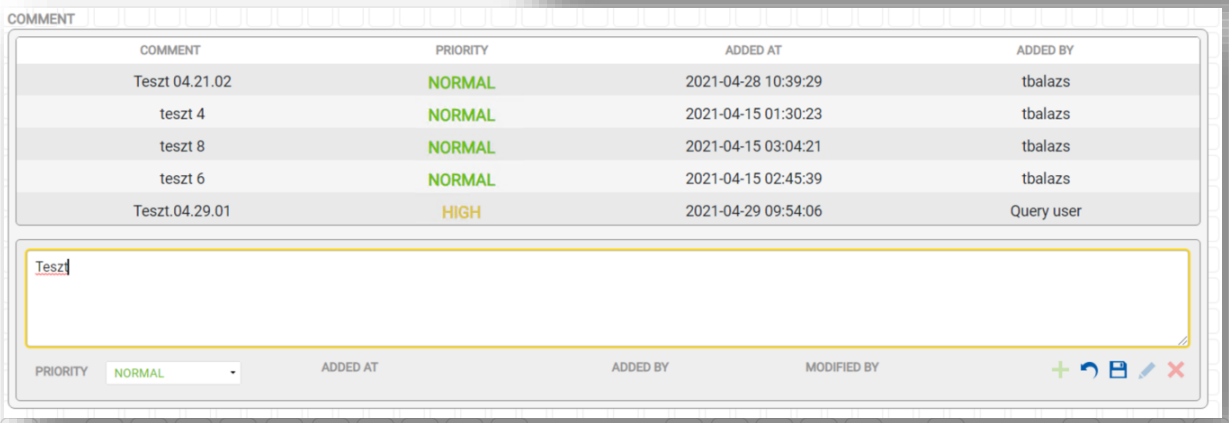
Could it be better?

With our CRM plugin, mood detection also can be available.

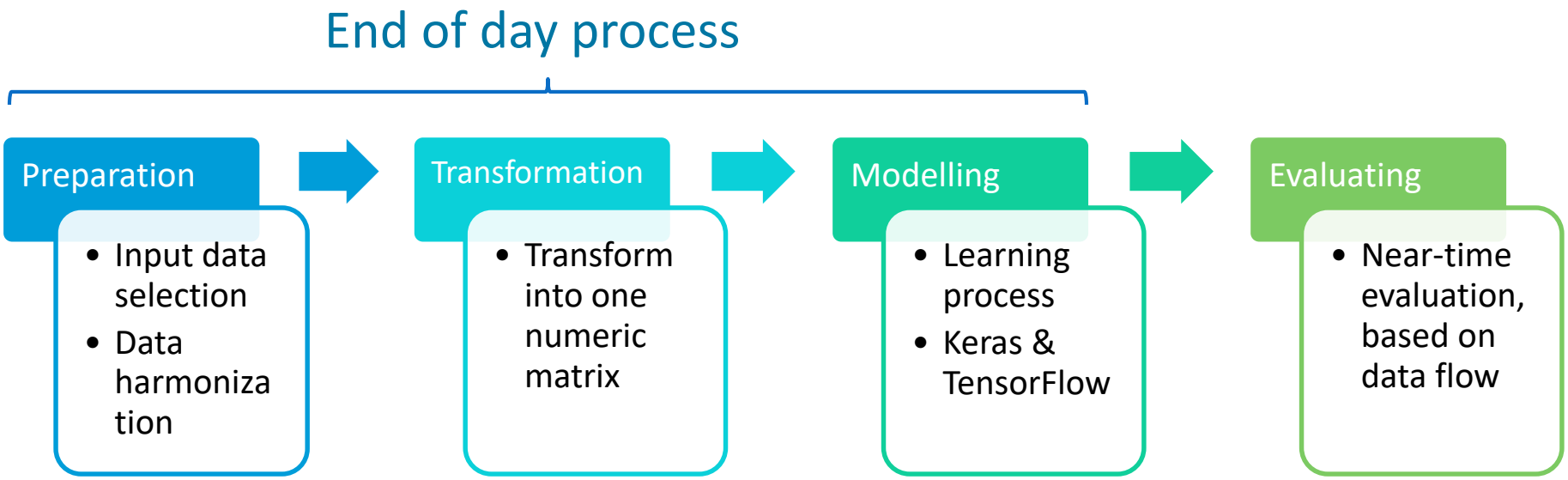
More available dynamic data:

- ❑ Comment quantity
- ❑ Comment quality
- ❑ Contact activity
- ❑ Declined deals





About the concept



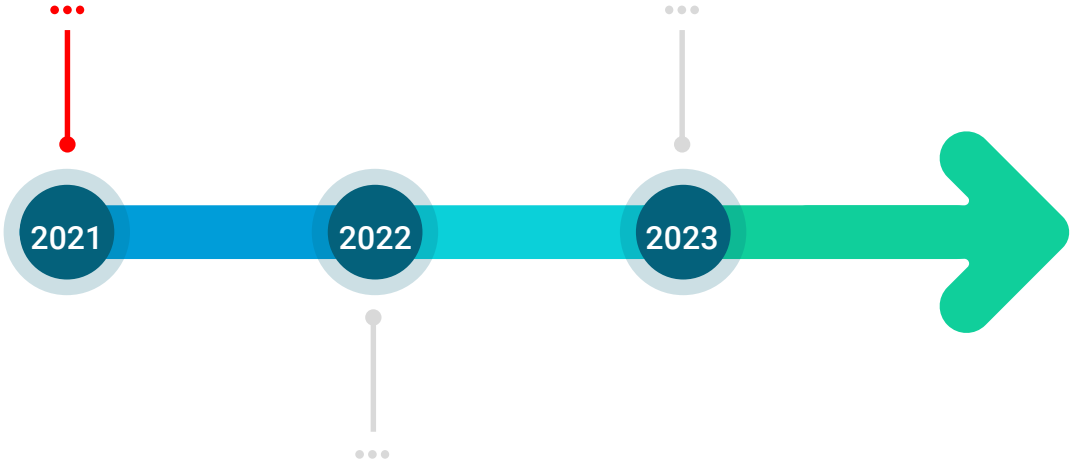
About Keras model:

- Layers are the basic bulding blocks of the model. A layer consist of inputs-transformation-output set with various parametrization possibilities (e.g. linear or non-linear regression layer, dropout layer, for those interested: https://keras.io/api/layers/)
- The optimization also has a wide range of parameterization possibilities (what and how we value the goodness of the model).
- The scientific work which has to done before any coding in the system, is to find the proper parameter set(s) to the business problem.

Roadmap

Idea generation, usability research of AI in treasury.

Concept development, tool selection, business case specification.



„Scientific work", functional and technical specification.

Rewrite and redesign of entire sales module of InFoRex.

Development and early bird access to the AI solution.

Questions

Thank you for your attention!