Smart Communications

SMART**DX**™

A Smarter Way to Collaborate in Capital Markets

IHS Markit™

SMART COMMUNICATIONS™

Take the Paper out of Repapering

If you're in Capital Markets, you know the sector was recently rocked by the new Daily Variation Margin (VM) Rule that went into effect in March 2017. Hundreds of firms across the globe scrambled to attain compliance and "repaper" their OTC agreements with existing or new counterparties, then review their business as usual (BAU) process after achieving compliance. For many firms, the exercise was a wake-up call to existing technology gaps. Repapering of credit support annex (CSAs) is notoriously slow when you're manually collaborating over Microsoft Word and email with zero transparency, control or audit tracking of the end-to-end negotiation process.

Be prepared next time regulatory changes impose tight timeframes to make large-scale changes by using SmartDX™ to respond quickly and efficiently.

With SmartDX, you can collaboratively negotiate with counterparties and easily repaper existing agreements. Our integration with IHS Markit's Counterparty Manager and its ISDA Amend service accelerates the process of repapering CSAs. SmartDX and ISDA Amend serve as an end-to-end service to digitize, reconcile, amend and negotiate documentation.

ISDA Amend enables market participants to address non-cleared margin rules with the Self Disclosure and Variation Margin Protocol. SmartDX serves as a flexible solution for managing bilateral amendments. When it's back to business as usual, you can create new CSAs and store executed agreements with the machine readable data in IHS Markit's CounterParty Manager – all cloud-enabled and digital from start to finish.
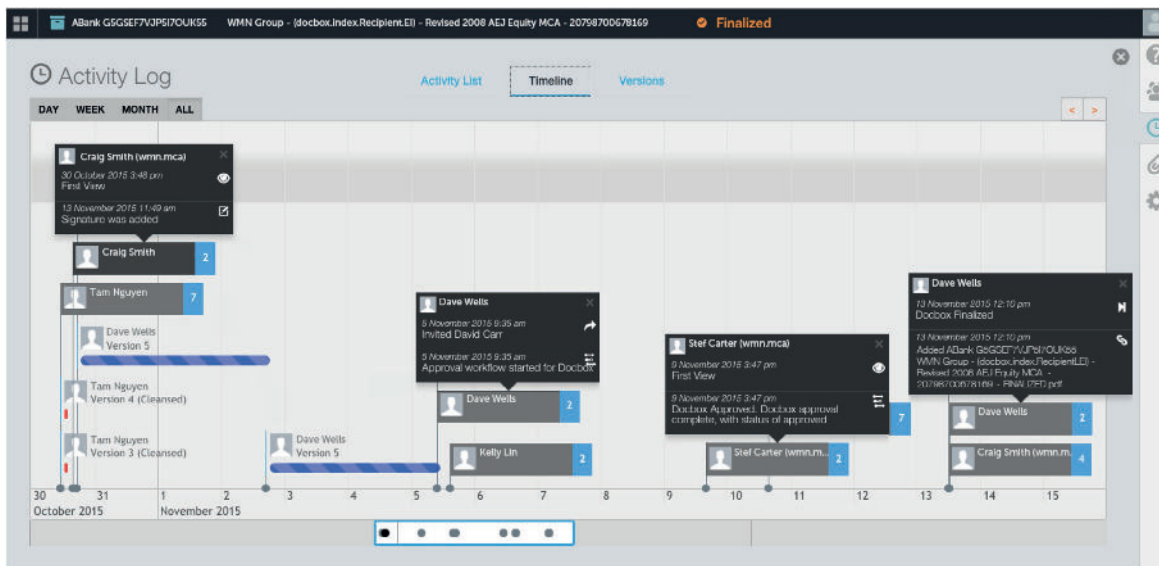
SmartDX timeline of key decisions around the negotiation of Capital Markets documents

SmartDX provides a collaborative web-based negotiation environment for the buy- and sell-side. The solution automates the drafting and processing of the CSA, while maintaining a machine-readable, controllable and audited copy of the document throughout the negotiation process. Executed documentation is stored in Counterparty Manager alongside an accurate record of the data.

SmartDX enables efficiencies in documentation processes - drafting, negotiation, approvals and execution - and introduces control over the end-to-end flow. Most importantly, the documentation and data remain digital throughout the process, enabling downstream systems to consume the data in the documentation without the need for manual intervention.
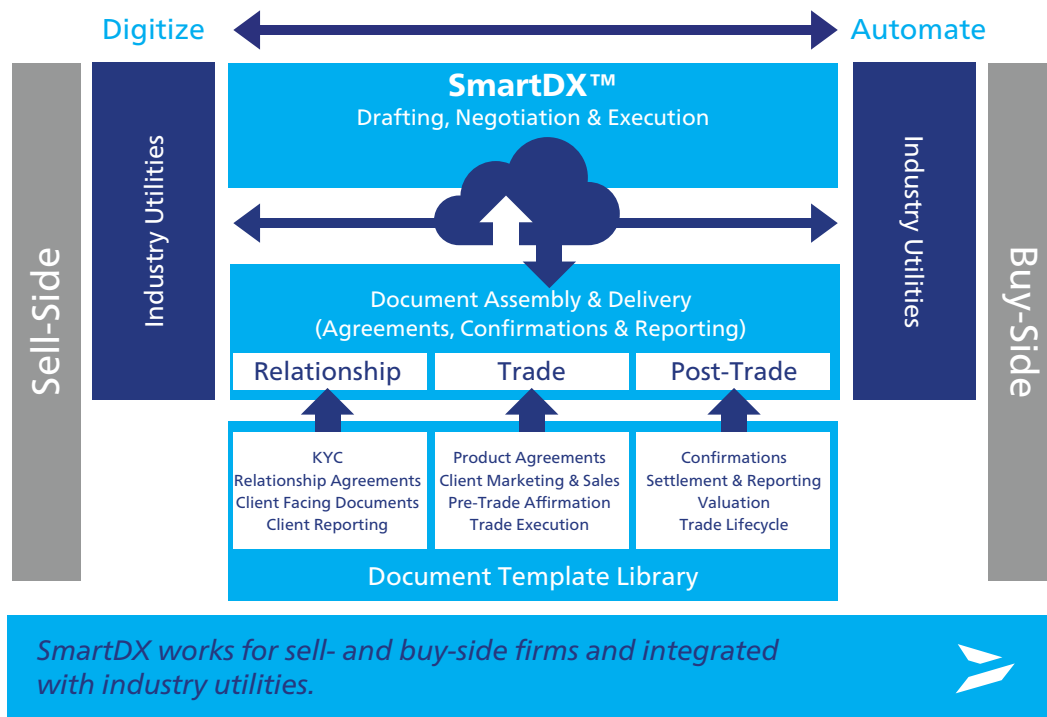
Unique to SmartDX™: Collaborative Negotiation

Make your negotiations more collaborative by using SmartDX™ to bring both parties in direct contact while centralizing the negotiation from start to finish in a secure workplace. Negotiations are conducted centrally in a secure environment called a Docbox. All you need to invite a new user into the Docbox is an email address.

To access the Docbox, the new user will open the email invite and fill in a simple one-page web registration form. All parties then negotiate and edit the document until it's deemed final, at which point a secure PDF is created and the Docbox locks down

so that document execution can take place. The collaborative negotiation process is supported by key capabilities:

- Single-source document control and versioning across all transactions

- Complete transparency in audit for both internal and external parties at the same time, providing increased levels of efficiency for repapering

- Seamless integration with downstream systems, such as industry utilities and collateral systems, allows values from data-driven documents, such as legal terms, to be extracted once negotiation is complete.

Digitize ← → **Automate**

Sell-Side

Industry Utilities

SmartDX™
Drafting, Negotiation & Execution

Document Assembly & Delivery
(Agreements, Confirmations & Reporting)

Relationship	Trade	Post-Trade
KYC Relationship Agreements Client Facing Documents Client Reporting	Product Agreements Client Marketing & Sales Pre-Trade Affirmation Trade Execution	Confirmations Settlement & Reporting Valuation Trade Lifecycle

Document Template Library

Industry Utilities

Buy-Side

SmartDX works for sell- and buy-side firms and integrated with industry utilities.

The SmartDX™ Solution

You've got to have a way to scale the conversation. And that means more than scanning your documents into an OCR reader. You want your documents to be created digitally, shared digitally, and stored digitally. And it takes three things to deliver a solution like that:

Undivided Attention

We're totally committed to becoming the industry standard... and we already are the standard for the G15.

Exceptional Usability

No one does more to simplify collaboration and streamline OTC trading... from relationship to trade to post-trade documentation.

Undivided Attention

To maximize efficiency, our solution is built with a true multi-tenant cloud platform plus hybrid-cloud capabilities.

That's why major investment banks such as Goldman Sachs, Deutsche Bank, and Barclays all rely on Smart Communications™.

Counterparty Manager is a secure document repository which sits at the core of IHS Markit's regulatory ecosystem including kyc.com, tax, credit and legal entity data. It is used by approximately 80 banks, 900 buyside firms and 6,000 corporates. IHS Markit and Smart Communications established its partnership in Q4 2014 to create an electronic service for various derivatives agreements.

Connect with Us

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Smart Communications™ helps the world's largest enterprises simplify their customer and business communications – while making those communications do even more. In 2004, we pioneered the new generation of CCM solutions, and today we're still leading this industry as the only cloud/hybrid-cloud solution in the Gartner leaders' quadrant. Smart Communications customers rely on our team for the undivided attention of the only independent company 100% focused on enterprise CCM. No one does more to simplify template management and put so much control in the hands of the user. That's why more than 300 global brands – many in the world's most highly regulated industries – rely on us to scale the conversation.

Smart Communications is headquartered in London and serves its customers from offices located in North America, Europe, and Asia Pacific. The company offers a range of solutions including SmartCOMM™, SmartDX™, SmartCORR™ for Salesforce and SmartCaaS™ for Partners.