Clearly Better Banking with Vallstein

RBS Transaction Banking Closing Down

RBS recently announced that it will terminate their corporate banking business in 25 countries, including the Netherlands, and other European and Asian countries. This means for clients of RBS that all transaction banking services will be terminated and bank accounts in these countries in principle will have to be closed. This process has to be finalized within the next 2 years. As a result clients will have to migrate to another bank.

Vallstein together with Enigma Consulting are cooperating to help corporates manage these extensive challenges.

About Vallstein

Vallstein is the leading provider of Bank Relationship Management (BRM) **solutions.** The company was founded in the year 2000 following a vision to create a breakthrough in the way corporations manage a core component of their business, the banking landscape. Prime to Vallstein's solutions is the WalletSizing® concept, which provides a fundamental innovation in BRM. Delivered as consulting service and / or software on demand (SaaS), Vallstein´s solutions empower large and medium sized companies to gain full insight, control and compliance to their banking business, resulting in an information lead and significantly improved conditions. Hundreds of corporations use Vallstein's solutions to execute their BRM. Vallstein is recognized for its domain expertise, and is quoted regularly by leading publications like The Economist.

About Enigma

Enigma is a highly specialised consulting firm dedicated to cash management & treasury and working both with banks and corporate clients to optimize the entire payment chain. This involves generic advisory services in domains such as PSD, SEPA 2.0, notional pooling, compliance, operational risk, e-Mandates and more, but also practical hands-on support on implementation and migration projects.

Vallstein and Enigma

Together, our firms can support the full change-process resulting from RBS's decision to terminate its global transaction banking services in many countries. This change process involves typically:

- Impact analysis
- Quantification of associated business / revenue value for the bank(s)
- Assessment of alternatives available (in a some cases this may include other large international banks, in other regional solutions may be more appropriate)
- Assessment of associated further optimization opportunities
- Impact analysis on total current banking wallet if business were to move to other house banks
- Request for Proposal preparation & support on introduction to – and negotiations with substitute bank(s)
- Support on actual Migration & Implementation, including Account Opening, Bank Connectivity, Legal, Treasury Procedures etc.

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