Qucoon
Simpler Future, now

Technology, Strategy & Consulting Services

*10th Floor Tower II,
Churchgate Building,
Churchgate Street, V/Island
LAGOS*

*3rd Floor Suite No. 302,
Riara Corporate Suites,
NAIROBI*

tel: +234 808 672 5347
tel: +254 701 322 345
web: www.qucoon.com
email: info@qucoon.com

21-MAY-2025

Chief Technology Officer,
Union Bank Limited, Lagos Island,
Lagos. Nigeria.

Dear Sir,

Union Bank Trade Solution

TRADE SOLUTION PROPOSAL

TABLE OF CONTENTS

Treasury Systems, Trade Systems Implementations
Proposal

INTRODUCTION

This proposal outlines the design, implementation and deployment of an integrated Trade Services Solution for Union Bank, aimed at automating end-to-end trade workflows, improving straight-through processing (STP), enhancing customer transparency, and ensuring regulatory compliance across key trade products.

Objectives

The goals of the solution are to:

1. Automate core trade operations to reduce manual intervention and exception rates

2. Provide real-time visibility to Relationship Managers (RMs) and customers via a single-view portal

3. Embed regulatory checks (CBN, OFAC, sanctions screening) into workflows

4. Enable seamless integration with NSW/FCUBS, SWIFT, OCR engines and downstream settlement systems

5. Generate actionable reports and notifications at every transaction stage

Products

The Solution will have the following:

Type	Product	Product Code	Product Name
PRODUCT	1	BFC	BILLS FOR COLLECTION
PRODUCT	2	FORMA	FORM A PROCESSING
PRODUCT	3	LOAN	TRADE LOAN PROCESSING
PRODUCT	4	PAAR	PAAR
PRODUCT	5	FORMNXP	FORM NXP
PRODUCT	6	FORMM	FORMM PROCESSING
PRODUCT	7	FXSALES	FOREIGN EXCHANGE
PRODUCT	8	IMPORTLC	IMPORT LETTER OF CREDIT
PRODUCT	9	SHIPPINGDOC	SHIPPING DOCUMENTS

Treasury Systems, Trade Systems Implementations
Proposal

PRODUCT	10	INWCP	INWARD CUSTOMER PAYMENT
PRODUCT	11	DOMOUTAC	DOMICILIARY OUTWARD ACCOUNT

Product Description

Bills for Collection

- Customer/RM lodges collection instructions via portal
- System generates SWIFT MT-4xx messages and routes to the Bills inbox queue
- Automatic reconciliation of proceeds upon receipt; exceptions flagged to queue with failure reason

Form A Processing

- Post-validation on NSW, Form A details (expiry, registration date) flow into portal
- Auto-debit of fees; failure cases enter exception queue
- State changes (validated, queried) trigger email/SMS notifications to RM & customer

Trade Loan Processing

- Capture and straight-through processing of secured/unsecured trade financing requests
- Integration with credit decision engine; multi-level approval workflows
- Automated drawdown and repayment schedules, with alerts for upcoming maturities

PAAR

- PAAR validation on NSW updates portal with consignment number
- Fees debited automatically; state transitions notify stakeholders
- Amendment/cancellation requests handled via liaison-officer queue with auto-notifications

Treasury Systems, Trade Systems Implementations
Proposal

Form NXP

- Similar flow as Form M: portal update upon NSW registration, fee automation, notifications
- Exception management for regulatory holds or data mismatches

Form M Processing

- End-to-end Form M lifecycle (validation, registration, amendment, cancellation)
- Auto-notifications, OCR for uploaded amendment requests, and CBN liaison integration

Foreign Exchange

- Spot, Forward, Swap, NDF and Third-Currency trades via integrated FX blotter
- STP to Calypso or chosen Treasury system; real-time rate feeds from Reuters/Bloomberg
- Limit checks and VAR/PV01 risk controls embedded

Import Letter of Credit

- L/C issuance, amendment, negotiation and settlement workflows
- Auto-generation of MT-7xx messages, documentary compliance checks, integration with shipping docs module

Shipping Documents

- Upload scanned/documents (advanced or negotiated sets) with OCR extraction of key fields
- Courier tracking updates on portal; real-time delivery status (DHL-style experience)

Inward Customer Payment

- STP for inward FCY payments: same-currency postings to matching GLs; third-currency to treasury recircle account

Technology, Strategy & Consulting Services

*10th Floor Tower II,
Churchgate Building,
Churchgate Street, V/Island
LAGOS*

*3rd Floor Suite No. 302,
Riara Corporate Suites,
NAIROBI*

tel: +234 808 672 5347
tel: +254 701 322 345
web: www.qucoon.com
email: info@qucoon.com

- Name-matching thresholds per value bands; exception/return workflows

Domiciliary Outward Account

- Centralized initiation channels (branch, FOP, omniflow) with delegated-mailbox capture via OCR
- Multi-stage approval, SWIFT MT-2xx generation, exception handling for sanctions screening

Resources

The following resources will be deployed for the project:

1) Application architects
2) Software Developers
3) Cloud Solutions Architects
4) SMEs and
5) Business Consultants
6) Quality Assurance Engineers
7) Business Analysts
8) Project Manager

High Level Plan

The high-level plan

1) Two months for the foundation architecture and flagship product(s)
2) Additional product on a weekly basis
3) Four months for the MVP

Deliverables

1) Business Requirements Documentation
2) Project Plan
3) Functional Requirements Documentation
4) Interface Documentation Specification
5) Integration Specification
6) End User Manual
7) Technical Manual
8) Deployment Architecture

Project Management Methodology

Development
Development will be prioritized as indicated in the product roadmap. Each phase will have as many as 5 sprints. The application will be put to use from sprint 1 (Flagship products). Sprint will have one product that works end to end.

Governance
Project Team: The project team will comprise the resources from Qucoon and assigned resources from Union Bank. The team will meet twice a week.
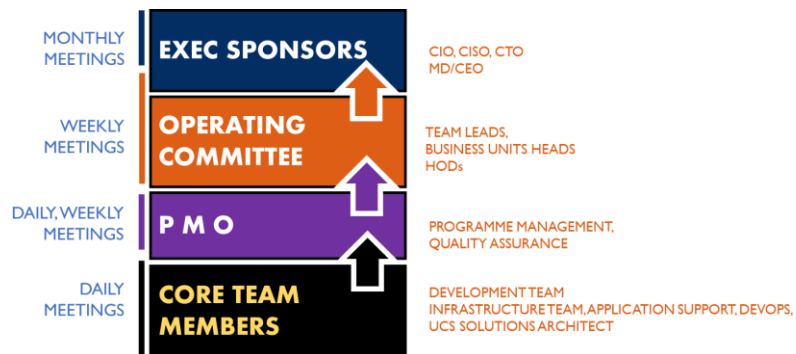
Yours faithfully,

Tomiwa Olu-Ajayi

CONSULTANT
Oluwatomiwa.Olu-Ajayi@qucoon.com
+234 814 593 8130