



2024

Buyers Guide

Consolidate your FX team, workflows, and customers into a single digital platform.

kooltra.com





About us

Kooltra is a worldwide leader in **end-to-end foreign exchange and global payments infrastructure**.

The Kooltra Platform empowers financial institutions with scalable technology that **accelerates revenue growth, reduces operating costs, streamlines compliance, and automates regulatory reporting**.

Kooltra was founded by industry experts with 15+ years experience in FX and trading operations. The platform is supported by an in-house team of world class engineers.

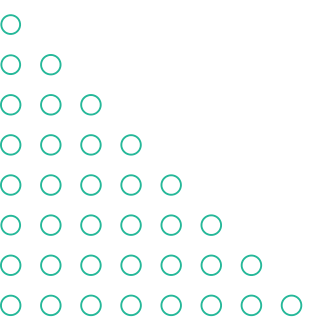
Proudly backed by leading institutional investors:



Our mission is to modernize the FX and international payments industry.

Kooltra supports innovative **money service businesses, fintechs, investment firms, and banks.**

Some of our current clients include:





Benefits at every stage

Kooltra helps your trusted network to modernize their business and incorporate expertise previously only available to global banks.

Our offering is designed to empower startups with enterprise grade solutions, priced to deliver a high ROI at every stage of their business growth. While also empowering large enterprises with the tools needed to increase agility, compete with fintechs, and improve margins with low cost bespoke automation.

Size of Team	Benefit
Startup/Small Desk (1-5 Users)	Your business will be built on a modern platform supported by a technical team and domain experts who truly care about the growth of your business.
Growing (6-10 Users)	Incremental investments in process automation will have a high ROI and will scale with your business. Limit operational and compliance headcount growth as your client base grows.
Enterprise (10+ Users)	Consolidate your team, your manual workflows, and your legacy systems. Optimize your margins and reach your true potential.



Our Products

Our products are designed to be modular applications that you can customize to fully replace, or to simply enhance, your current systems.

The four core modules are:



Operations Core

Core automates and streamlines your workflows across the customer and transaction lifecycle in a single platform.

- ✓ Trade capture & position aggregation
- ✓ Transaction processing
- ✓ Cash management & payments
- ✓ Risk management
- ✓ Counterparty & beneficiary management
- ✓ Confirmations & statements
- ✓ Financial reporting & analytics



Dealer

Dealer integrates your liquidity into the platform and enables you to leverage your rich data in the trading process.

- ✓ RFQ/RFS trade execution
- ✓ Limit/Stop orders
- ✓ Configurable spread management
- ✓ Voice dealer workflows
- ✓ Pre-trade credit & compliance checks
- ✓ Dealer intervention



Comply

Comply enables you to manage your end-to-end compliance workflows.

- ✓ Multi-language onboarding support
- ✓ AML/KYC review process
- ✓ Regulatory reporting
- ✓ Transaction monitoring
- ✓ Case Management



Client Portal

Client Portal provides digital experiences that empower your customers to self-service.

- ✓ Digital client onboarding, updates, renewals
- ✓ RFQ/RFS trade execution
- ✓ Multi-currency wallets
- ✓ Beneficiary management
- ✓ Payments





The Buying Process

This is a high-level overview of the process to evaluate and purchase Kooltra to ensure alignment on requirements, price, and implementation success.



Step One

Initial Discovery

Preliminary requirements gathering and confirmation on mutual alignment.



Step Two

Platform Demo

High-level overview of platform capabilities and discussion around use cases.



Step Three

Initial Pricing Estimate

Prospect to provide initial information required for preliminary price estimate.

Note: This will be a *rough estimate* only to align budget and timeline.



Step Four

Deep Dive Requirements Gathering

Detailed requirements gathering with all applicable internal stakeholders at prospect company (e.g. Traders, Compliance, Ops etc)



Step Five

Solution Design

Kooltra to design and present recommended solution to meet requirements.



Step Six

Acceptance Criteria

Define mutually acceptable acceptance criteria for prospect's entire team. Criteria for successful implementation.



Step Seven

Contracting

Signature of:

- Statement of Work
- Order Form
- Master Subscription Agreement



Step Eight

Implementation Kickoff

Official implementation kickoff for go-live.



Documentation

These are the three core documents that are required to begin implementation including the dependencies, if any.

Document	Purpose	Dependencies
Master Subscription Agreement (MSA)	Master agreement governing all key terms and conditions of the partnership.	-
Order Form	Confirmation of products, users, and any additional services in scope for recurring license fees.	Confirmation of all key information on page 9.
Statement of Work (SOW)	Detailed project plan and one-time pricing for implementation and any subsequent customization or ad hoc integration requests.	Finalized acceptance criteria for implementation.





Pricing Checklist

This is a list of the information we require to provide both preliminary pricing and the final quote & statement of work.

PRELIMINARY PRICING ESTIMATE

- Completed information discovery questionnaire

FINAL QUOTE AND STATEMENT OF WORK (SOW)

- Confirmation of modules in scope - Core, Trader, Comply and/or Client Portal (see page 5 for details)
- Confirmation on final # of users required
- Confirmation of any integration requirements (e.g. 360T, Triana, etc)
- Detailed specs for any net new integration required (or a sample file)



Contact




Questions?

We're here to help.



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