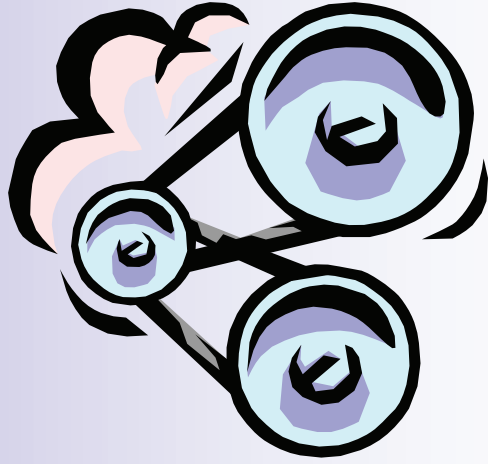


Etude Product Catalogue

 **Etude-Virtuoso**
a beat ahead

Agile and
Flexible



The Power of Simplicity:

Create and Maintain Products in a Common Place

The Product Catalogue Application can be defined as the Etude Kernel Application that provides the structure, mechanisms and facilities to define and maintain a variety of products and services to be sold and distributed by the Financial Institution.

The comprehensive functional coverage of the system is guaranteed by the combination of simple elements (conditions and components), all the possible type of relationships defined by them (dependencies, validations, restrictions) and an extensive range of possible values that the system manages for each type of condition.

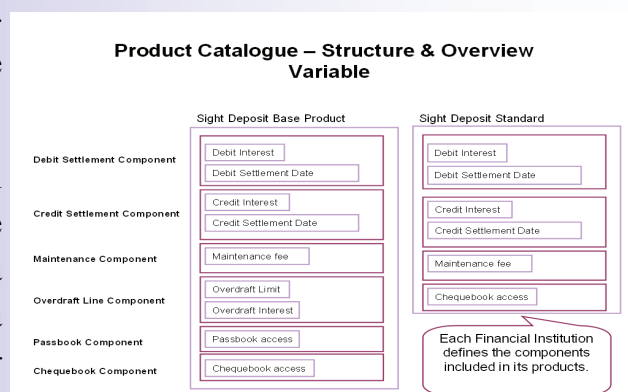
The main features of the Product Catalogue are to:

- Provide an easy procedure for product definition which includes usability principles.
- Provide a common data structure to be managed not only by the Product Catalogue, but by all the Etude Programme applications.
- Provide a mechanism to classify the product to facilitate their selection.
- Provide an extensive set of functional definitions which allows the coverage of any business requirement to be country independent.
- Provide a unique and common place to define the behaviour of the other applications.

To achieve these objectives the Product Catalogue is structured into two very distinct features - **Product Infrastructure** and **Product Builder**.

The Product Infrastructure: manages information common to all the Financial Institutions and provides the basic structure and operation for the Product Builder.

Base Product: An essential concept is the key component of the Product Infrastructure definition: a Base Product. This will be seen as a basic system template, common for all the Financial Institutions which will be used as a base for the Financial Institutions products.



A Base Product is defined as a set of Components. Some of these Components are mandatory and some of them are optional. A product Component is associated to a

The Base Product

business function of the Etude Software. Each Component will be defined as a set of Conditions. These conditions will rule the contract and application behaviour and will limit the negotiation margins of the Financial Institution employees.

The concepts behind the Product Catalogue Infrastructure are simple enough to be understood from a business point of view. The complexity and functional coverage included in this very sophisticated and unique application of Etude were born as the result of a typology of elements, including combinations thereof to develop any number of varied financial products.

The Product Builder: provides mechanisms to define a Financial Institution's products with their unique characteristics and terms, and a search mechanism in order to assure the selection of the right individual product for each individual customer.

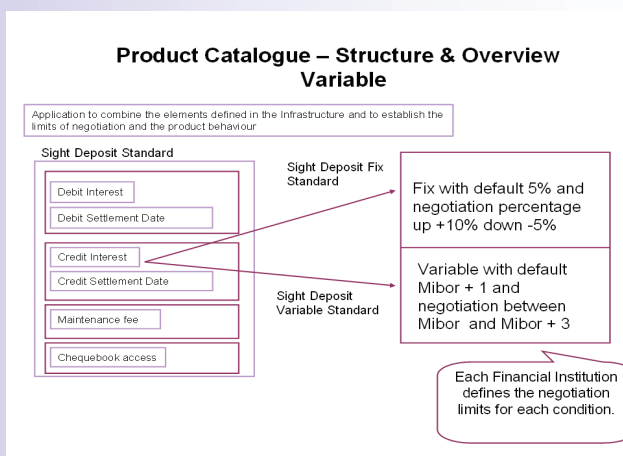
The Product Builder combines elements defined in the Product Infrastructure and establishes the limits of negotiation together with the singular product behaviour giving values to all the Product Conditions. There is a business process for Product definition and another for Product maintenance.

Product Catalogue Builder allows also for the creation of Templates that will help in future products definition and will allow the creation of new products using as a base another existing product.

Product Definition: A Product always inherits all of the mandatory components of its corresponding Base Product. This basic structure could be complemented by adding some of the optional elements that may be defined as mandatory.

When a product is created some characteristics such as profitability, liquidity or risk can be defined to assist the user in the Product selection. It is also possible to define products for special customer segments, groups or to be sold in a predefined branch or area.

When the product construction is complete, it is possible to approve the new Product and determine the activation date. This activation date will depend on the internal business creation process (it could depend on internal/external approval or by the selection of a launch date). Once a new product is activated the Etude system will allow for the creation of contracts based upon it.





About SlaterLabs

SlaterLabs focuses on the design, development and deployment of mission critical application software to financial services organisations worldwide. The SlaterLabs team combines over 500 man years of core banking business and technical experience. The company is 100% dedicated to developing and delivering the first end-to-end core banking system, The Etude Programme, built entirely using the Microsoft Windows platform and Microsoft's .Net. For more information about SlaterLabs, visit www.slaterlabs.com.

About The Etude Programme from SlaterLabs

The Etude Programme is a collaborative programme which aims to deliver a significantly different offering to the financial services sector which is currently faced with the build versus buy dilemma. The Etude Programme will let customers in-house staff lead the integration and implementation phases, with SlaterLabs development team effectively becoming the customer's own support system, providing consultancy, installation support and expertise to provide customers with the best of both the buy and build worlds. For further information about The Etude Programme from SlaterLabs, visit www.slaterlabs.com/etude.html