

# Update at a Glance



BNY MELLON



## BNY Mellon Receives Best Trade Outsourcing Bank Award

For the fourth consecutive year, BNY Mellon Treasury Services ranked as the best trade provider of wholesale trade finance services in *Global Trade Review* magazine's annual Leaders in Trade survey.

The Global Trade Review survey, which included the participation of more than 6,000 global banks, corporates, financial institutions, insurers, brokers and others active in trade finance, highlights achievements across a number of geographic regions and product lines.

"Recognition as the best provider of outsourcing services is an important validation of the role we play as a global leader in the delivery of trade finance-related services to client banks and financial institutions," said Susan Skerritt, global head of business strategy and market solutions for BNY Mellon Treasury Services. "The past four years have been a protracted struggle for all parties involved in trade finance. Throughout this period, we have advocated the manufacturer-distributor model as the best way for banking services providers to meet the challenges confronting supply chain participants. Our support from Global Trade Review survey participants indicates a high level of market acceptance for this approach."

The manufacturer-distributor model is based on the idea of local/global collaboration, with the local bank manager leveraging the global transaction processing capabilities of major providers to suit the specific needs of the local market. Under this model, the global service providers act as the "manufacturers" of transaction banking services, and the local banks play the role of the "distributors" of these services to their local corporate client base.

Complete results of this year's survey appear in the magazine's January, 2013 edition.

[Read the full results of Global Trade Review's annual Leaders in Trade survey.](#)

For more information on the survey results, please call us at  
1 800 424 3004 (Option 2) or e-mail us at  
treasury@bnymellon.com.

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