

# Building a collaborative trade finance network

ODDO BHF is on a mission to scale global trade – and they’re doing it with Finastra Trade Innovation

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*Trade Innovation makes it easy to define workflows at a detailed level. It's simple, logical, and easy to learn – even for those new to trade finance.*

Carina Pullem,  
Head of Letters of Credit and Guarantees, ODDO BHF

## The challenge

ODDO BHF needed to replace an aging trade finance platform that was nearing end-of-life and lacked the flexibility to support future growth. The bank sought a solution that could match their existing functionality while enabling greater scalability, automation, and readiness for upcoming regulatory changes such as MLETR. The stakes were high: the new platforms had to support greater and secure interoperability between tools, paperless trade corridors in the future, and scalable international trade operations – fast.

“We needed a stable backbone to support growth and prepare for paperless trade corridors. But above all, we needed to go live quickly.” – Carina Pullem, Head of Letters of Credit and Guarantees, ODDO BHF

## The solution

Trade Innovation stood out for its advanced API integrations, flexible workflow configuration, and intuitive design, supporting fast onboarding and ease of use, even for those without a trade finance background, and lastly better adapt to change.

### Key improvements included:

- Automated generation of postings, payments, letters, and SWIFT messages
- Custom alerts and automated processing workflows
- Streamlined collaboration across departments and faster customer response times
- Compliance automation and electronic document integration

## The result

A scalable, secure foundation that simplifies compliance, and reduces risk – while supporting paperless trade and reducing the global trade finance gap.

**<12 months**to go live with **core functionality****500+**  
**correspondent**  
banks supported **globally****100% manual**  
**document**checks targeted for automation  
in **next phase**

## Award winner



Global Finance - Best Trade Finance  
Providers 2025

Best Trade Finance Provider - Non-Bank

*Finastra Trade Innovation is powering  
28% of daily trade finance processes,  
trusted by over 200 banks worldwide*

**INNOVATING  
FINANCE  
TOGETHER**