

What Users Say

Launched in early 2008, salsa.a has clients across the Corporate, Public Sector and Bank segments in Germany, Finland and many other European markets.

The powerful functionality, low monthly cost and user friendliness of salsa.a provide significant benefits from day 1. Here is what our clients say:

City F

The initial free trial of salsa.a allowed the administration to make an accurate assessment of the software. Following this we undertook a testing phase during which we found it quick to get oriented and easy to use. Investment in technical infrastructure was not necessary.

In the course of using the product we were able to reduce out interest expense through forward planning and a program of optimising our debt portfolio. The extensive reporting capabilities help us in the presentation of the debt within the government and in the negotiation of new loans or rescheduling existing loans.

City D

The decisive criterion in our choice of software was the ability to manage not only loans but also derivatives. The availability of current market information at a reasonable cost was also important.

salsa.a has met these requirements and helped us move beyond our previous Excel based solution; receive full information on all instruments and to present opinions without bank support. The costs are transparent and manageable. Alternative solutions would have produced substantially higher workloads.

Company

As a midsized company with brisk export activity, we must not only manage and monitor our credit but are also interested in our commercial transactions in different currencies and hedging against major price fluctuations. Previously we lacked the basis for this in terms of market focused information and methodological skills.

With the help of salsa.a we could introduce a company risk policy, discuss this with the bank and advise them of our wishes. The salsa.a platform now allows us to understand our circumstances, the Bank's proposals and gives the ability to identify problems and plan. The scenario planning and opportunity to present this quickly and easily make salsa.a an ideal tool for our company.

Bank

Our customers are demanding better advice and more transparency in derivative instruments which they want to use for risk management. Classical risk information and documentation, including term sheet, brings only limited clarity and covers only the legal component. The customer service representative of the bank is now required to deliver more in order to increase product understanding. Only if this succeeds will the customer use the tool.

With sals.a we have found a platform that allows the customer to combine already existing tools with proposed solutions from us for the first time, without complications. Both an individual customer's situation (interest rate, currency hedging or optimising investments) and standard starting positions (such as hedging for exporters) can be accommodated. The customer service representative can send solutions at the press of a button so they can be tracked by the customer, on their own PC, immediately.

The customer can also create self-evaluations and scenario analysis to compare to standard cases and identify possibly overlooked optimisation opportunities.

Through sals.a we have achieved an acceleration in sales and a new dimension in presenting client benefits in a transparent manner.

Every financial decision is founded on uncertainty

Not any more – now you are in control!

sals.a is ushering in a new era of risk management. The world's premier solution featuring outstanding value for financial management, live market data and unparalleled user-friendliness.

Managing financial transactions is now as easy as sending an e-mail.

The screenshot shows the sals.a web application interface. At the top, it says "Welcome John Doe, 16 Sep 2009" and includes navigation links for Settings, User manager, Networking, and Market data. Below this are three main sections: "1. Add deals" with an "Add..." button, "2. Choose topic" with buttons for Interest Rate, Fx, and Commodity, and "3. View report" with a "Report" button. The main content area displays a table titled "My portfolios" for "Nominal Balance (CHF; 1 Jan 2009 - 31 Dec 2015)". The table has columns for "Nominal Balance", "Interest payments", "Coupon Rate", and "Nominal Balance". The data is organized into sections: "Funding" (with subtotals) and "Derivatives" (with subtotals). A "Totals" row is at the bottom. An "Export this view to Excel" button is visible at the bottom left of the table area.

	1 Jan 2009 - 31 Dec 2009	1 Jan 2010 - 31 Dec 2010	1 Jan 2011 - 31 Dec 2011	1 Jan 2012 - 31 Dec 2012
Funding				
Subtotal	-31 102 600.00	-31 102 600.00	-31 102 600.00	-31 102 600.00
F Floating Rate Loan 5Y : EUR	-1 517 200.00	-1 517 200.00	-1 517 200.00	-1 517 200.00
F Loan 1 : EUR	-14 413 400.00	-14 413 400.00	-14 413 400.00	-14 413 400.00
F Loan 2 : EUR	-15 172 000.00	-15 172 000.00	-15 172 000.00	-15 172 000.00
Derivatives				
Subtotal	0.00	0.00	0.00	0.00
D Floating Rate Loan 5Y(IRS hedge) : EUR/EUR	0.00	0.00	0.00	0.00
Totals	-31 102 600.00	-31 102 600.00	-31 102 600.00	-31 102 600.00

To learn more about sals.a please contact us at the details below or visit us at

www.kfpsalsa.com