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## **JPMorgan Treasury Services Enlists TradeCard for Financial Supply Chain Management**

JPMorgan Treasury Services, a unit of JPMorgan Chase, has opted to embed the TradeCard financial supply chain technology platform into its branded suite of trade services. The company offers this suite to corporate and financial institution clients. JPMorgan's customers in the Americas, Europe, and Asia will now have access to the hosted trade document management and settlement service.

Many international Financial Institutions (FIs) have been wrestling with how best to integrate their slate of trade, financing, and payments services into their customers' supply chain processes. Some, including ABNAMRO and U.S. Bank, have successfully built and delivered their own system to supply financial products just in time, to their target customer bases. Others are in the thick of custom development or are still in the process of deciding whether to build or buy. A few still think that loose partnerships with many different market players will be enough.

TradeCard has established a viable, working network for global trade management and settlement; its customers give it high marks for efficiency of process and visibility into the financial events surrounding trade. The history of custom development looms large in FIs, and many are loathe to trust a third-party firm when it comes to core products and services offered. Yet, time to market is a driver that's hard to ignore. JPMorgan's move here has opened up a window—and a few competitive eyes—and lets some fresh air into the rarified world of corporate banking. AMR Research believes FIs should actively investigate third-party products, like TradeCard, as a way to broaden their portfolio and, ultimately, better serve their customers with their richest set of products available.

**--John Hagerty**

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