

Treasury Strategies Quarterly Technology Briefing

July 23, 2013

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**Treasury
Strategies.**

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Agenda



Current Industry Highlights

What Our Clients Are Saying

The Game Changers

The Journey To 3.0

Getting To The Finish Line





Current Industry Highlights



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The BIG Issues



- ✧ **Consolidation**
- ✧ **Convergence**
- ✧ **Emergence of Big Data**
- ✧ **Regulatory Change**





The BIG Issues



✧ Vendor Consolidation

- Fewer options
- Continued movement
- New players

✧ Convergence

- Cash and risk
- Technical environments
- Unified communications





The BIG Issues



✧ Emergence of Big Data

- Huge uptick in amount of data
- Improved ability to harness it quickly

✧ Regulatory Change

- Dodd-Frank
- SEPA
- Proposed MMF changes
- Accounting standards





What Treasury Strategies' Clients Are Saying



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What Treasury Strategies' Clients Are Saying:
**Are Treasury Workstations
A Thing of the Past?**



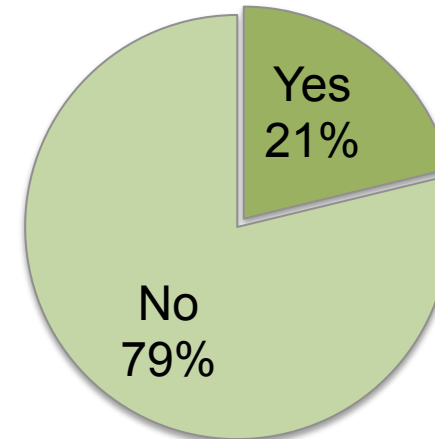
“... it's an older term ... rather than the broader technology requirements we now have.”

“The objective is to create a Treasury hub.”

“I believe that [systems] need to continue to evolve ...”

“... spreadsheets become too cumbersome ... reactive rather than pro-active ...”

TWS Thing of the Past?



“... if you consider it to be a **cash management** system, a **debt** management system, an **FX** management system and a **risk** management system, then the answer is a definite **NO** ...”

Source: Treasury Strategies LinkedIn Poll, July 2013



What Treasury Strategies' Clients Are Saying

Technology Impact on Corporate Treasurer Role



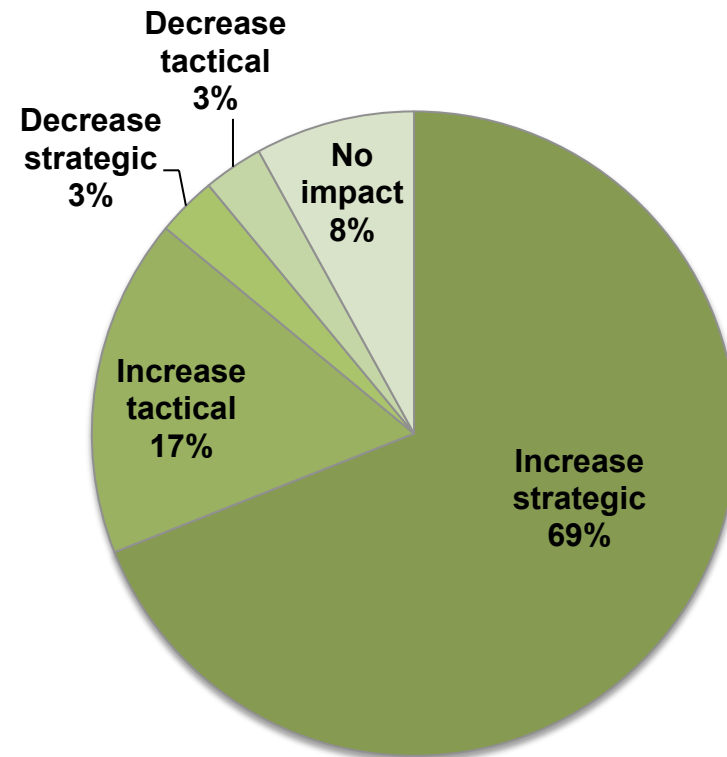
“... technology increases **BOTH** strategic AND tactical responsibility.”

“... improvements in managing information ... allows the treasurer to **spend more time thinking** and less doing.”

“Strategy and tactics **must work in tandem** ...”

“Treasury needs to allow for **ongoing technology investments** rather than looking at it every 5-10 years ...”

How will technology impact the treasurer role?



Source: Treasury Strategies LinkedIn Poll, June 2013



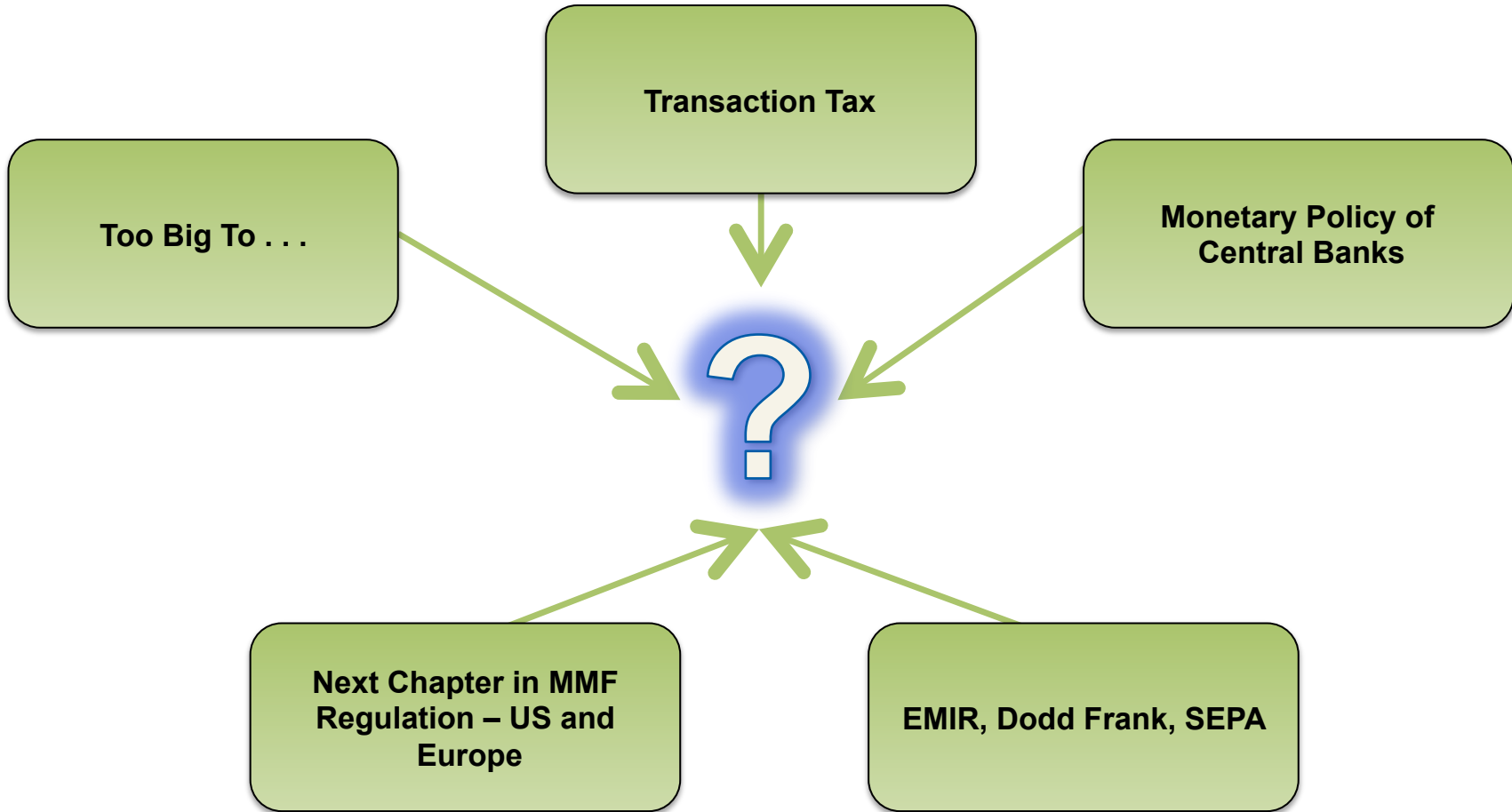
Technology & Regulation



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Potential Game Changers





Technology and Regulatory Change



Direct impact on:

- Organization
- Policies
- Procedures
- Precision
- Timelines





Dodd-Frank & EMIR Impact on Derivatives



Implementation of Dodd-Frank and European Market Infrastructure Regulation (EMIR) will create specific technology needs, even for end-users.

1. Hedge analytics
2. Deal management and valuation
3. Compliance and counterparty reporting
4. Portfolio reconciliation
5. Confirmation/matching





Technology and Regulatory Change
Money Market Fund Impact



If adopted, a Variable Net Asset Value (VNAV) Money Market Fund dramatically changes the technology requirement for support of this investment instrument.





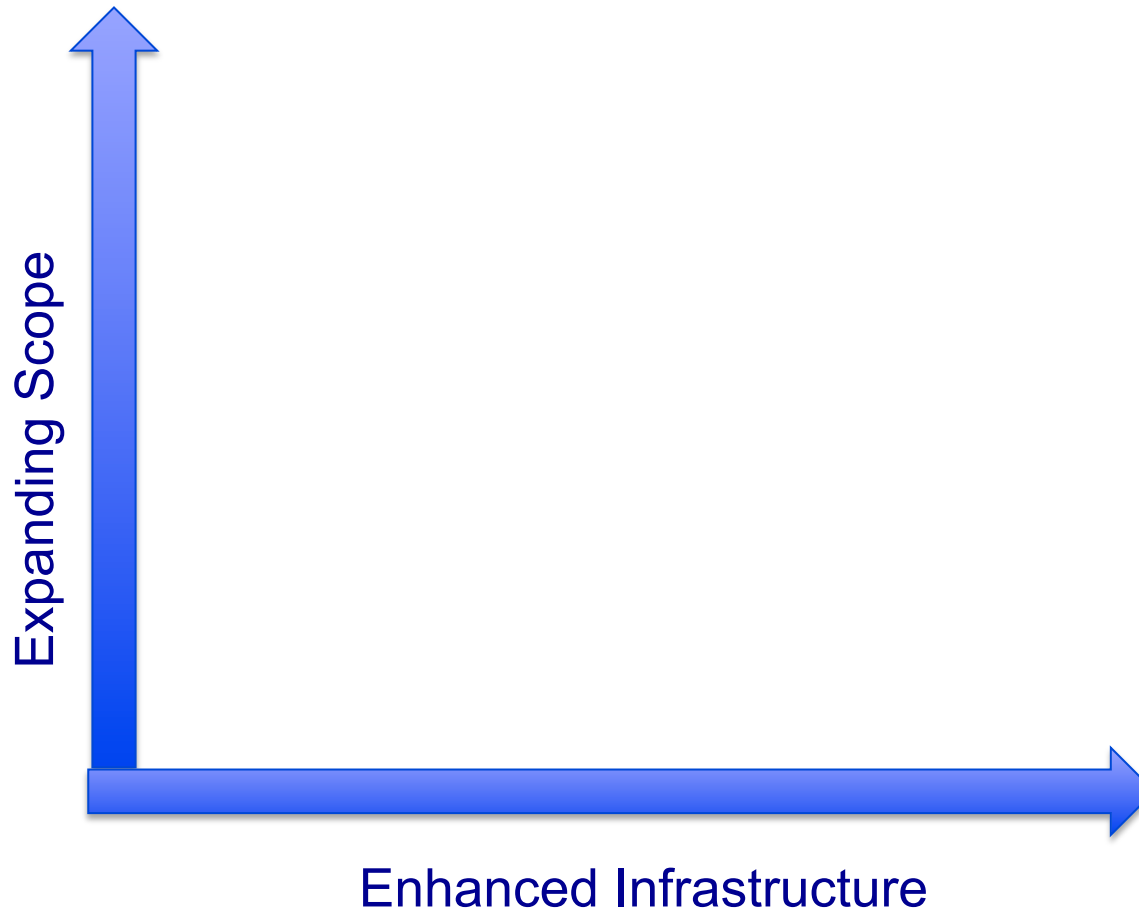
The Journey to 3.0



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The Journey to 3.0





Getting to the Finish Line



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Getting To The Finish Line



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Treasury Strategies' Advice to Clients



- **Be prepared for change in treasury technology vendor space**
- **Define your treasury needs strategically**
- **Stay ahead of regulatory changes**
- **Focus on comprehensive design in TMS implementation**
- **Conduct thorough testing**





Questions



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LinkedIn Groups*

Treasury Technology Group on LinkedIn [http://
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About Treasury Strategies, Inc.



Who We Are

Treasury Strategies, Inc. is the leading treasury consulting firm working with corporations and financial services providers. Our experience and thought leadership in treasury management, working capital management, liquidity and payments, combined with our comprehensive view of the market, rewards you with a unique perspective, unparalleled insights and actionable solutions.

What We Do

Corporations

We help you maximize worldwide treasury performance and navigate regulatory and payment system changes through a focus on best practices, technology, liquidity and controls.

Treasury Technology

We provide guidance through every step of the technology process – which includes creating a roadmap, selection, implementation and optimization. Our expert approach will uncover opportunities to optimize the value of your treasury through fully integrated technology solutions.

Financial Services

Our experience, analytic approach and benchmarks provide unique consulting solutions to help you strengthen and grow your business.

Locations


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Accreditations



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Treasury Strategies Treasury Technology Practice



Our expertise in treasury best practices, knowledge of technology solutions and unbiased viewpoint provide our clients with an experienced team to guide them through the technology maze.

Clients

- Corporations
- Not-for-Profit Organizations
- Public Sector Organizations
- Technology Vendors



Solutions for Treasury Departments

- Pre-implementation Best Practices Review
- Process Review & Re-engineering
- Gap Analysis with Current Technology
- Corporate SWIFT Connectivity
- Technology Selection
- Technology Implementation and Optimization
- Strategic Roadmap

Solutions for Technology Vendors

- Implementation Resource Partnering
- Functionality Enhancement
- Business Strategy

