

# Treasury Strategies Quarterly Technology Briefing

October 22, 2013

## Presented By

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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

- Consolidation in old guard
- New entrants to the treasury technology market
- Functional innovation

## ✧ Convergence

- Desktop to mobile to apps
- Installed to cloud





# The BIG Issues



## ✧ Emergence of Big Data

- What does it really mean?
- How can Treasury use it?

## ✧ Regulatory Change

- EMIR & Dodd-Frank
- SEPA
- FATCA
- MMF
- Basel 3





# What Treasury Strategies' Clients Are Saying



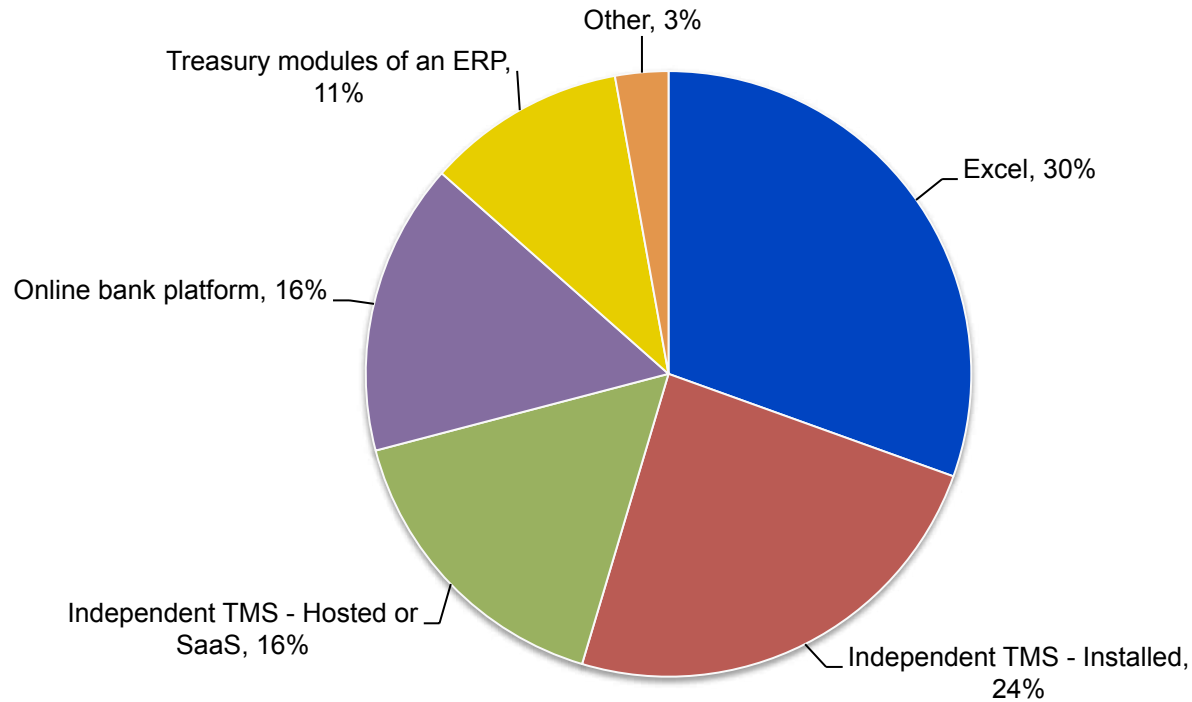
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What Treasury Strategies' Clients Are Saying:  
**Primary Technology Tools for Treasury**



**What is the primary technology tool used in your Treasury operation?**



Source: Treasury Strategies LinkedIn Poll, Oct 2013







# What Treasury Strategies' Clients Are Saying: Top Reasons for Selection



Reason for Selection	Treasury module of an ERP	Independent TMS Hosted or SaaS	Independent TMS Installed	Online bank platform	Excel
IT influence	<b>60%</b>	4%	15%	5%	2%
Best match functionally	<b>47%</b>	<b>70%</b>	<b>88%</b>	50%	9%
Best match for bank integration	20%	13%	12%	36%	7%
Fit within budget	7%	22%	21%	<b>36%</b>	<b>51%</b>
Minimized IT dependency	0%	<b>43%</b>	6%	32%	16%
Minimal implementation effort	0%	4%	0%	32%	<b>51%</b>
Other	7%	0%	3%	0%	7%

“We quickly realized there is no perfect system, but our choice represents the best fit for our budget and automated many manual processes”

“We chose SAP Treasury because we already owned the modules as part of our overall license.”

Source: Treasury Strategies LinkedIn Poll, Oct 2013





## What Treasury Strategies' Clients Are Saying Satisfaction Levels



Primary Treasury Tool	1 - Not Satisfied	2	3	4	5	6	7 - Extremely Satisfied
Excel	21%	24%	24%	12%	12%	5%	2%
Independent TMS - Hosted or SaaS	9%	4%	9%	4%	39%	17%	17%
Independent TMS - Installed	3%	6%	18%	18%	32%	18%	6%
Online bank platform	0%	0%	18%	23%	32%	18%	9%
Treasury module of an ERP	0%	7%	7%	14%	14%	43%	14%

“Our solution feels dated and doesn’t get the innovation in product development that other products offer”

“We got a great fit to our functional requirements, so we are extremely satisfied”

“We use the ERP treasury module - the integration with the rest of the business is a big plus”

Source: Treasury Strategies LinkedIn Poll, Oct 2013



# Technology & Big Data



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# What is Big Data?

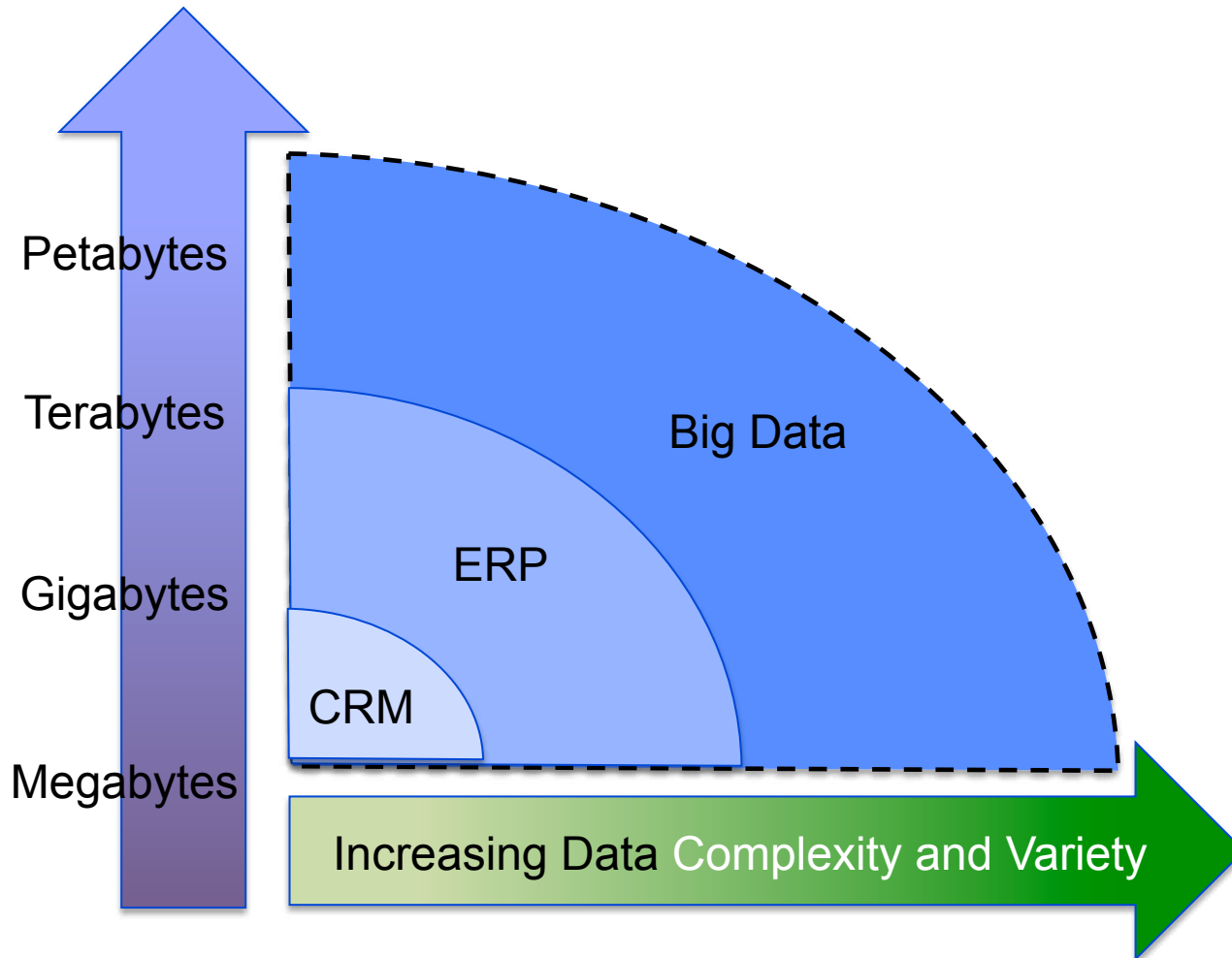




# Another Way of Looking at It



Big Data = Transactions + Interactions + Observations





## How Treasury Can Benefit



Improved  
cash  
forecasts

FX  
exposure  
capture

Analytics  
for variance  
on positions





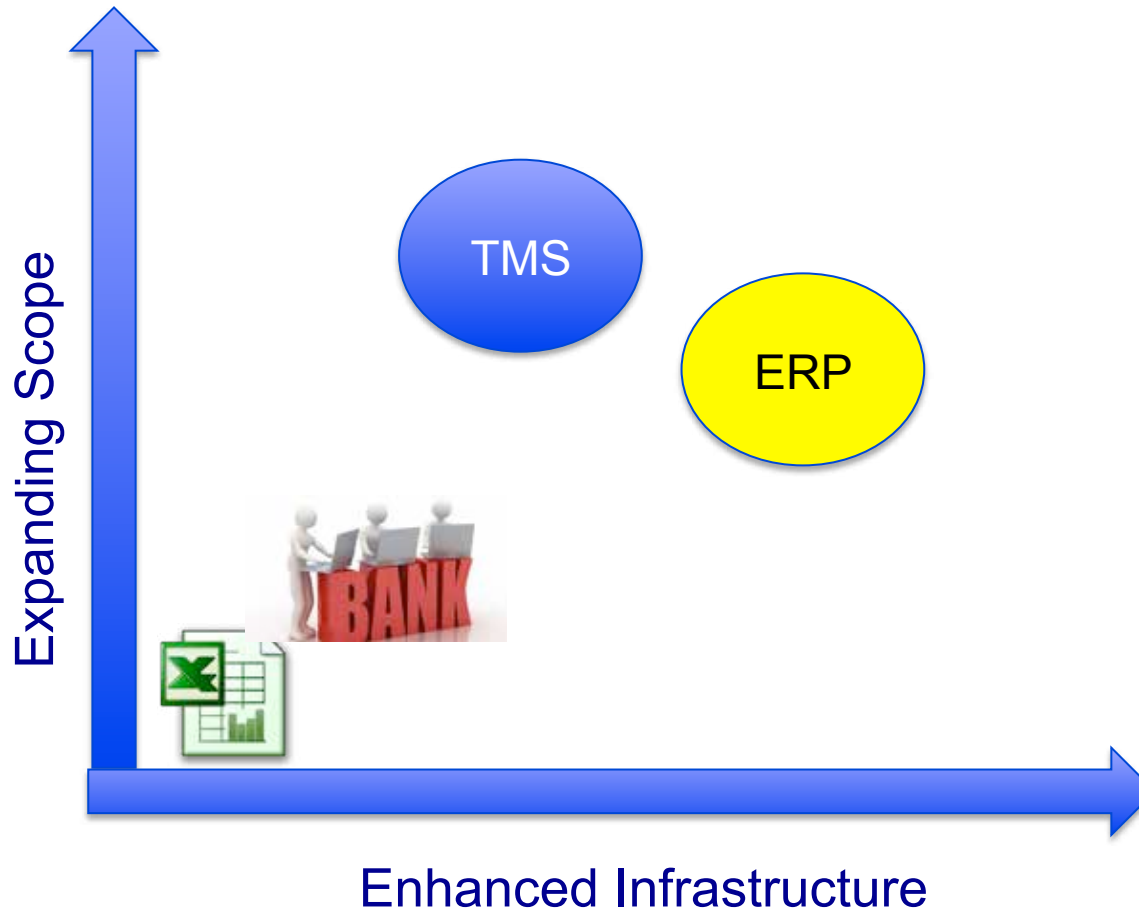
# The Journey to 3.0



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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



- **Assume change in vendor landscape will be constant**
- **Evaluate your technology to be sure it meets your needs**
- **Be thinking about how to move from operational mode to increased analytic capabilities**
- **Vision and comprehensive design is critical to reaching your goals and improving satisfaction**

*Disclaimer:*

*Treasury Strategies' recommendations are situation-specific and based upon careful, individual analysis. The advice cited above may or may not be appropriate for your specific situation.*





## Questions



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***Please join us at the AFP next week in Las Vegas***

Laurie McCulley will be speaking on  
Counterparty Risk Monitoring and Mitigation

**Monday, October 28 4 – 5 pm**

Mike Gallanis will be speaking on Integrating  
Liquidity-Based Forecasting and the Capital  
Budget Forecast

**Tuesday, October 29 2-3 pm**

Download a copy of our whitepaper on Treasury  
System Implementations: When Success is the  
Only Option

[www.TreasuryStrategies.com](http://www.TreasuryStrategies.com)





# 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


Chicago • London • New York

## 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

