TMS TOOLKIT SERIES:

BUILDING THE BUSINESS CASE

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WHAT.
Identifying major shifts in the technology environment and how treasury can make the case to their organization.

WHEN.
Tuesday, August 20, 2019
11:00 AM – 12:00 PM EST

WHERE.
Live online presentation.
Replays at StrategicTreasurer.com

Strategic Treasurer
Consultants in Treasury

GTREASURY

This presentation is provided by Strategic Treasurer and GTreasury.

SPEAKERS.

GET TO KNOW YOUR SUBJECT MATTER EXPERTS.

CRAIG JEFFERY, CCM, FLMI

Craig Jeffery formed Strategic Treasurer LLC in 2004 to provide corporate, educational, and government entities direct access to comprehensive and current assistance with their treasury and financial process needs.

His 30+ years of financial and treasury experience as a practitioner and as a consultant have uniquely qualified him to help organizations craft realistic goals and achieve significant benefits quickly.
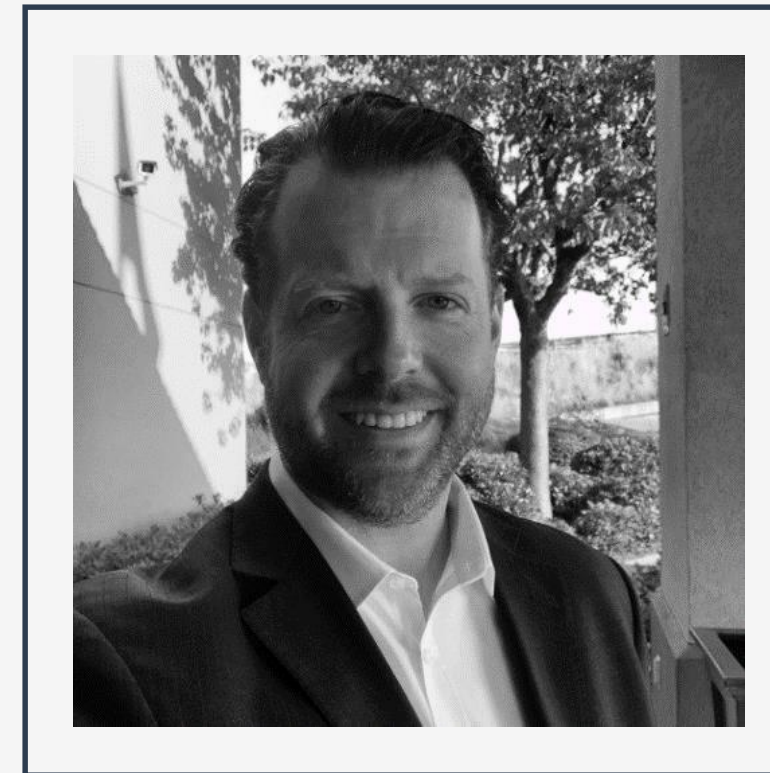
ERIC REYHLE

Eric Reyhle is Vice President of Business Development at GTreasury and has been welcoming new partners into the GTreasury family since 2012.

Prior to joining GTreasury, Eric had driven enterprise technology sales within financial services for over 15 years, directing sales activities for Financial Market Data Vendors and Enterprise Data Management providers. He is based in Denver and manages the Western region of North America at GTreasury.

TOPICS OF DISCUSSION.

BUILDING THE BUSINESS CASE

TREASURY ENVIRONMENT

- Treasury requirements must be understood in light of the environment
- Simplify the workflow and look for efficiency

COMPETING PRIORITIES

- Laying out the financial and business case as treasury competes for mindshare and money

THE TECH STACK

- Focusing on investing in environments of increasing value, not ongoing obsolescence

- Leveraging a digital backbone

CREDIBLE ROI

- Creating reasonable assumptions and appropriate measure to show the value expected

APPLICATION & WRAP-UP

KEY CONSIDERATIONS AND 7 STEPS MOVING FORWARD

CALIBRATE YOUR THINKING.

CHANGES ELEVATE THE LEVEL OF RISK & CREATE OPPORTUNITIES

What is changing and how severe is this change?

What do we need to know in order to properly prioritize our thinking about the environment of change in the context of our treasury technology plans and investments?
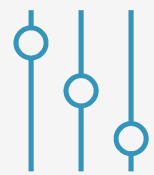
AN ENVIRONMENT OF DRAMATIC TECHNOLOGICAL SHIFTS

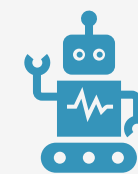**AN ENVIRONMENT OF EXPANDED RESPONSIBILITIES AND INCREASED RISK**

AN ENVIRONMENT OF INCREASED REGULATIONS AND EXPECTATIONS

TECHNOLOGICAL SHIFTS.

IDENTIFY & UNDERSTAND THE REASON FOR THEM.

EXPANSION OF COMPUTING POWER

ADOPTION OF CLOUD SERVICES

EXPLOSION OF DATA

METHODS OF CONNECTING

ROBOTIC PROCESS AUTOMATION (RPA), MACHINE LEARNING (ML)

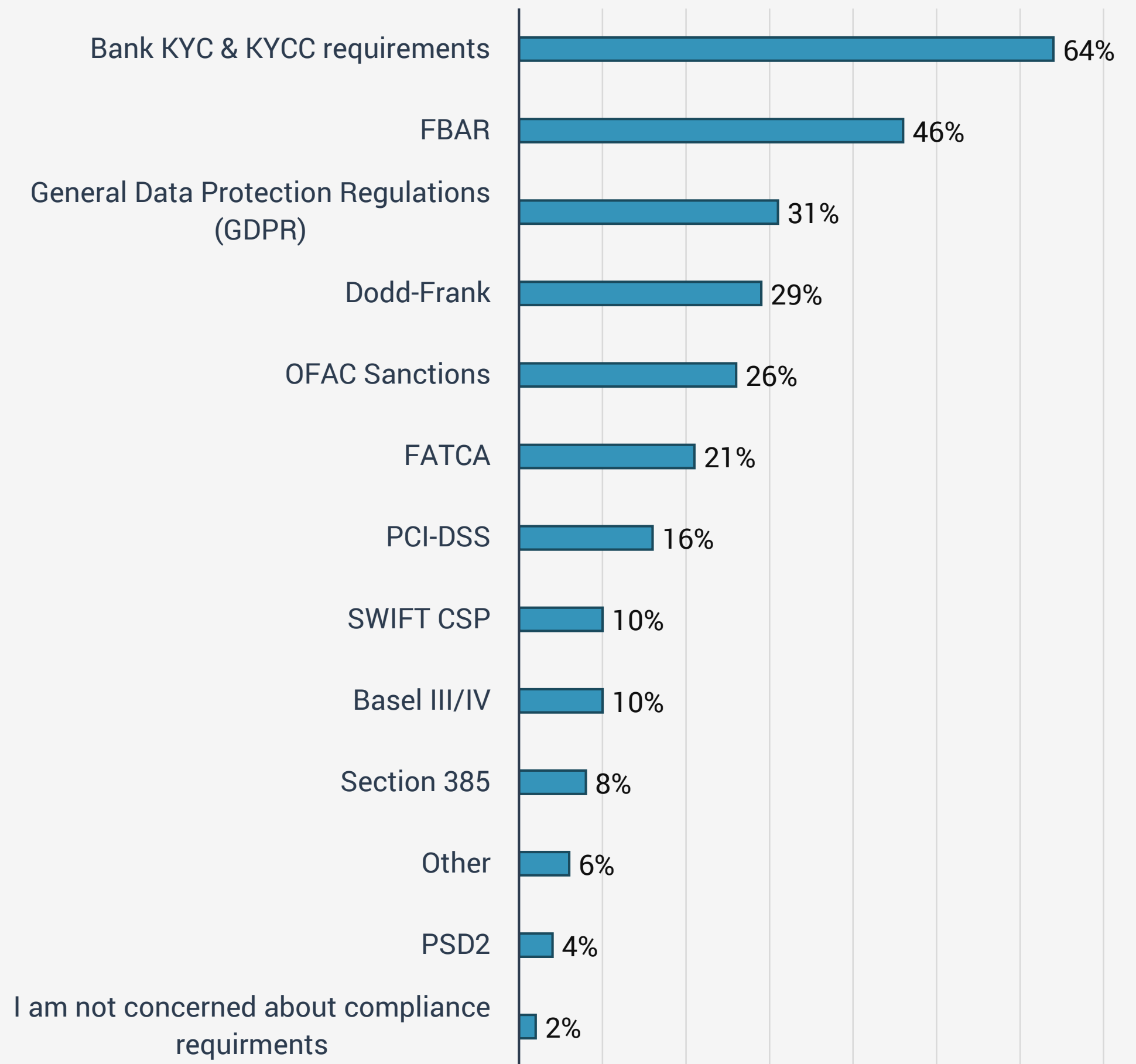ANALYTICS, BIG DATA & BUSINESS INTELLIGENCE (BI)
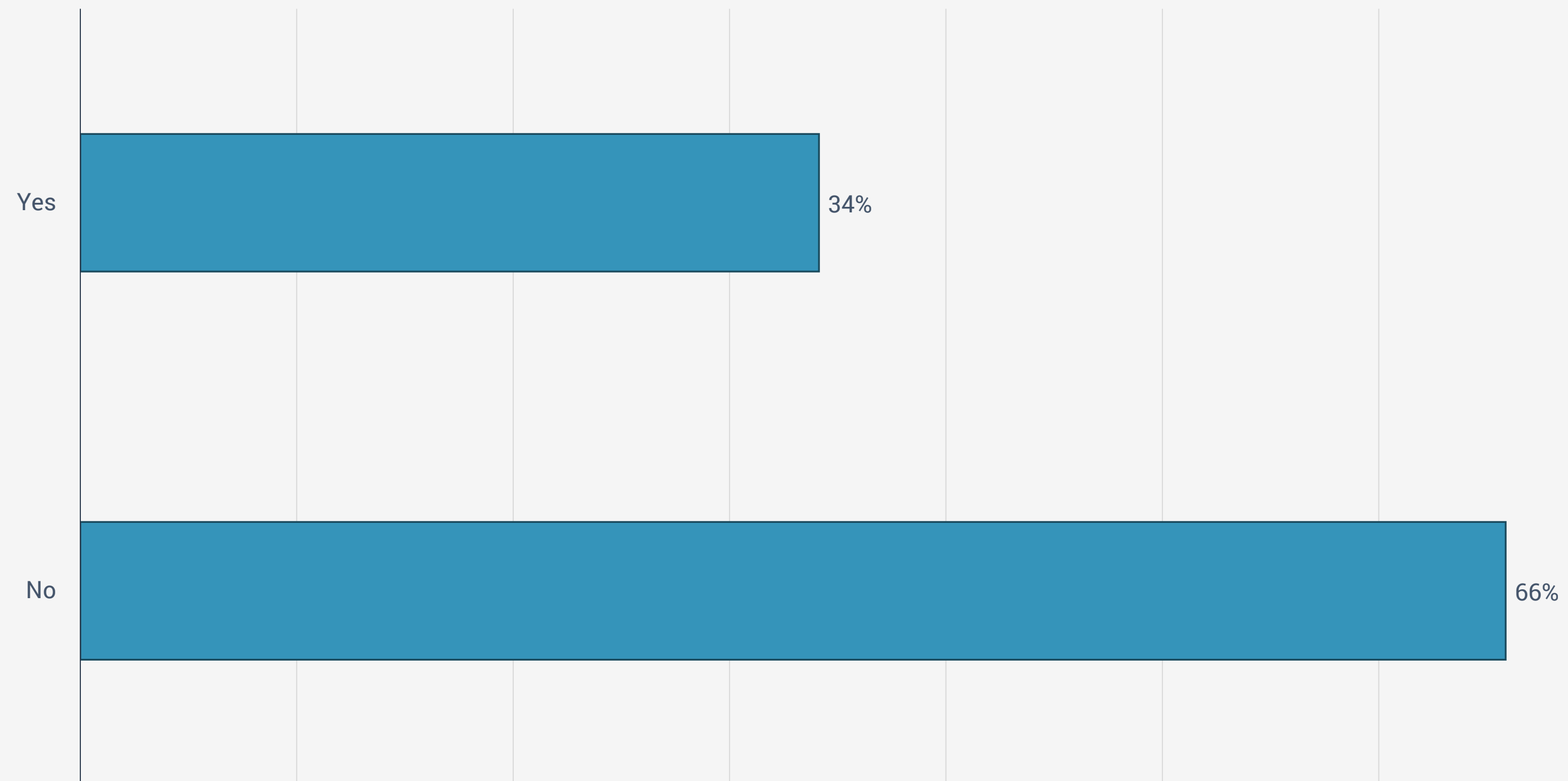
ATTACKS

INCREASED REGULATIONS & EXPECTATIONS.

THE LIST IS LONG

The environment has changed dramatically and continues to add responsibilities onto treasury.

Treasury must respond properly. It has to be handled with a clear plan, proper use and balance of technology and outsources so your team is not overly absorbed in the new and growing set of regulations.

Please select the TOP THREE compliance requirements / regulations you are most concerned about.

Regulation	%
Bank KYC & KYCC requirements	64%
FBAR	46%
General Data Protection Regulations (GDPR)	31%
Dodd-Frank	29%
OFAC Sanctions	26%
FATCA	21%
PCI-DSS	16%
SWIFT CSP	10%
Basel III/IV	10%
Section 385	8%
Other	6%
PSD2	4%
I am not concerned about compliance requirments	2%

Data Source: 2018 Treasury Compliance Survey

COMPETING FOR MINDSHARE & MONEY.

A LARGE ROI IS NOT ENOUGH

SOCIALIZING EARLY

- Consider the human and political aspects of funding

BUSINESS CASE COMPONENTS

- Strategic Fit and Impact
- Financial
  - Hard Dollar
  - Flexible Measurements
  - Soft Savings
- Tracking/ Communicating

ONGOING MESSAGING

- Track record of success
- Letting others know

CONSIDER THE TECHNOLOGY STACK.

OBSOLESCENCE OR APPRECIATING?

ON-PREMISE

The majority of on-premises systems begin to 'depreciate' from an organizational value almost as soon as the contract is signed. Only the most consistently diligent of organizations can reverse this trend.

» Shrinking Use   » Upgrade Neglect

CLOUD

Most cloud systems for finance and treasury are built in such a way that organizational value will increase for the majority of organizations that are remotely attentive.

» Growing Capability   » Continual Upgrades   » Staffing

CREATING A CREDIBLE ROI.

MYTH:

Most ROI calculations is borne out when we see there is no ROI performed on ROI analysis.

REALITY:

To create a credible ROI, reasonable assumptions must be made and appropriate measures must be taken.

HARD DOLLAR MEASURABLE

- Replacing costs
- Capital/cash access
- Different cost structure

FLEXIBLE MEASUREMENTS

- Identifying a portion of the value
- Valuing the arbitrage of activity

SOFT SAVINGS

- Identifying items that are harder to measure
- Recognizing items that resonate but are not financial measurements

TRACKING AND REPORTING

- A rare activity

EFFECTIVE ROI EVALUATIONS

KEY APPROACHES

QUANTITATIVE ROI CONSIDERATIONS

- System maintenance & hardware costs
- Connectivity & data transformation costs
- Data charges & data cleansing charges
- Staff time savings
- Capital usage and efficiency gains
- Reduced fees and charges for transactions
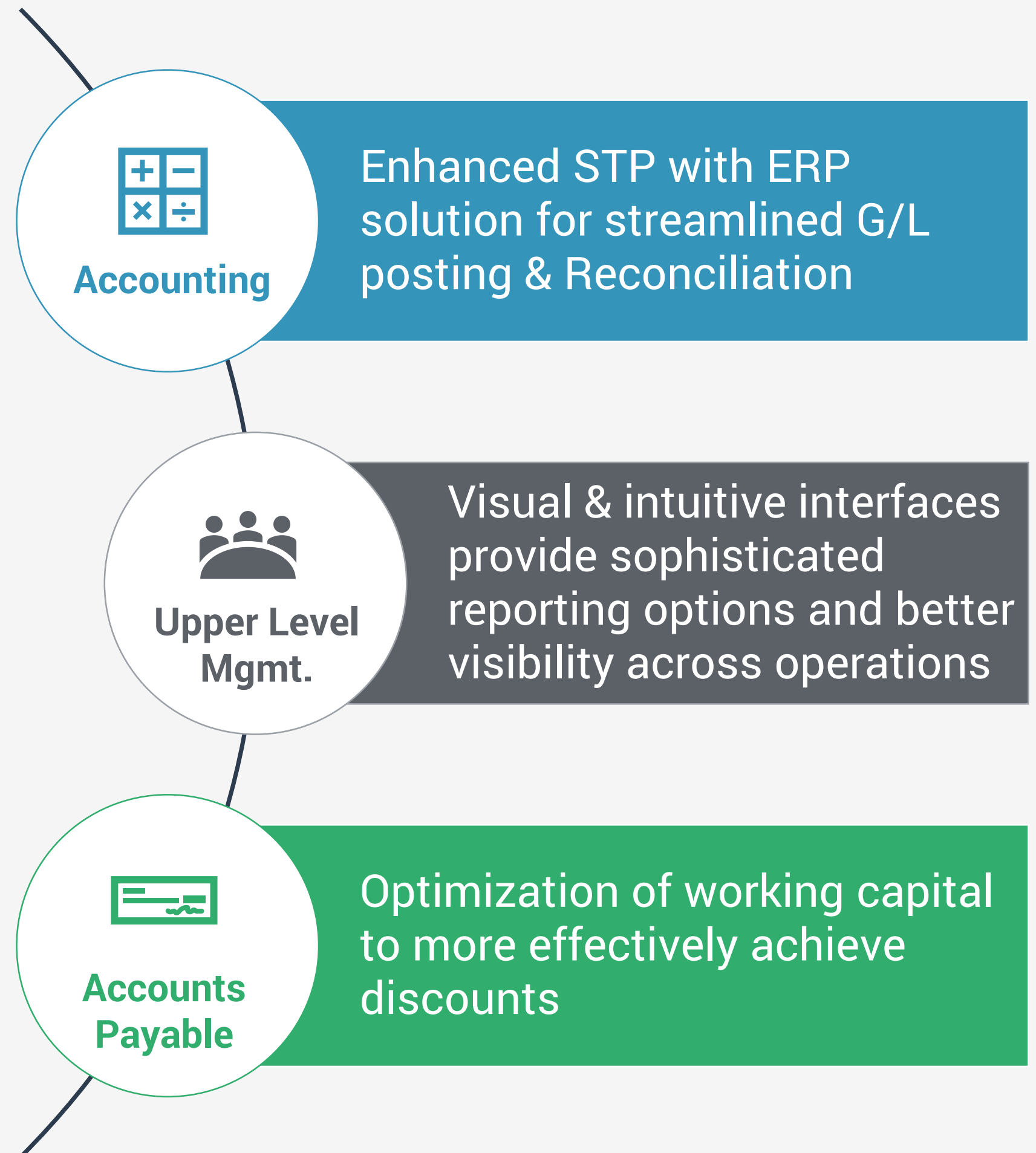
STRATEGIC CONSIDERATIONS

- Risk management
- Scalability
- Visibility
- Control & security

NOT JUST ABOUT TREASURY.

While it may be easy for treasury to recognize the benefits and advantages of enhanced treasury technology, they are not the only department with a stake in such a project.

Internal Stakeholders:

- Treasury & Finance
- IT
- Accounting & Audit
- Management
- Others

Accounting
Enhanced STP with ERP solution for streamlined G/L posting & Reconciliation

Upper Level Mgmt.
Visual & intuitive interfaces provide sophisticated reporting options and better visibility across operations

Accounts Payable
Optimization of working capital to more effectively achieve discounts

7 STEPS MOVING FORWARD.

WHAT CAN YOU DO NOW?

EVALUATE TIME SPENT ON TASKS THAT COULD BE SAVED BY ELIMINATION OR AUTOMATION.

INVENTORY HARD DOLLAR SAVINGS.

DEVELOP A 3-PART PLAN FOR SHARING/ SELLING.

- Overview of technology and what others are doing
- List of the reductions & additions of tasks and value
- Determine a conceptual timeline to share

OUTLINE THE MAJOR POINTS OF YOUR BUSINESS CASE AND BE READY.

LET'S CONNECT.

DON'T LET THE LEARNING END HERE...
CONTACT US WITH ANY FUTURE QUESTIONS.

Thank you for your interest in this presentation and for allowing us to support you in your professional development. Strategic Treasurer and our partners believe in the value of continued education and are committed to providing quality resources that keep you well informed.

STRATEGIC TREASURER

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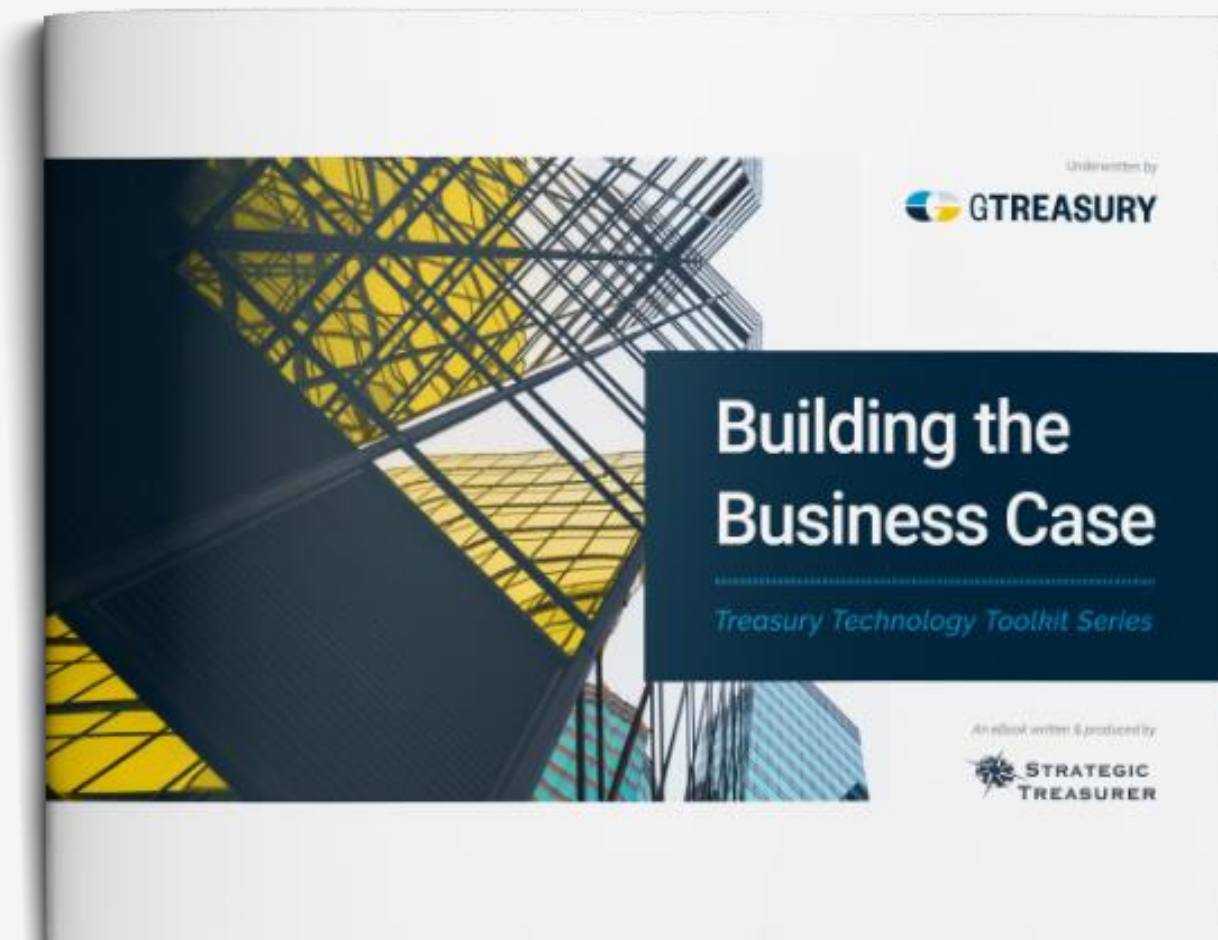
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WANT MORE INFORMATION?

Reserve your copy of Building the Business Case eBook today!

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