



TREASURY COMPLIANCE

2019 SURVEY RESULTS



CRAIG JEFFERY

Managing Partner, Strategic Treasurer

JOERG WIEMER

CEO, TIS



WHAT.

2019 Compliance Survey Results
Analysis, Discussion, & Takeaways



WHEN.

Thursday, August 29, 2019
11:00 AM – 12:00 PM EST



WHERE.

Live Online Presentation
Replays at [StrategicTreasurer.com](https://www.StrategicTreasurer.com)



FP&A

Certified Corporate
Financial Planning &
Analysis Professional



This presentation is provided by Strategic Treasurer & TIS

ABOUT THE SPEAKERS

GET TO KNOW TODAY'S
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.



JOERG WIEMER

Jörg Wiemer, MBA, is co-founder and CEO of TIS. Jörg draws on more than 20 years of experience in the treasury and corporate finance area, with his most recent previous appointment being Senior Vice President and Head of Global Treasury at SAP AG, where he and his team were responsible for international treasury management.

TOPICS OF DISCUSSION.

KEY AREAS OF FOCUS &
ANALYSIS.



COMPLIANCE LANDSCAPE

Increased regulator requirements
are a massive challenge



FBAR

Companies are outsourcing the
FBAR headache and solving
internally via system providers



TECHNOLOGY USE

An inadequate situation with
controls, compliance and
efficiency will be rectified with
technology spend



SWIFT & SECURITY TRAINING

Warning signs for security
knowledge



BANK ACCOUNT MANAGEMENT

BAM is shifting “back to excel” in
part as more companies are
adding spreadsheets to manage
requirements



SANCTIONS SCREENING & KYC

Agreement between banks and
corporations that KYC is a
massive pain

ABOUT THE SURVEY

RESPONDENT DEMOGRAPHICS, KEY FACTS & FIGURES

SURVEY FACTS & FIGURES

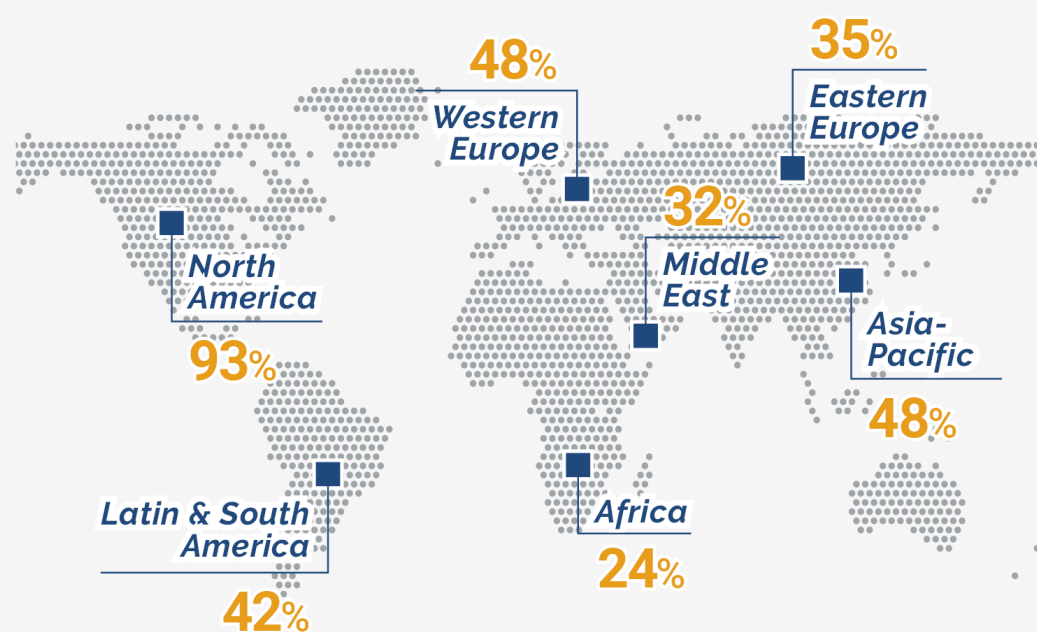
150+
respondents

6th consecutive
year of research

70+
questions

18+ industries
represented

RESPONDENT REGIONS OF OPERATION



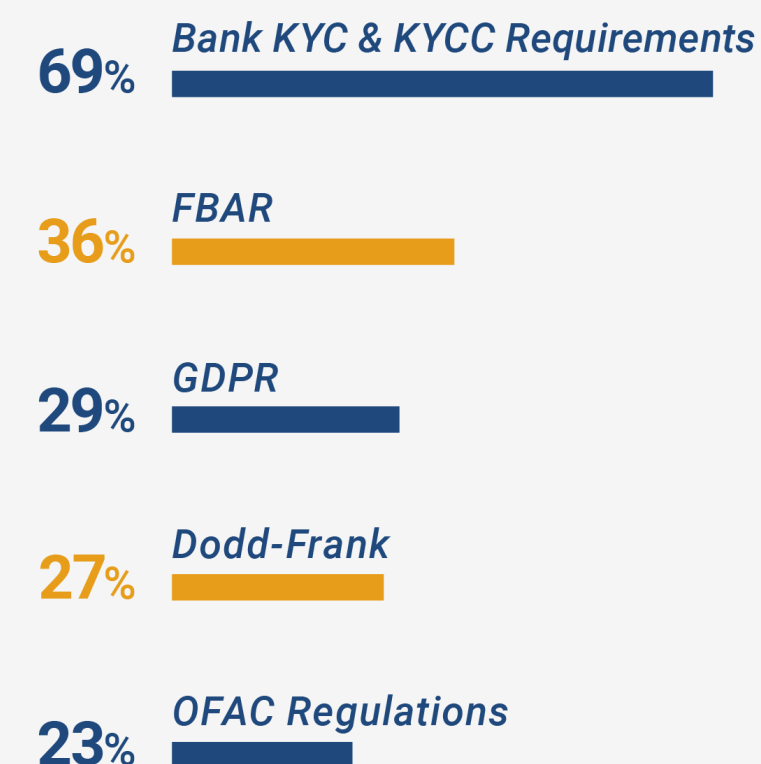
TOP CORPORATE RESPONDENT ROLES



CORPORATE TREASURY STAFF SIZES



TOP CORPORATE COMPLIANCE CONCERNS





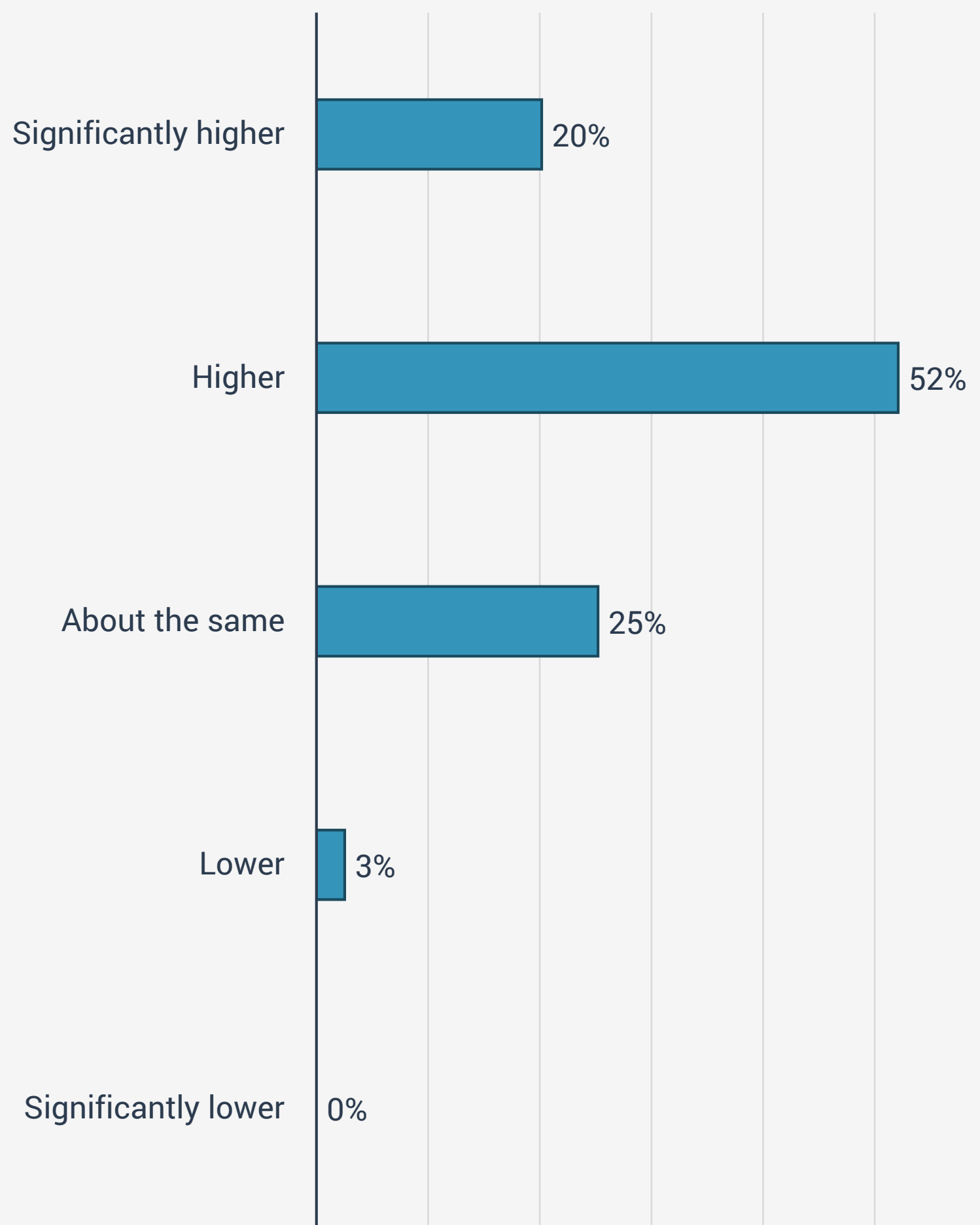
SECTION 1

COMPLIANCE LANDSCAPE

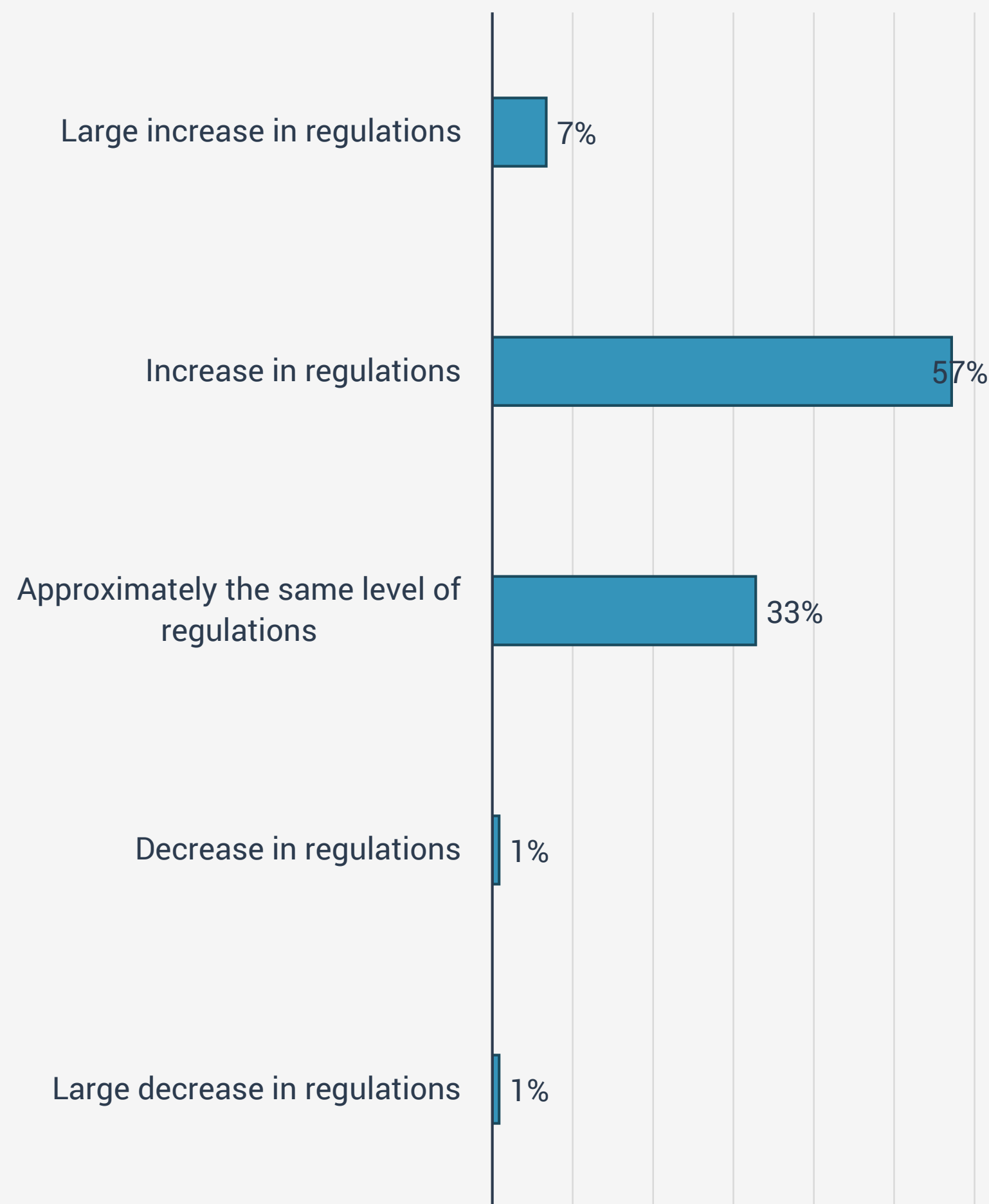
REGULATIONS ARE A CHALLENGE

AND THEY ARE NOT GOING AWAY

With regard to historical norms, the current level of regulatory oversight and compliance requirements impacting treasury is:



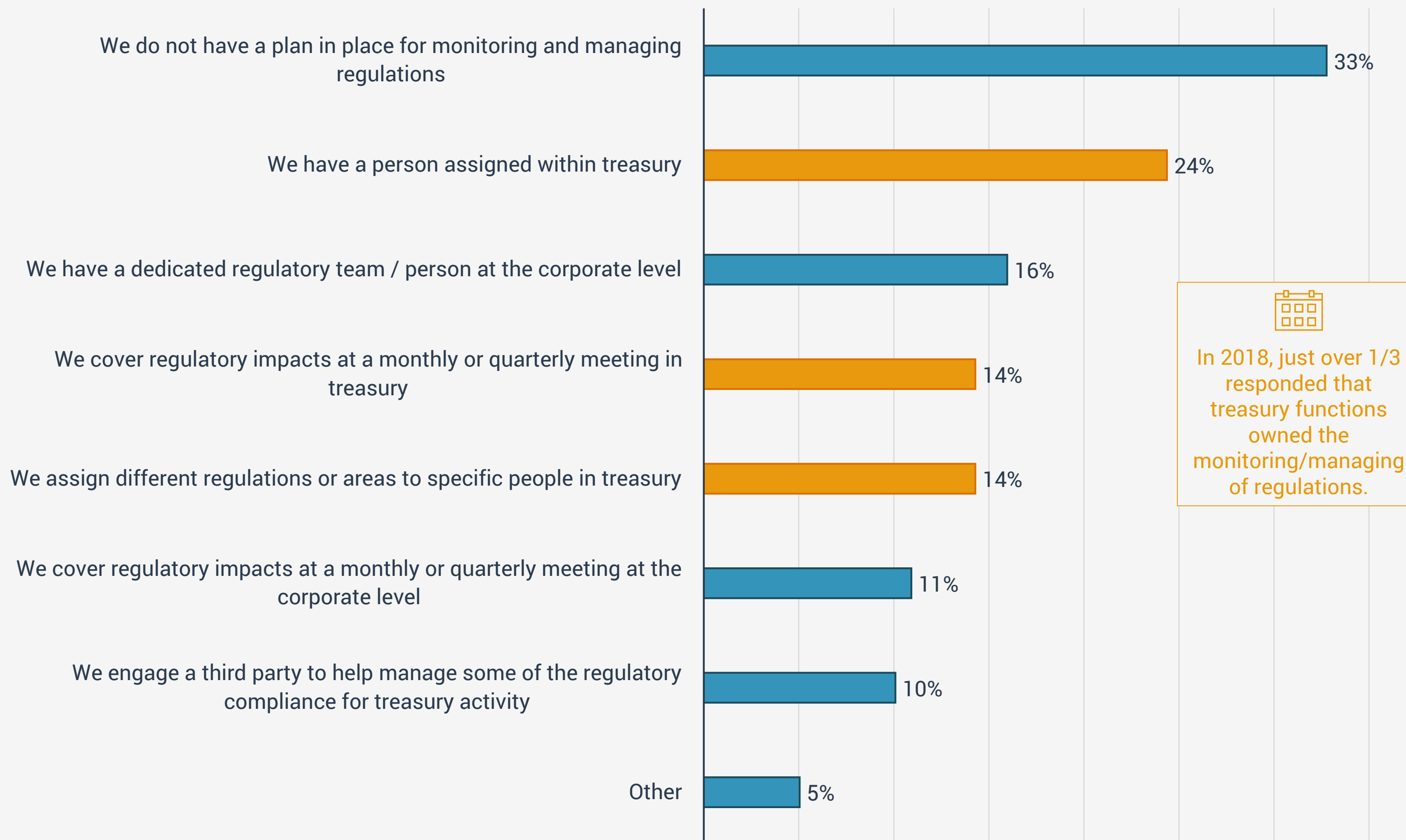
With regard to historical norms, the current level of regulatory oversight and compliance requirements impacting treasury is:



SOMEONE HAS TO DO IT

MONITORING/MANAGING OFTEN FALLS ON TREASURY

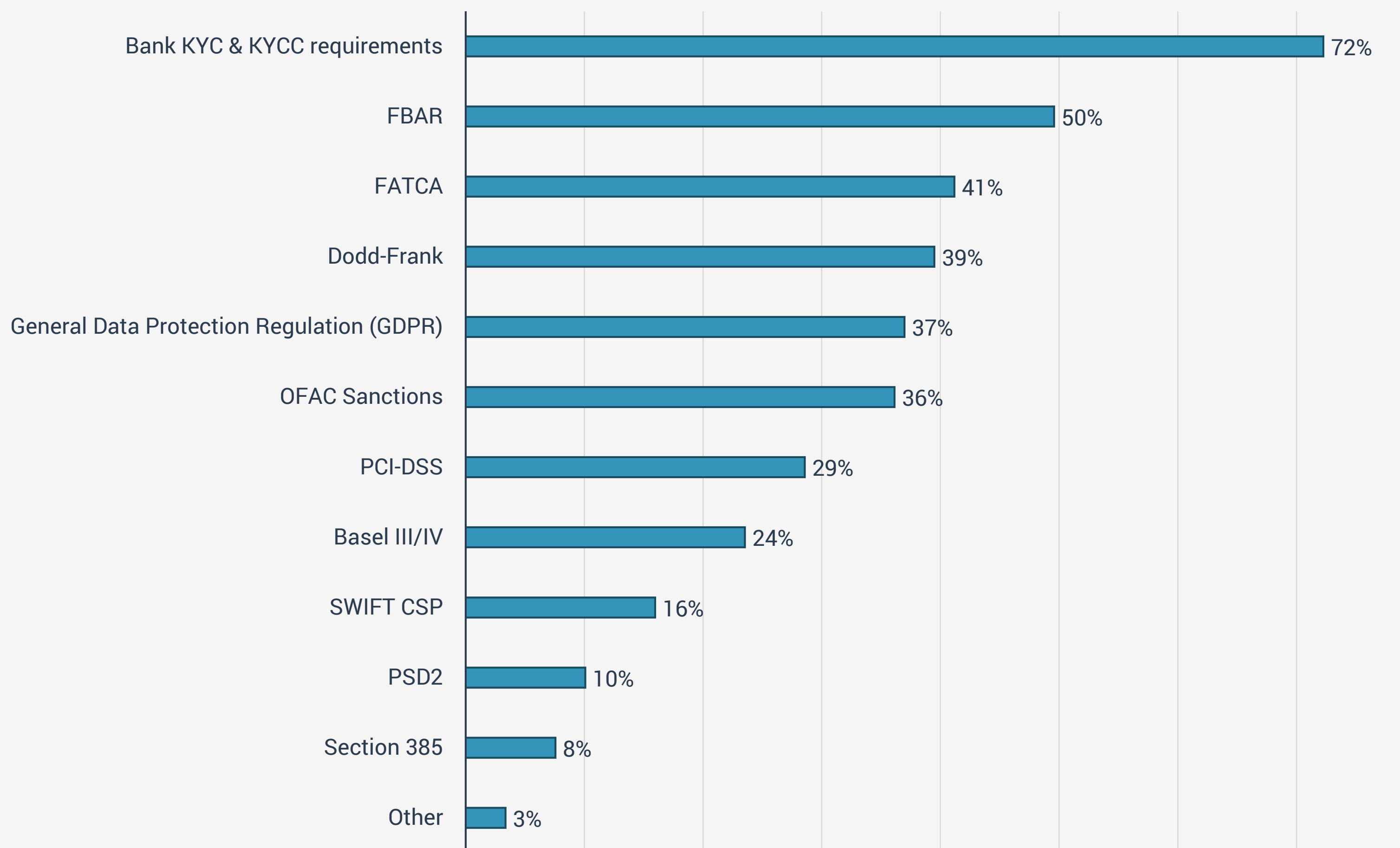
How are you monitoring new regulations and managing existing regulations? (Select all that apply)



IT ALL TAKES TIME

KYC IS THE MOST DAUNTING BY A SIGNIFICANT MARGIN

Which of the following compliance requirements / regulations are directly applicable to your treasury or finance operations? (Select all that apply)



RESOURCES ARE A CONCERN

TIME AND EFFORT TOP THE LIST

What is the MOST concerning aspect of the current regulatory environment?



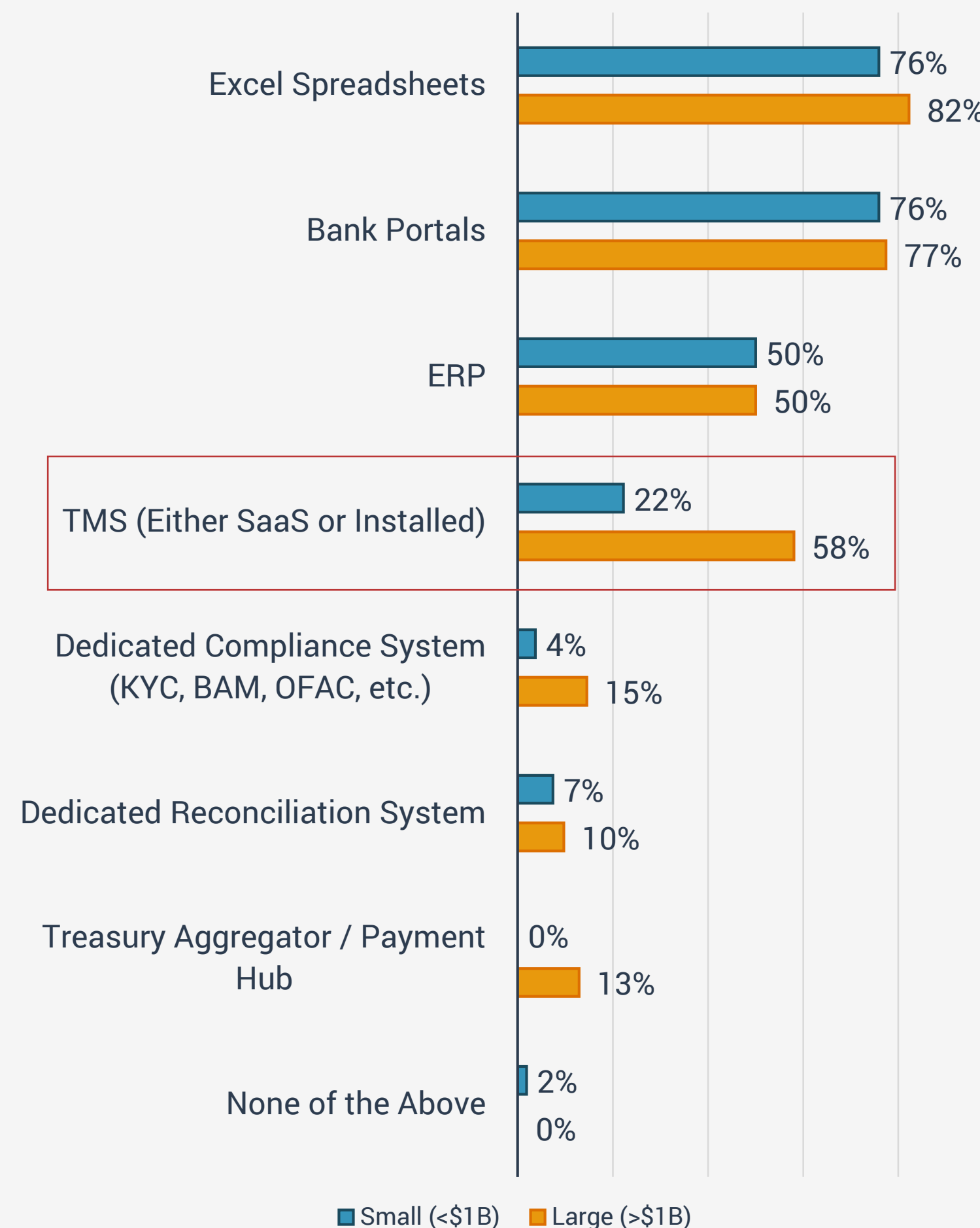
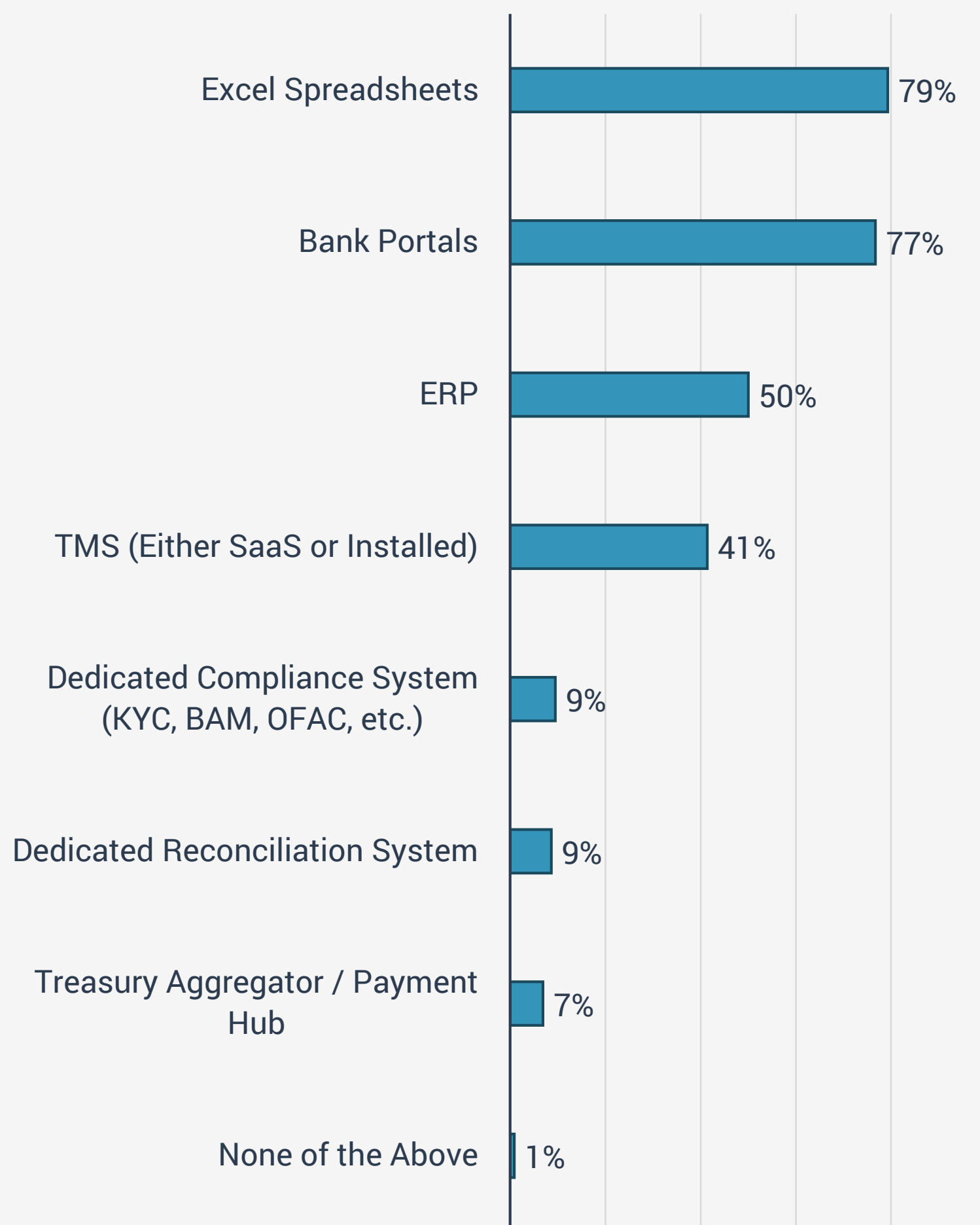


SECTION 2
TECHNOLOGY USE

TREASURY TECH

TMS USE IS INCREASING

What treasury or finance solution(s) do you use? (Select all that apply)

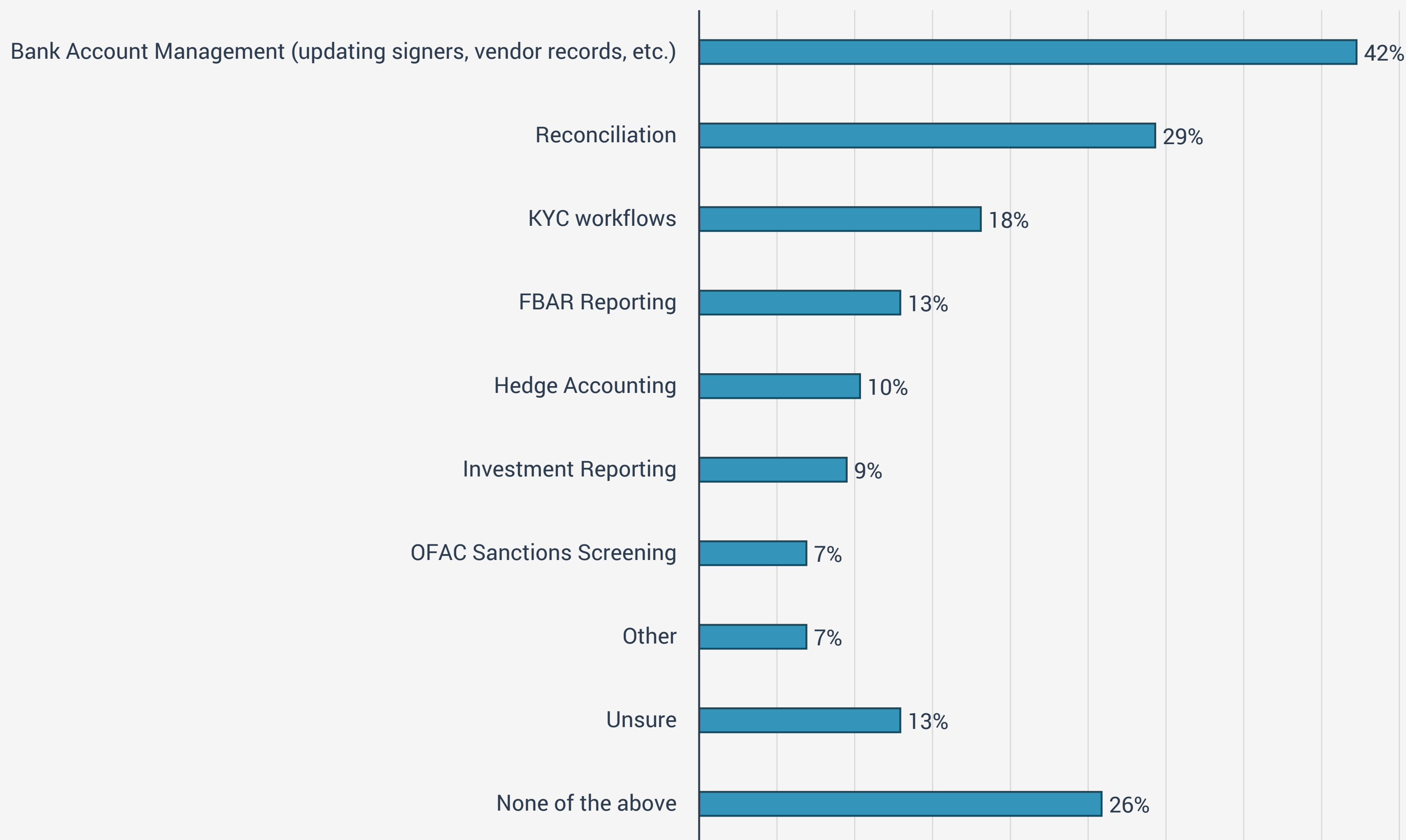


■ Small (<\$1B) ■ Large (>\$1B)

ROOM FOR IMPROVEMENT

BAM NEEDS THE MOST ATTENTION

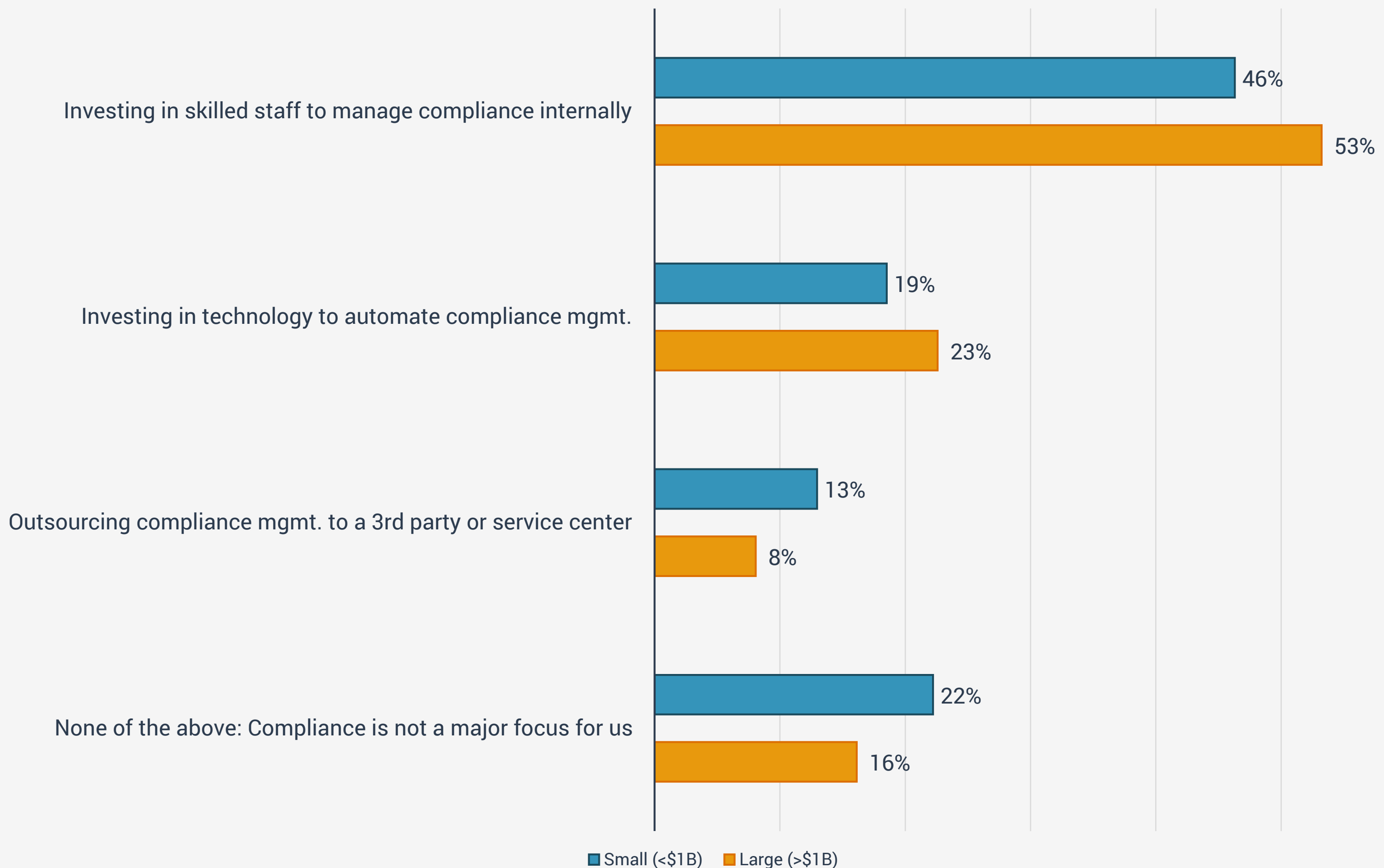
What TWO areas do you believe are in most need of enhanced or automated solutions to manage compliance?



KEEPING IT IN-HOUSE

MAKING INTERNAL INVESTMENTS

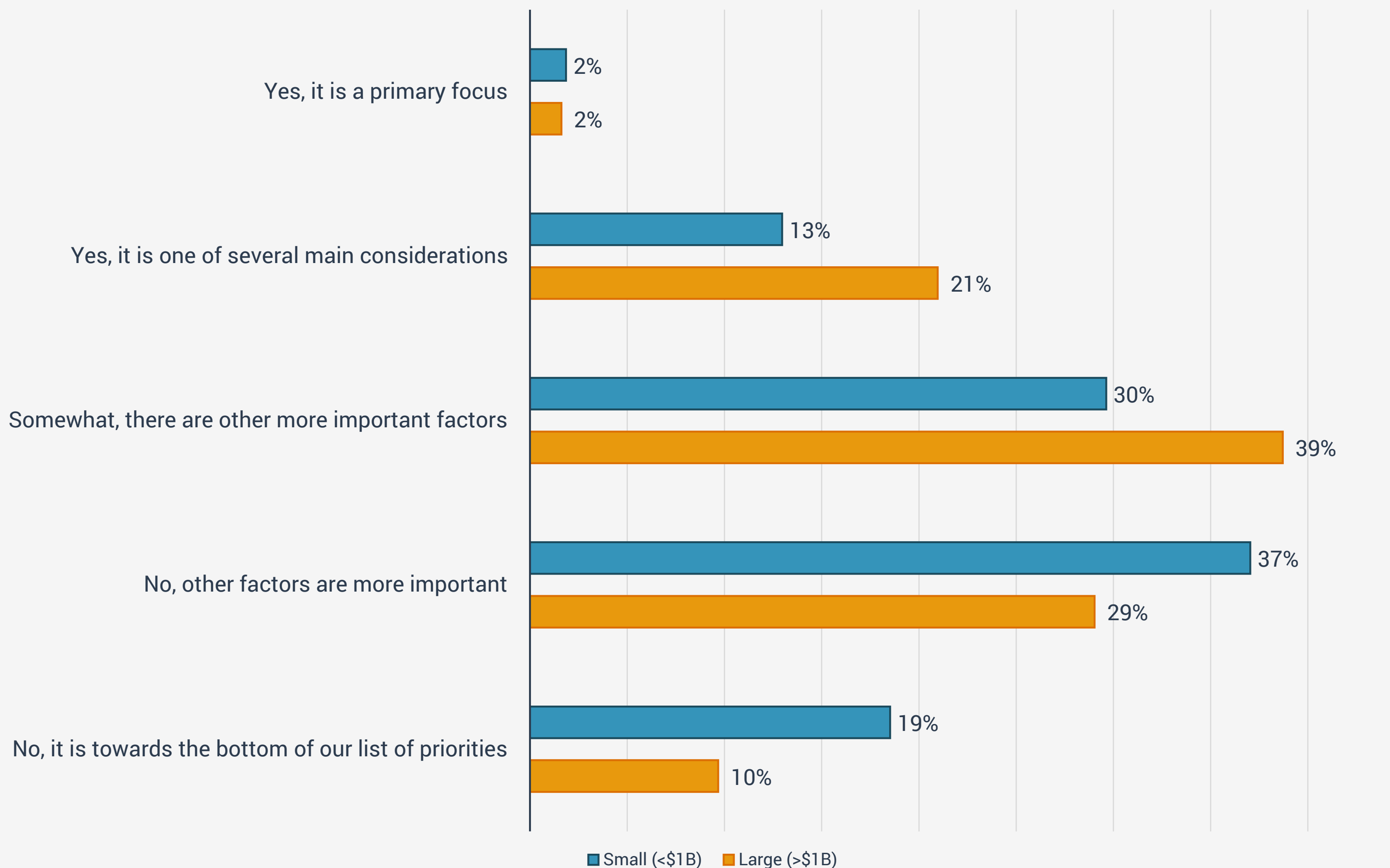
What is the *PRIMARY* route your company takes for managing compliance?



COMPLIANCE DRIVING TECH SPEND

NOTABLE DIVERGENCE AMONG SMALL & LARGE COMPANIES

Is managing compliance a major driver regarding treasury's technology spend?





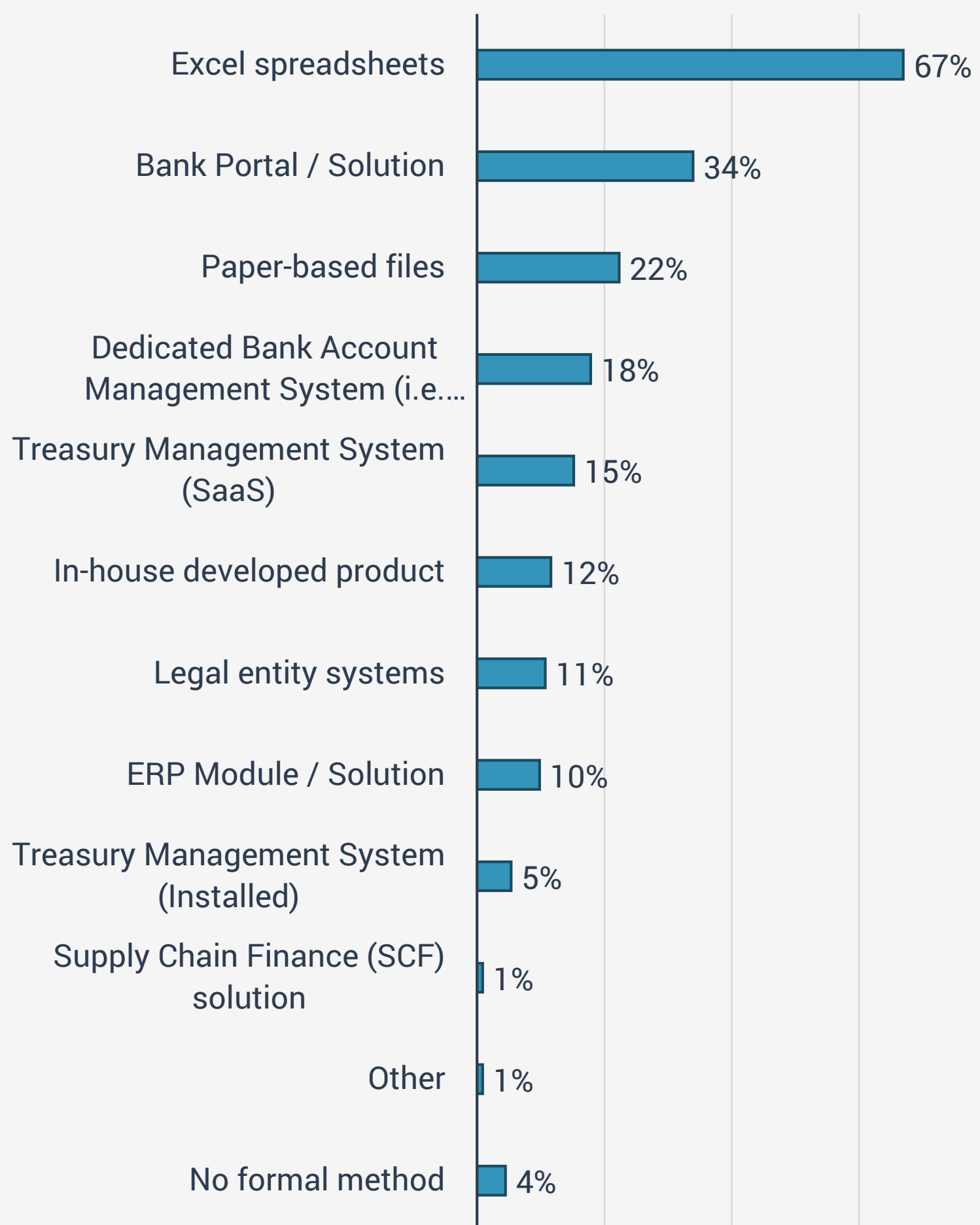
SECTION 3

BANK ACCOUNT MANAGEMENT

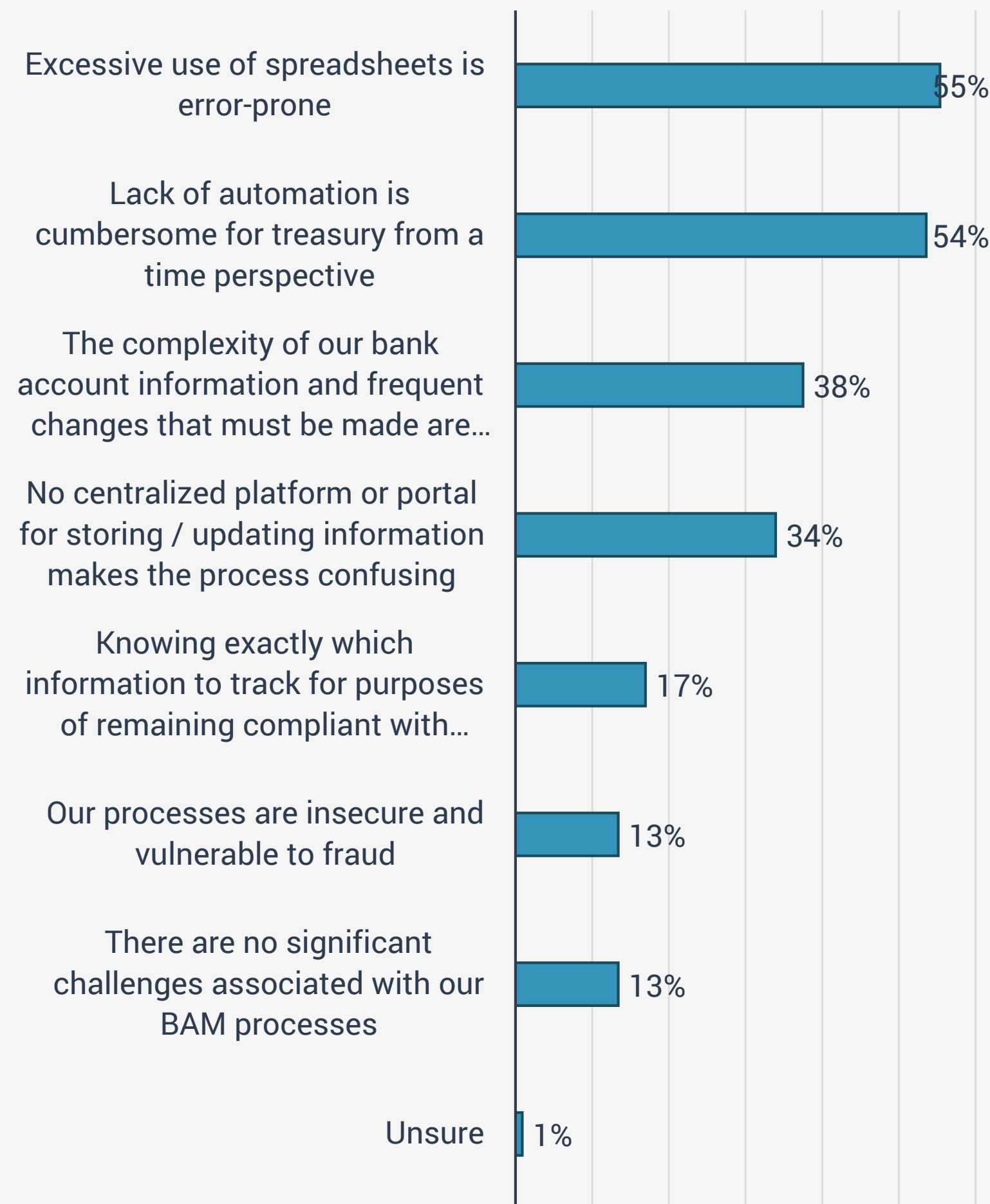
BANK ACCOUNT MANAGEMENT

LARGELY MANUAL & PRONE TO ERRORS

How do you currently track your bank account information, including addresses, signers, etc.? (Select all that apply)



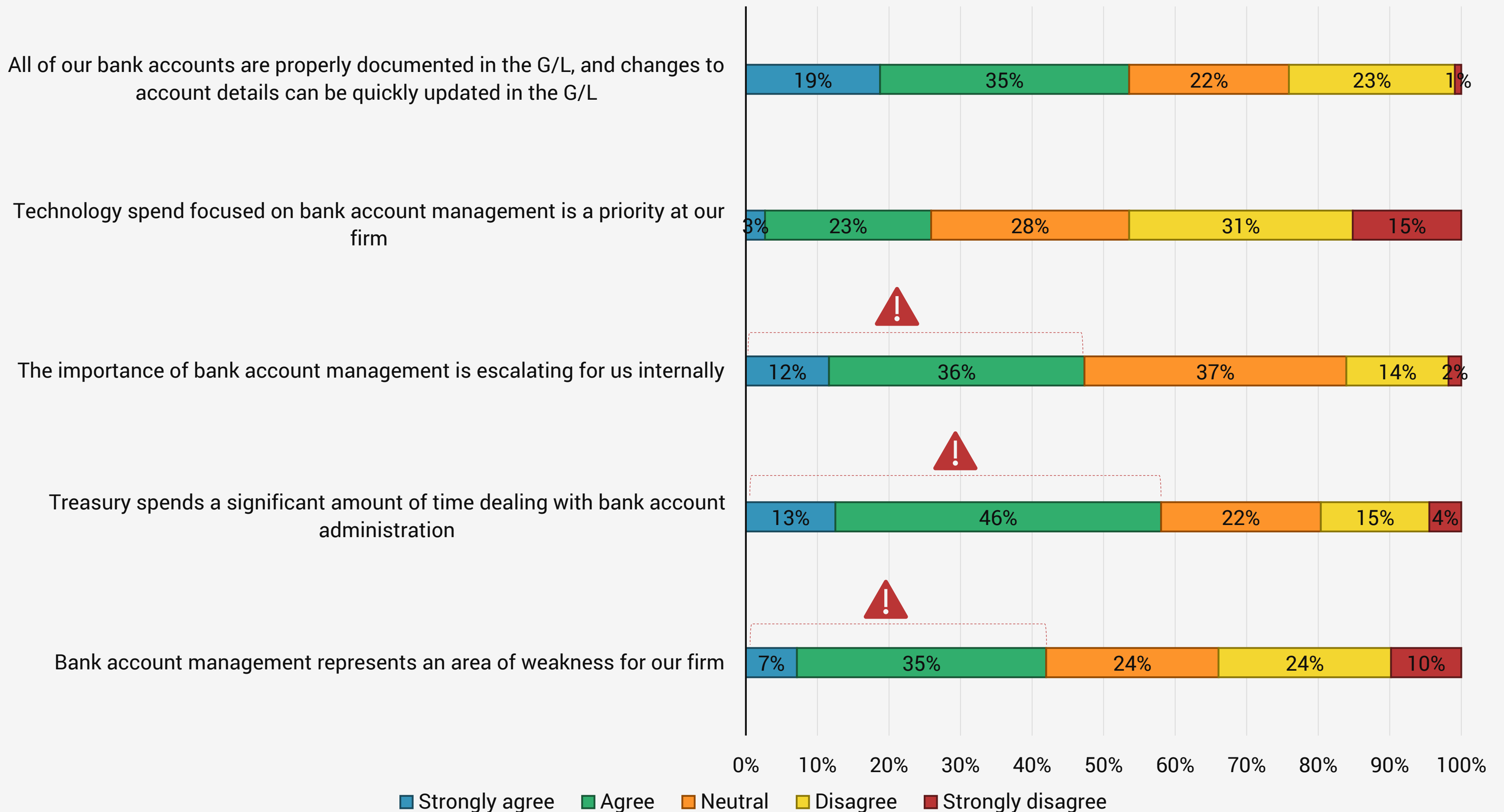
What are the primary challenges associated with bank account management at your organization? (Select all that apply)



BAM IMPORTANCE IS ESCALATING

TREASURY IS SPENDING TIME ON IT, YET MANY THINK IT'S AN AREA OF WEAKNESS

State your perspectives regarding each of the following statements



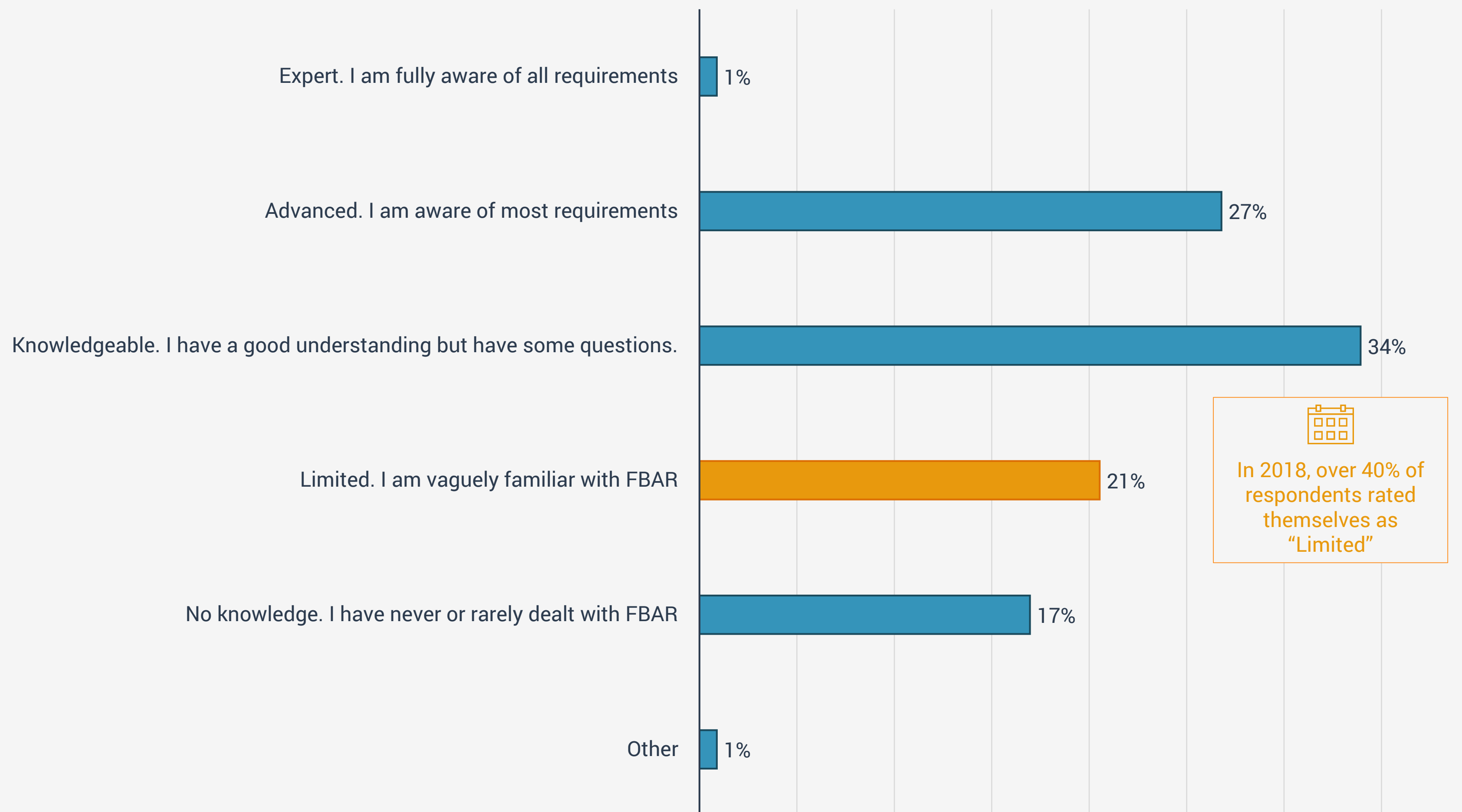


SECTION 4
FBAR

THE FBAR HEADACHE

KNOWLEDGE HAS GROWN BUT...

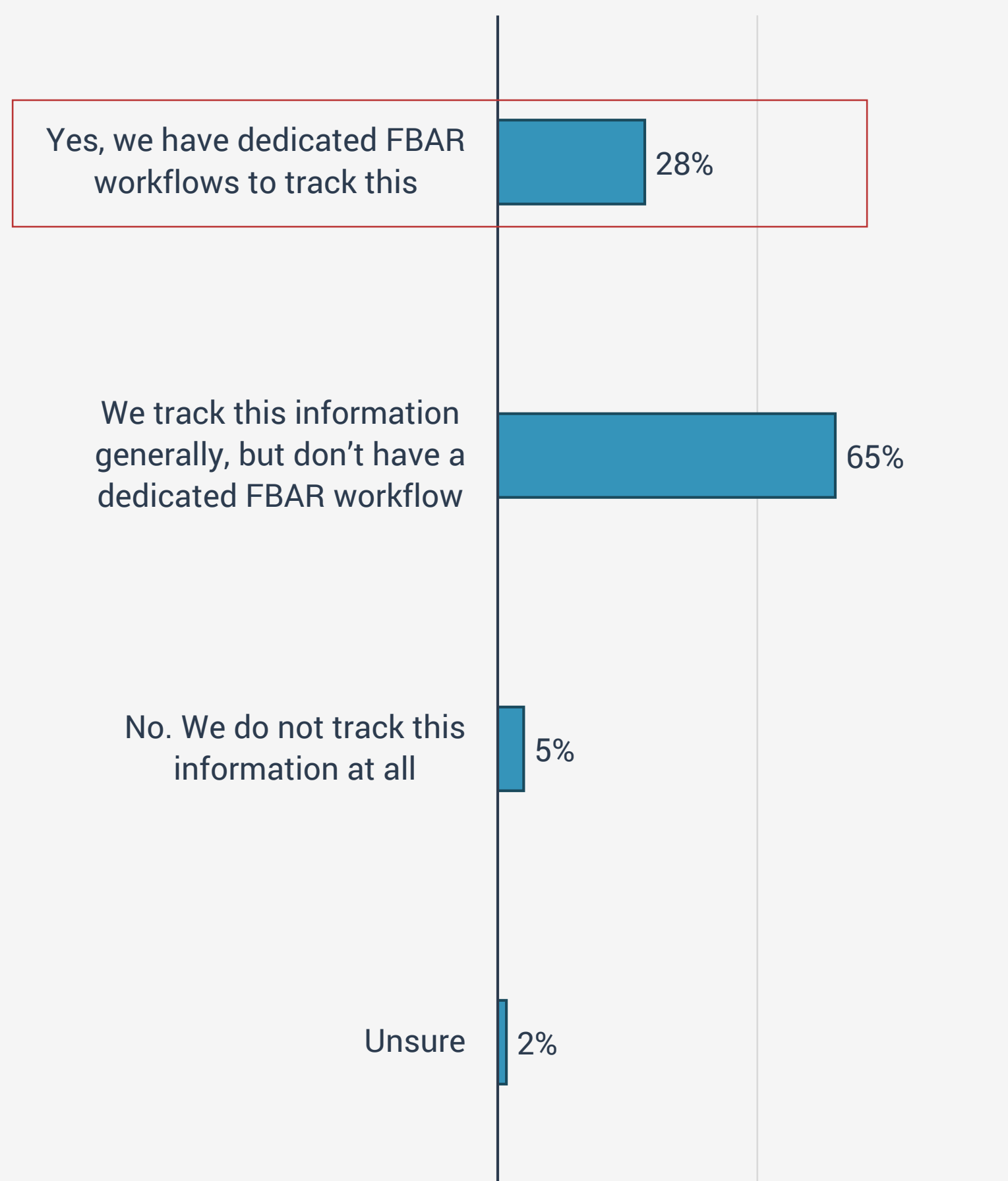
Please self-rate your knowledge of the FBAR reporting requirements for employees who are signers on foreign subsidiary bank accounts.



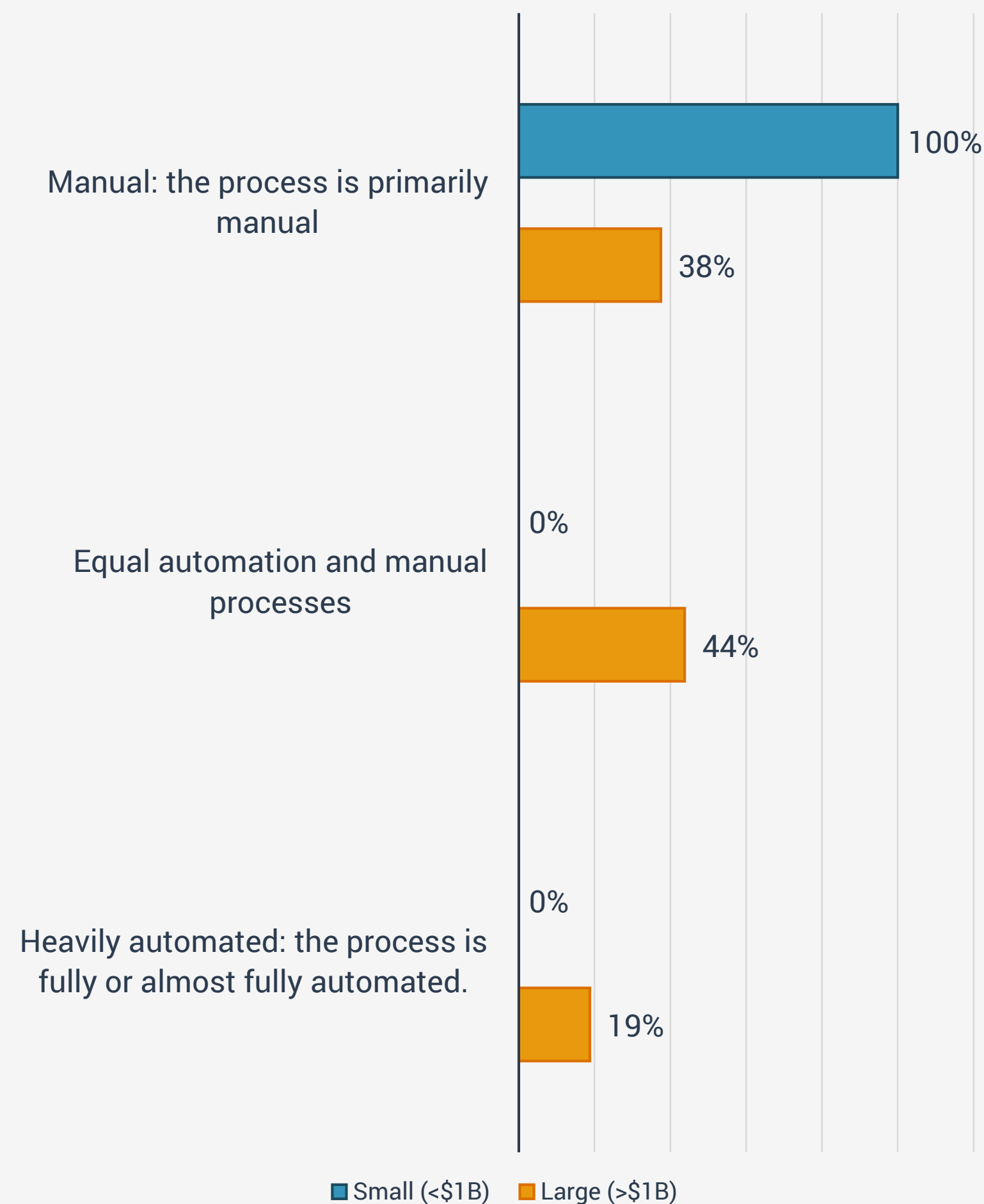
TRACKING FBAR

WARNING: AN OVERLY MANUAL PROCESS FOR MOST

Does your company actively track and store information related to account signers, bank balances, and other information for purposes of expediting the FBAR filing process?



Sub question if "yes" to having a dedicated workflow: What is the level of automation for your FBAR process internally?



■ Small (<\$1B) ■ Large (>\$1B)



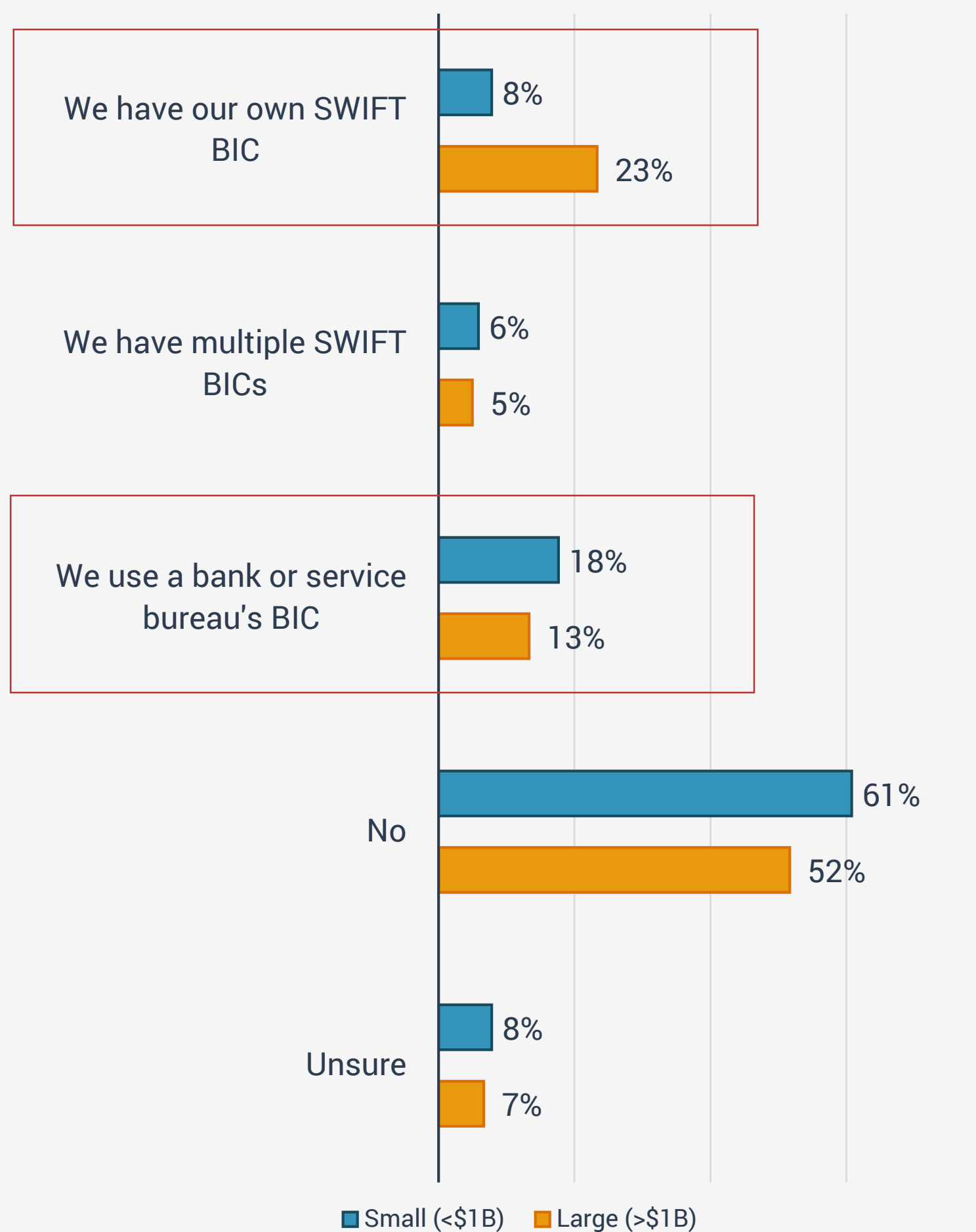
SECTION 5

SWIFT & SECURITY TRAINING

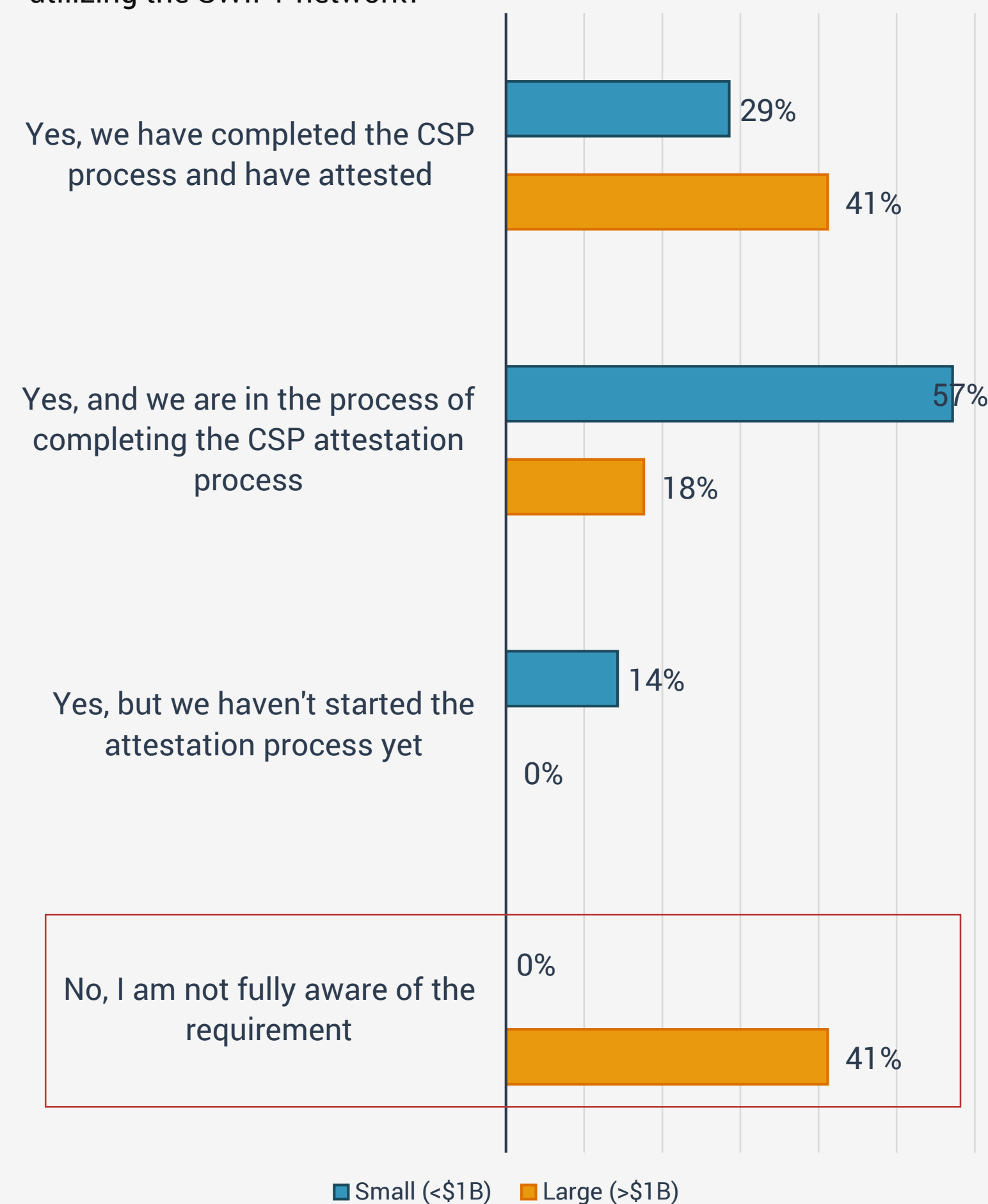
USE OF SWIFT REMAINS FOCUSED

KNOWLEDGE OF SECURITY ATTESTATION LAG

Does your company have its own SWIFT BIC?



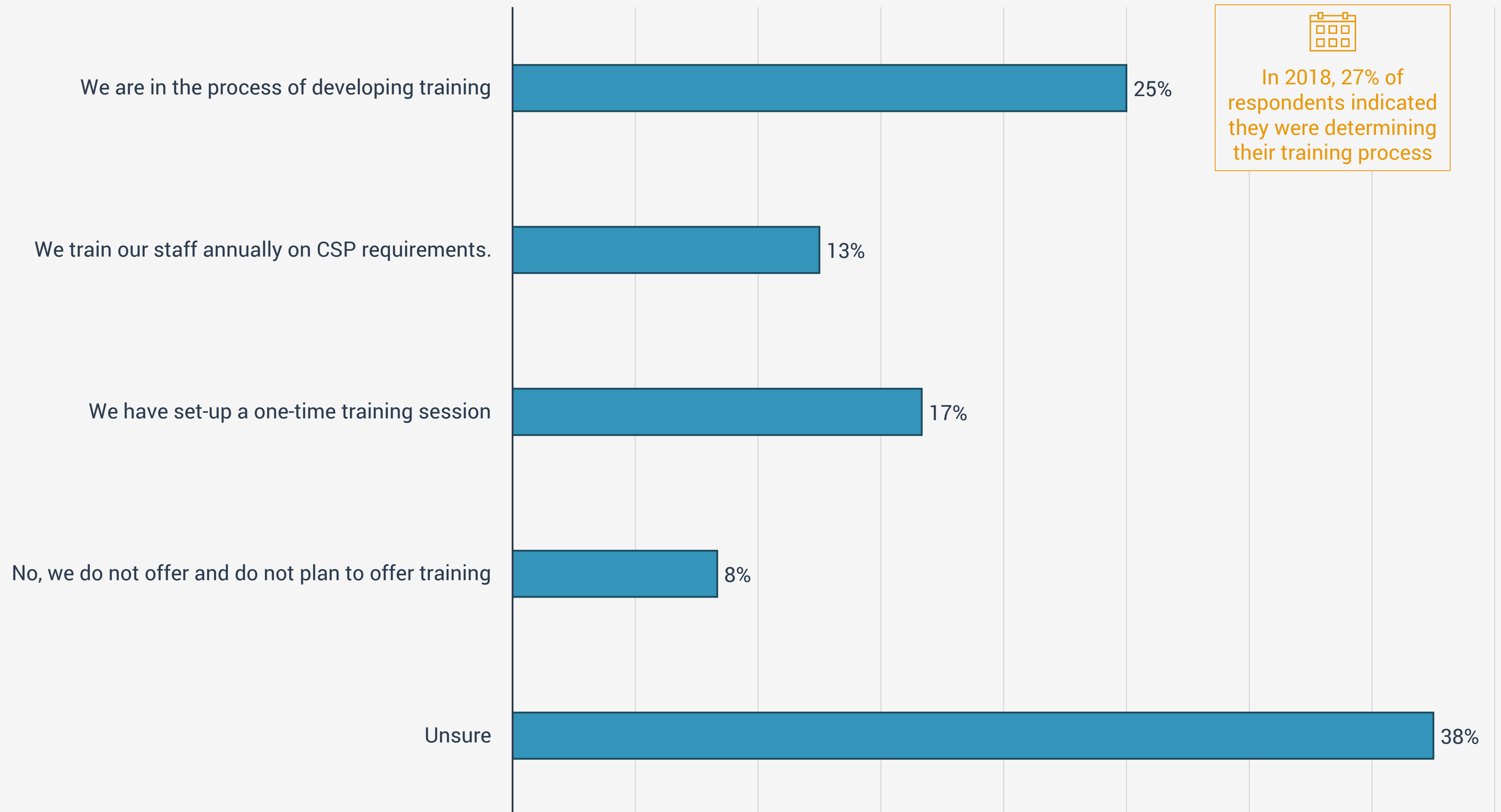
Are you aware of the new attestation requirements for companies utilizing the SWIFT network?



TRAINING FALLING SHORT

ABOUT 1 IN 8 ARE COMPLIANT

Have you put in place a system of ongoing annual security training for staff domestically and overseas (if applicable) as required by SWIFT?





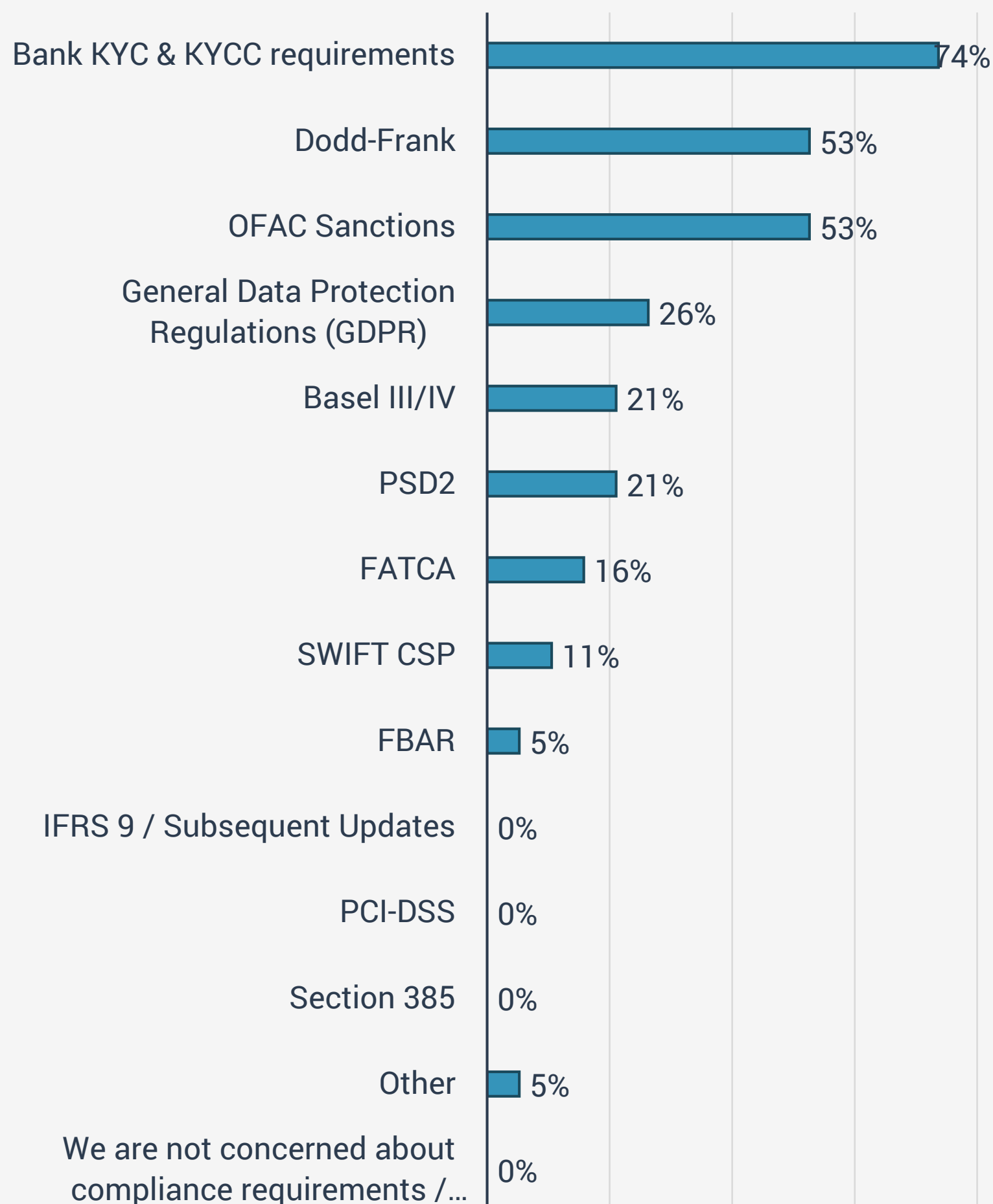
SECTION 6

SANCTIONS SCREENING & KYC

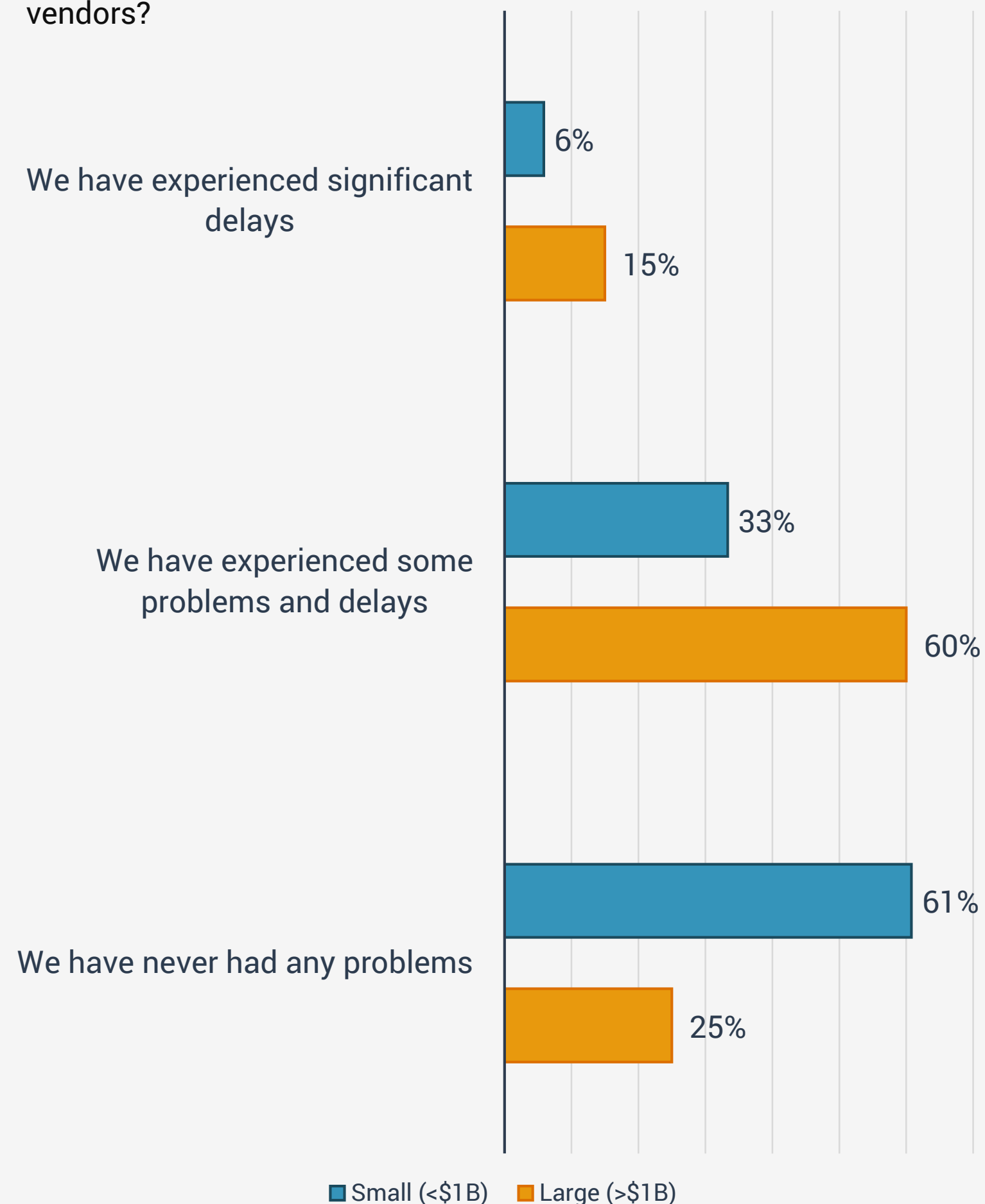
BANKS & CORPORATES AGREE

KYC IS A PAIN

BANKS: Please select the TOP THREE compliance requirements / regulations your institution is most concerned about.



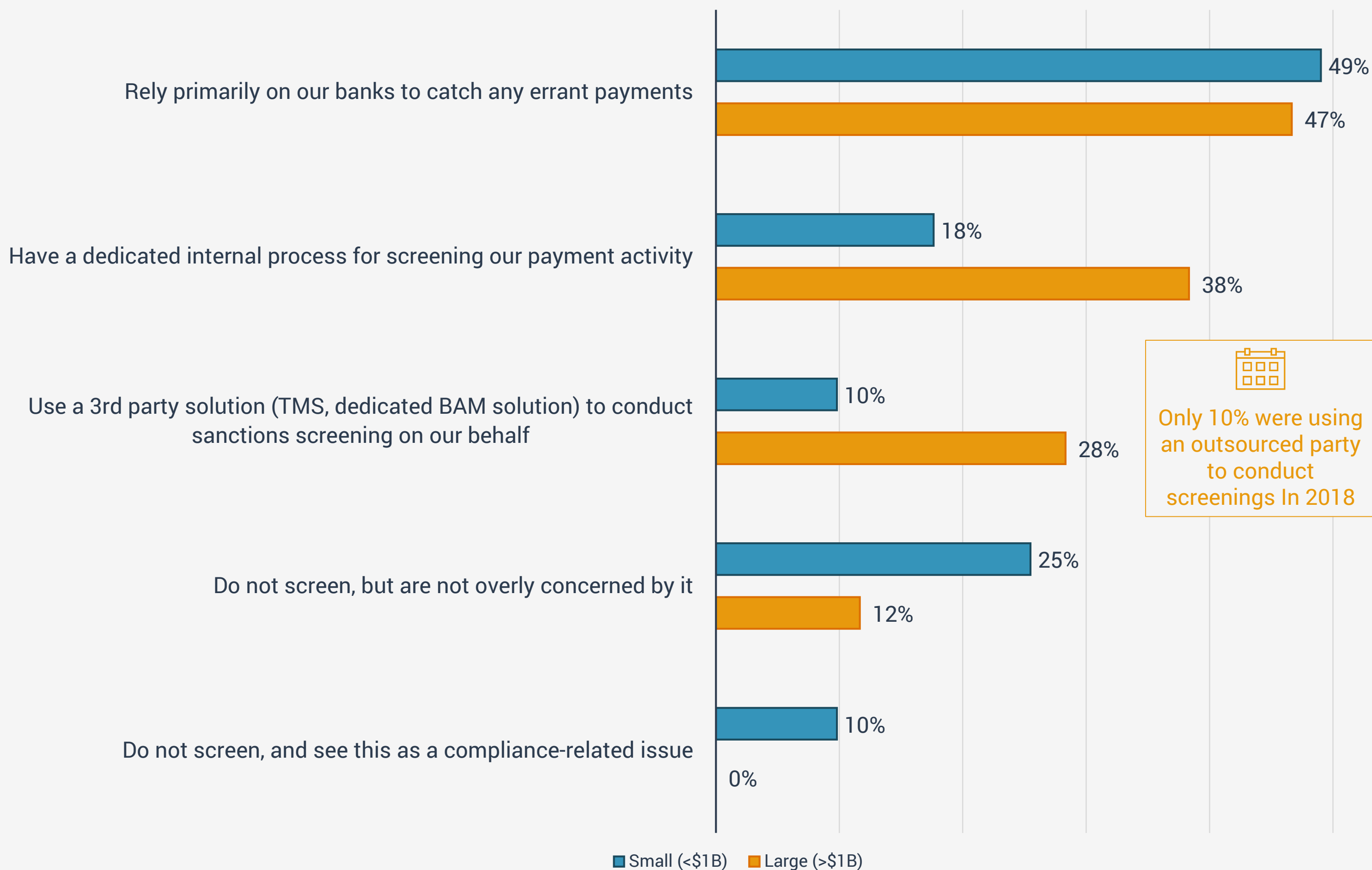
CORPORATES: How do bank KYC and documentation requirements impact the timing of your payments or onboarding of new clients / vendors?



RELYING ON BANKS

CORPORATES LET IT FLY AND HOPE BANKS CATCH ERRANT PAYMENTS

For OFAC sanction screening, we: (Select all that apply)



In 2018, 34% of respondents believed their banks would catch errant payments

Only 10% were using an outsourced party to conduct screenings In 2018

FINAL THOUGHTS & ACTION ITEMS

WHAT ARE THE IMPLICATIONS OF THIS DATA FOR TREASURY IN 2019 & BEYOND?



TECHNOLOGY SPEND & OUTSOURCING

- Increasing the spend on technology to reduce the effort level and gain efficiency



TECHNOLOGY HAVE-NOTS

- Leveraging a solution to help with compliance



GAPS IN SECURITY

- Knowledge Gap
- Training Shortfall
- Persistent, Sophisticated, and Automated Threats

LET'S CONNECT

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



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WANT MORE INFORMATION?

Download the 2019 Compliance Payments Survey Report!
The Survey Report offers in-depth commentary on nearly a dozen key findings drawn out of this industry-wide survey.



[Download Survey Report Here](#)