

MANAGING A TREASURY IN TRANSITION



TRACEY KNIGHT

Vice President of Client Success, Trovata

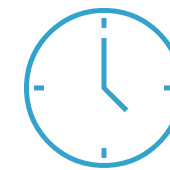
CRAIG JEFFERY

Founder & Managing Partner, Strategic Treasurer



WHAT

Exploring how treasury professionals can recognize points of treasury transformation and opportunities to benefit their organization.



WHEN

Thursday, July 21, 2022
2:00 – 3:00 PM EDT



WHERE

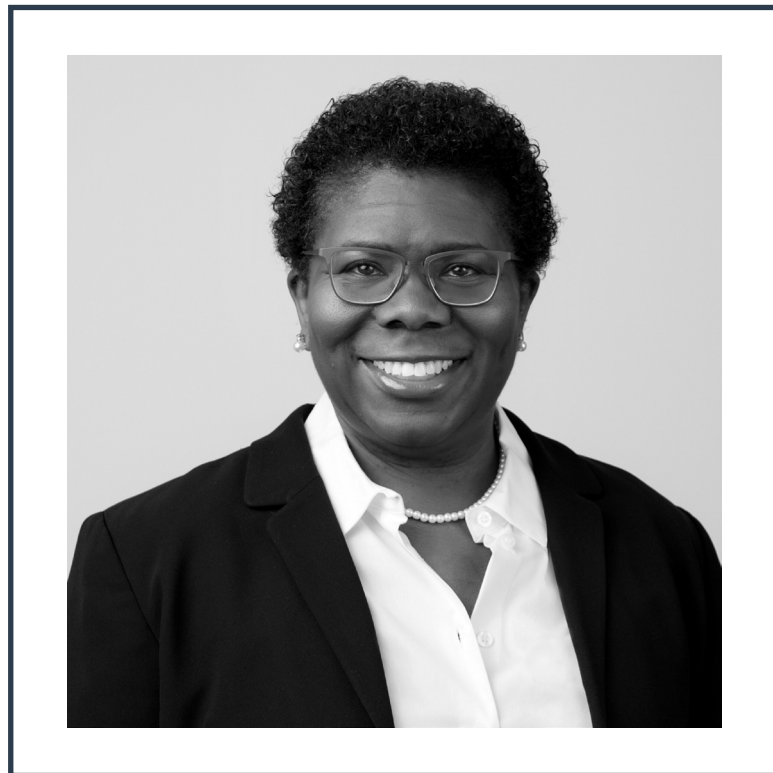
Live online presentation
Replays at StrategicTreasurer.com



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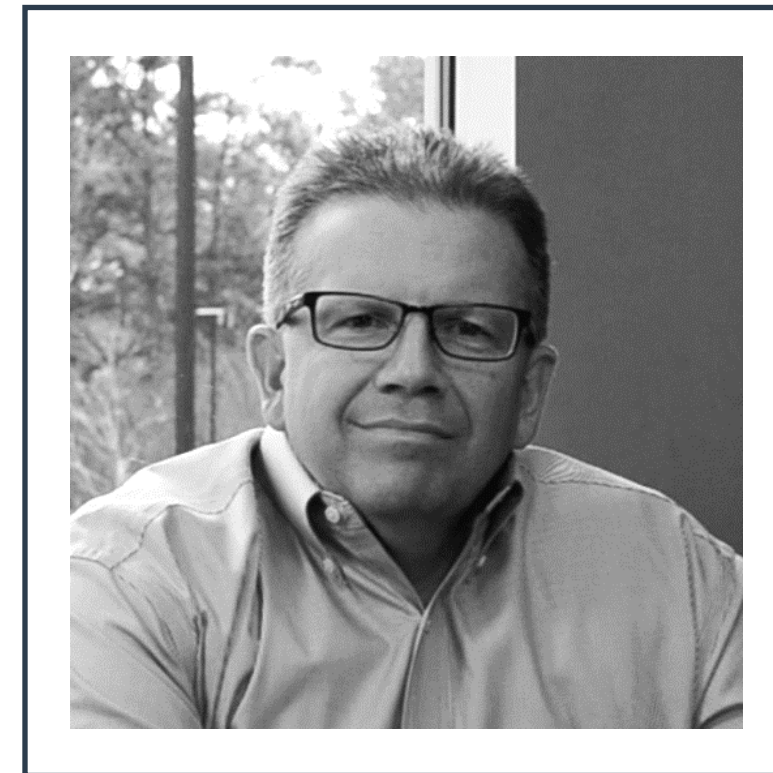
ABOUT THE SPEAKERS

GET TO KNOW TODAY'S SUBJECT MATTER EXPERTS



TRACEY KNIGHT

Ms. Knight evangelizes the benefits of treasury departments' effective use of technology to raise treasury's profile and become a true strategic partner to the business. Currently at Trovata, she is excited to be leading the drive in open banking helping companies get much better use of the "trove of data" that their businesses generate each day. Leading Client Success, she will ensure that clients get value from their subscriptions as she helps build a community around Trovata, clients, banking partners, and the treasury arena at large.



CRAIG JEFFERY

Craig Jeffery formed Strategic Treasurer 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.

TOPICS OF DISCUSSION

KEY AREAS OF FOCUS &
ANALYSIS



GROWTH PHASES

CHARACTERISTICS AND
DRIVERS



STAGES OF TREASURY

AND BANKING ACCESS



CASH CONVERSION CYCLE

MANAGING WORKING CAPITAL



LEVERAGING TECH

TO AID TREASURY IN TRANSITION



MOVING FORWARD

BEST PRACTICES AND KPIs

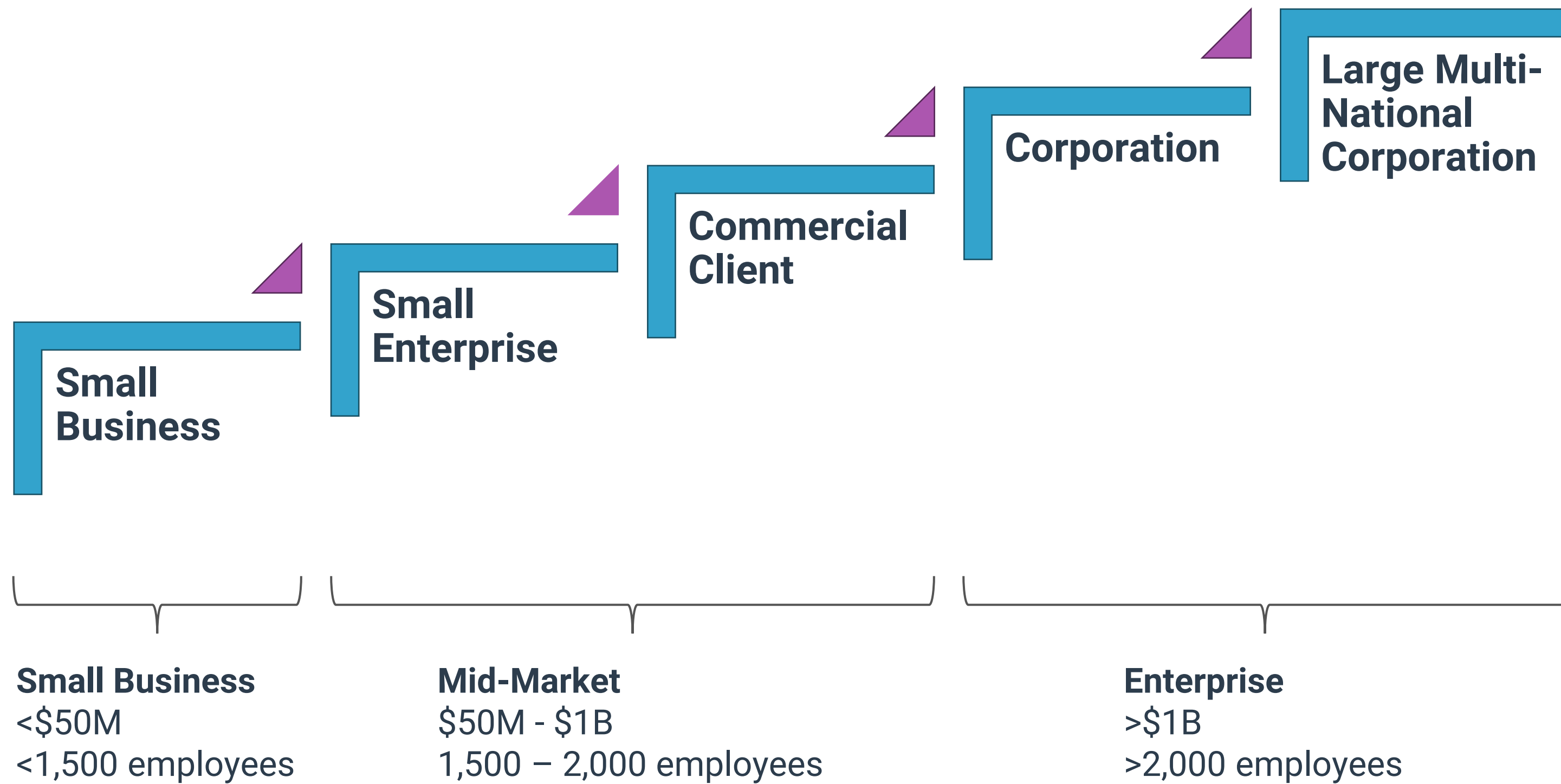


KEY TAKEAWAYS

AND FINAL THOUGHTS

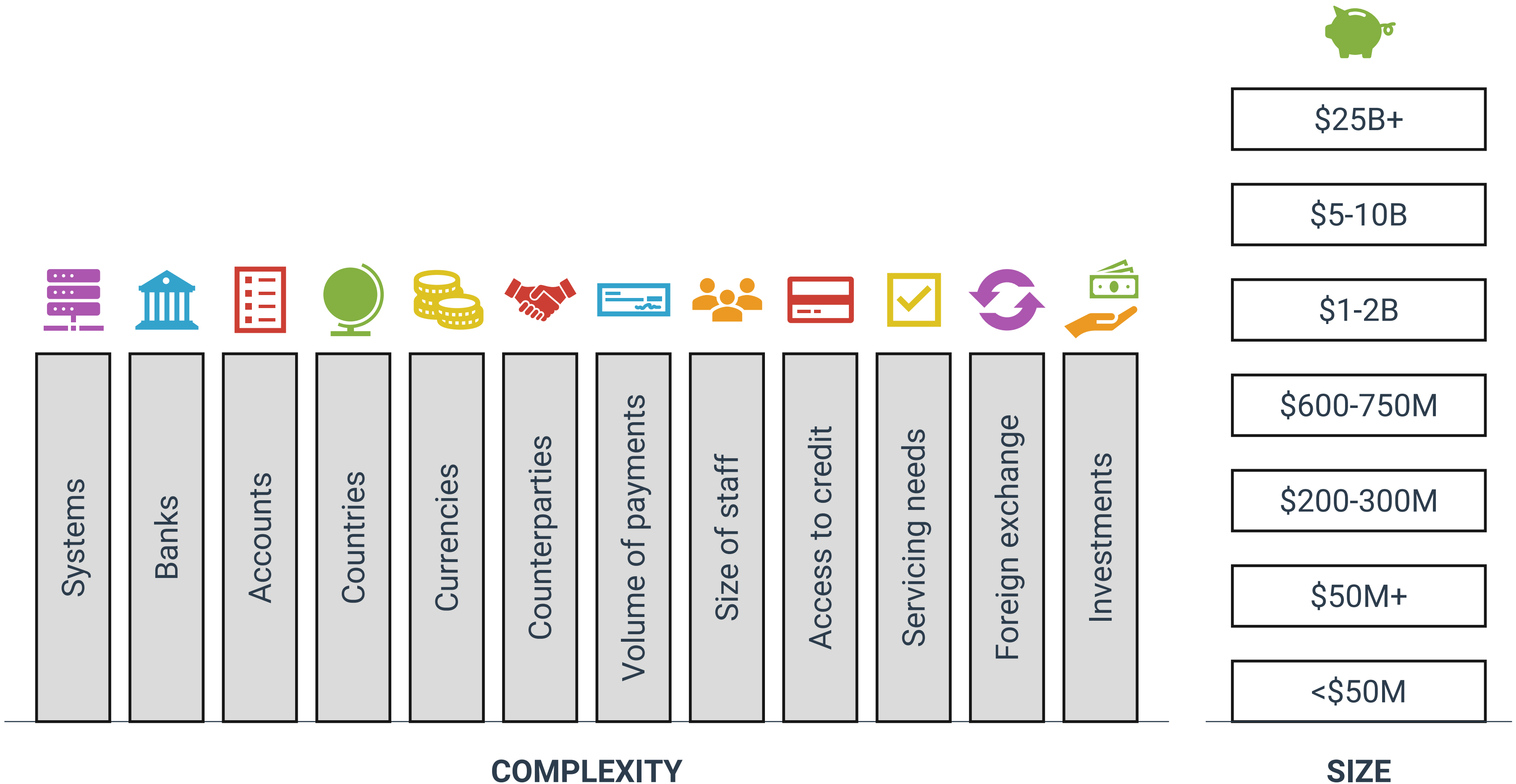
GROWTH PHASES

SIZE AND COMPLEXITY



DRIVERS OF TRANSFORMATION

CONTRIBUTING FACTORS

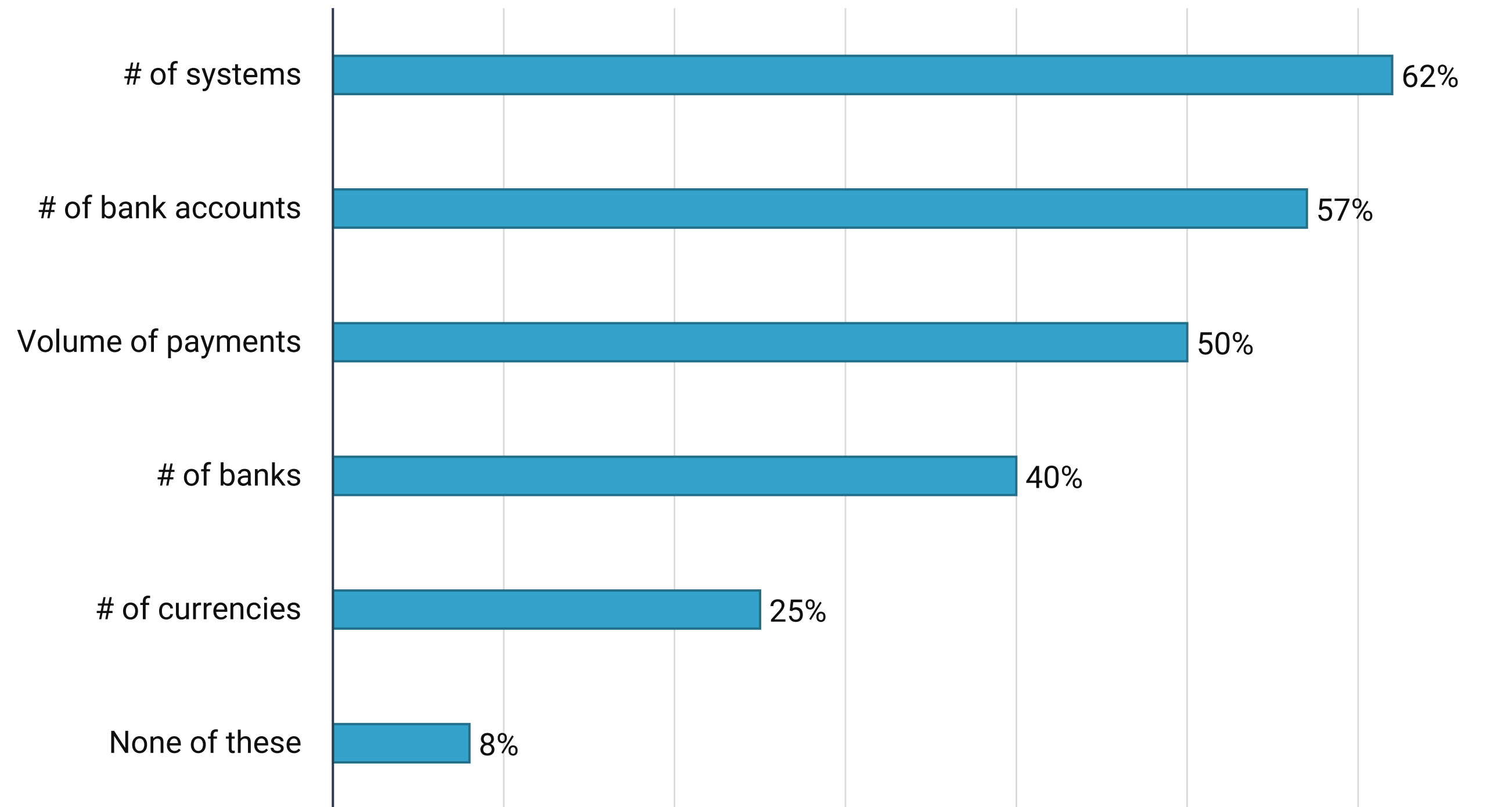


COMPLEXITY

SIZE

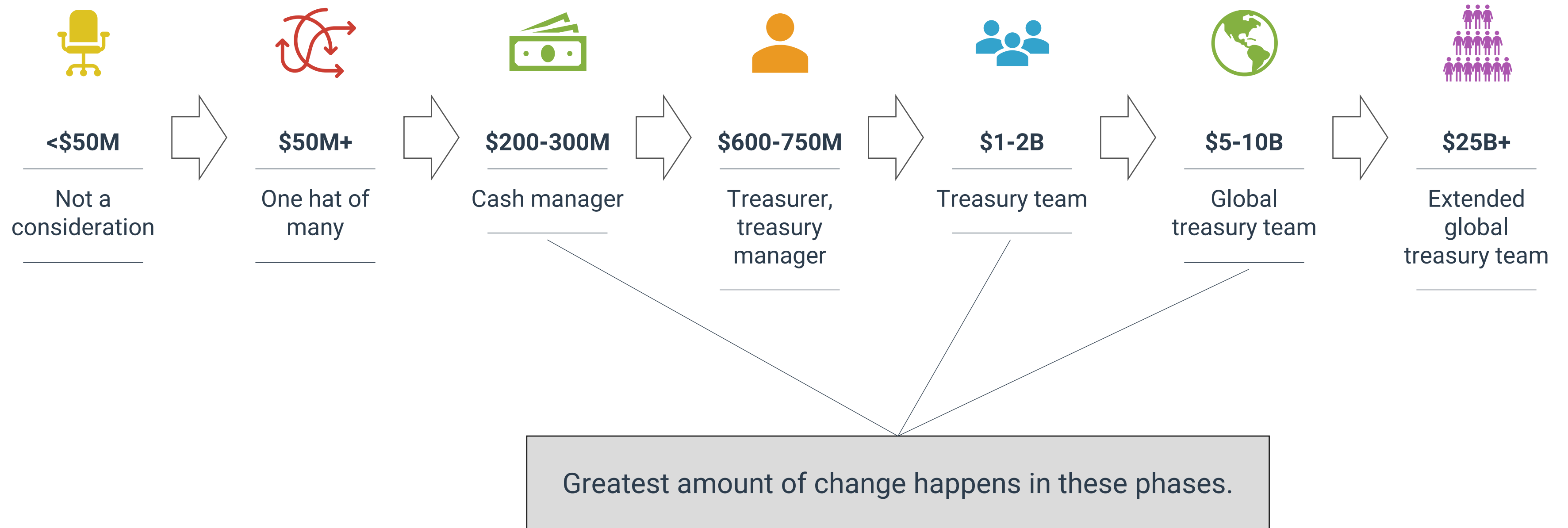
POLL QUESTION

In what areas does your organization have substantial complexity?



TREASURY EXPERTISE

WITHIN ORGANIZATIONS OF DIFFERING SIZES



CASH POSITIONING

BANK ACCESS

Resource management

Method of accounting

Method of access

Banks

QuickBooks

Excel

1 Portal



ERP

Excel

3 Portals



ERP

Treasury Platform



ERP1

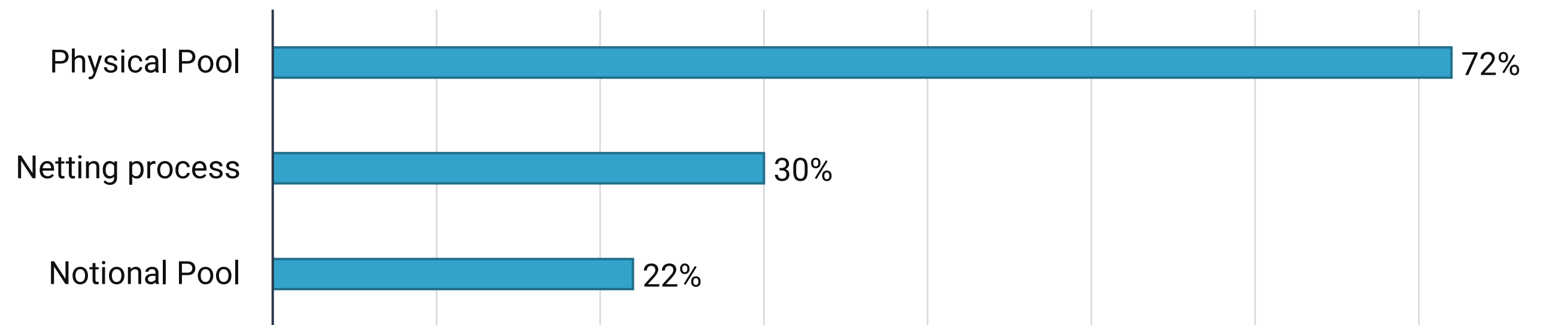
ERP2

Treasury Platform: Connected Systems

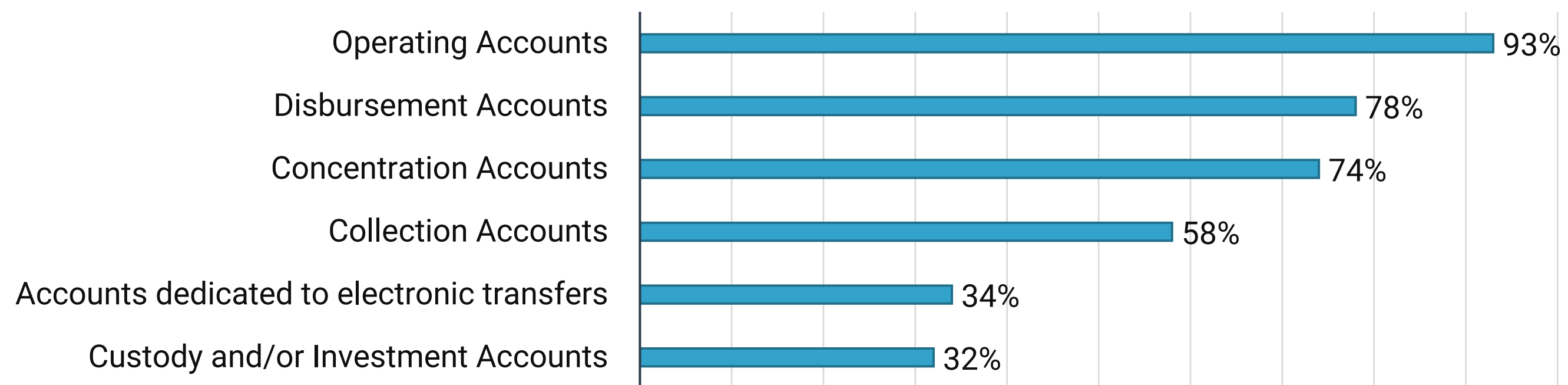


POLL QUESTION

What banking structures do you have?

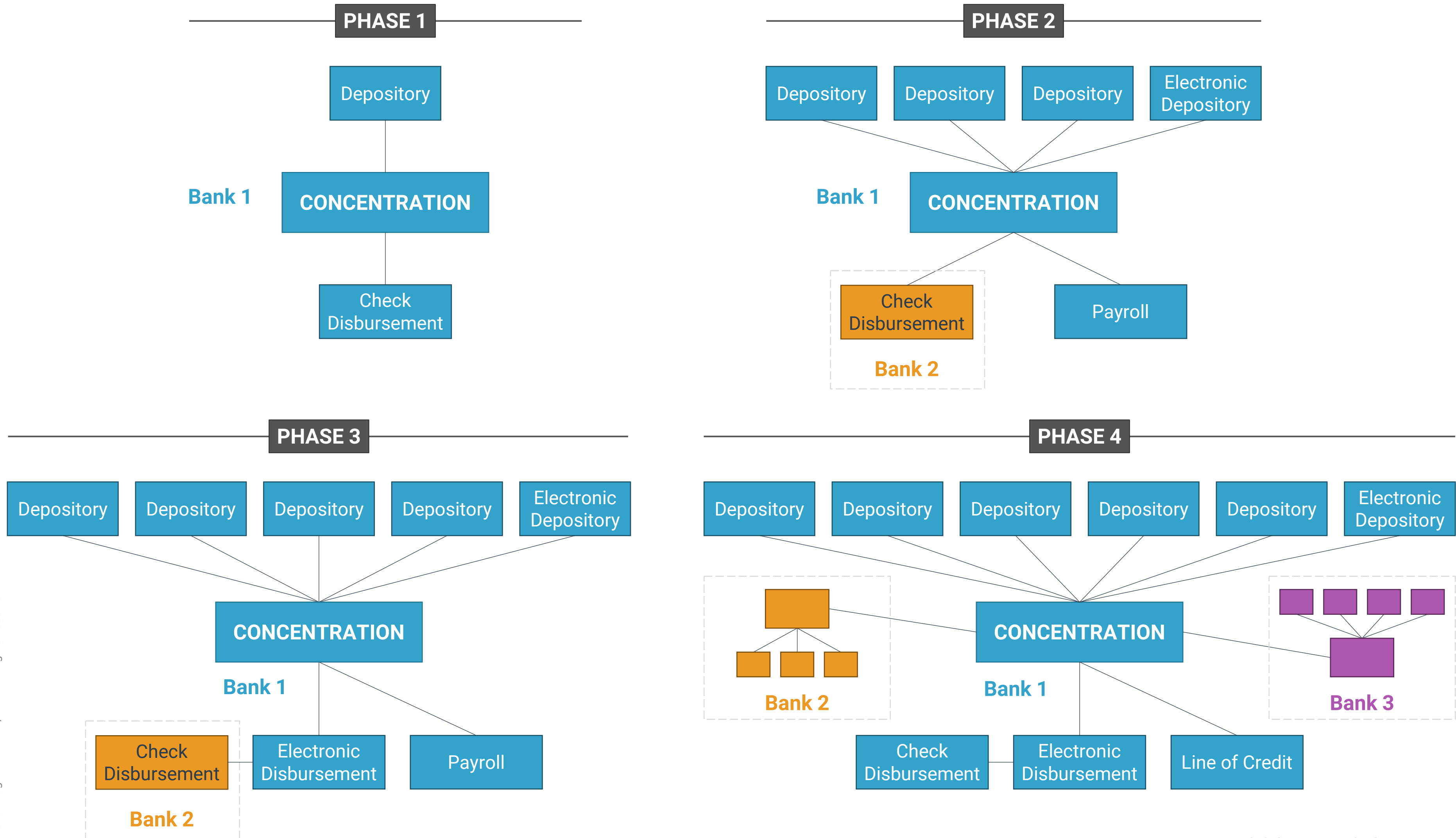


What account types do you have?



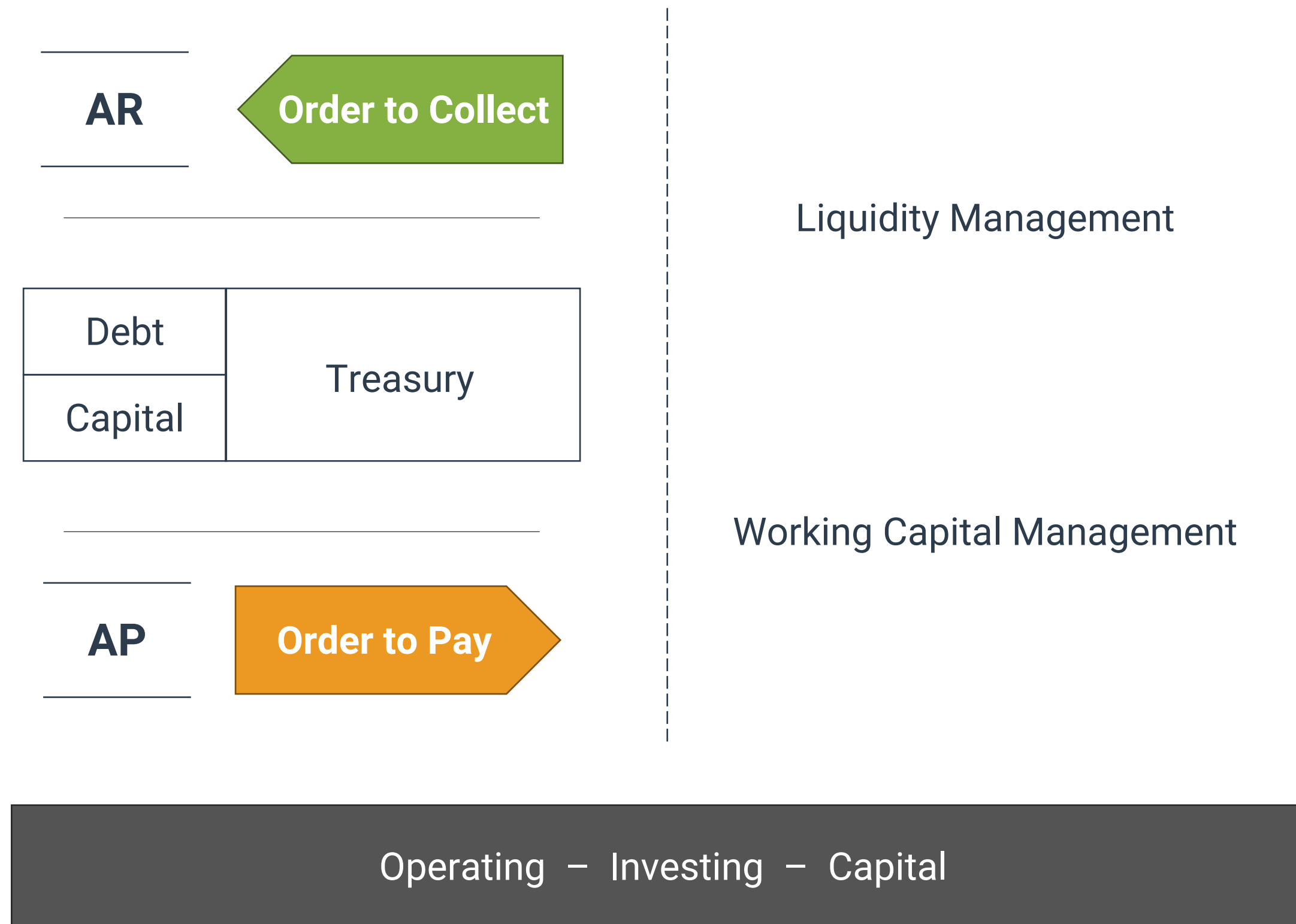
BANKING STRUCTURE

THROUGH THE VARIOUS PHASES OF GROWTH



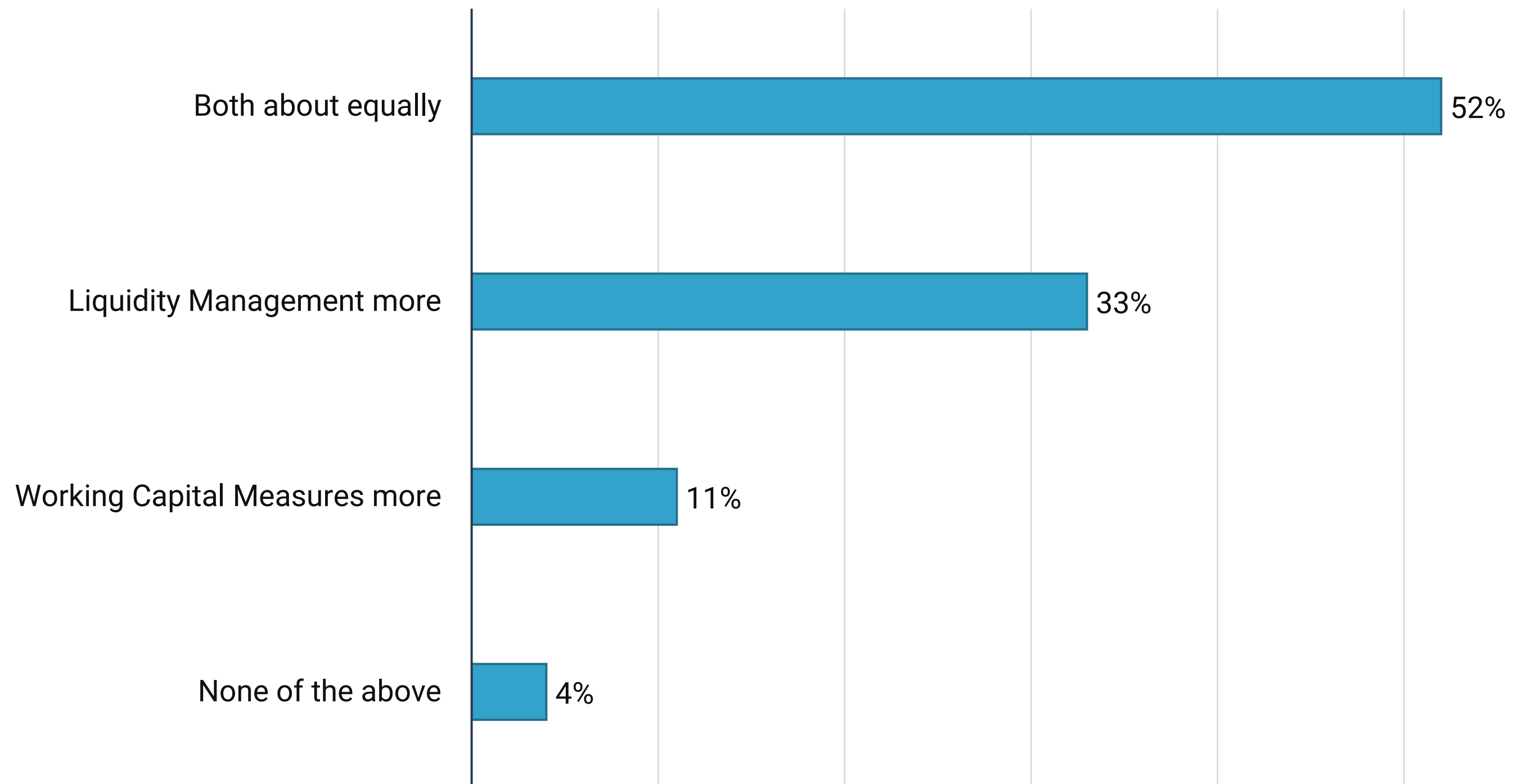
CASH CONVERSION CYCLE

WORKING CAPITAL



POLL QUESTION

We focus more on:



USING TECH

TO SUPPORT TREASURY IN TRANSITION



Slow visibility and guessing



Visibility

- Can view all balances and transactions on a daily basis



Manual



Efficiency

- Single point of access
- Common transaction methodology
- Automated movement
- Automated accounting



Human controls



Technology controls

- Consistent process
- Secure banking info
- Confirmed processes
- System-enforced rules



Page down query

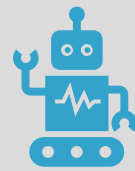


Natural Language Search (NLS)

- You don't have to be a programmer
- Easy request
- Instant results

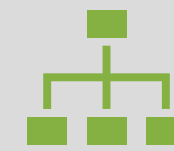
BEST PRACTICES

A FRAMEWORK



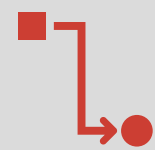
Tech

- Rules-based logic
- AI/ML
- Platform vs. static
- NLS
- Scalability of compute
- Full visibility



Structure and Services

- Account- and transaction-level controls
- POBO/ROBO
- Cash pooling
- Modern cash concentration



Processes

- Liquidity and working capital management
- End-to-end view

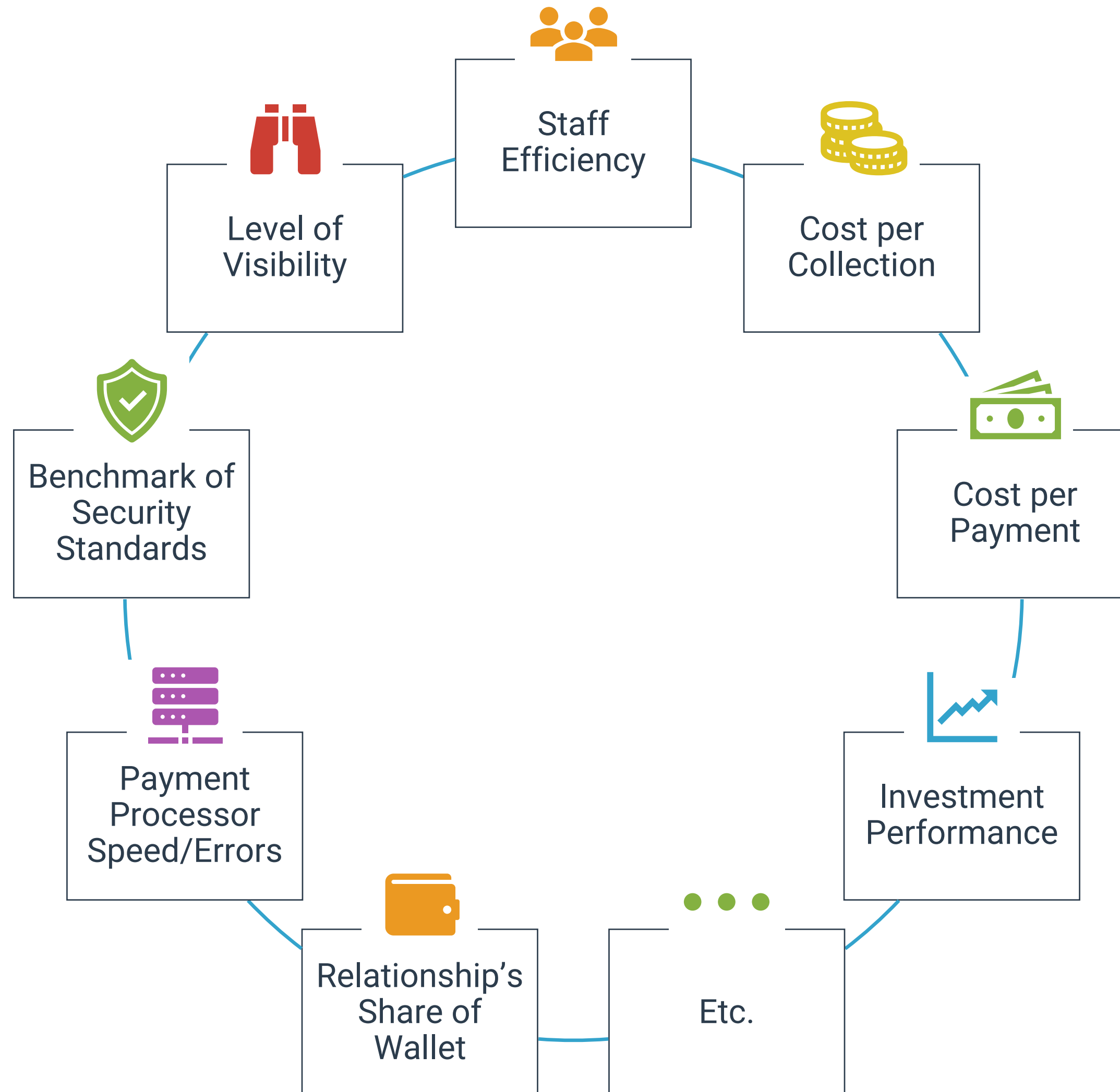


Team

- Superintendent of payments
- Owner of working capital
- Owner of cash
- Owner of accounts

KPIs

WHAT TO TRACK AND SET GOALS FOR



KEY TAKEAWAYS

IDEAS AND POINTS TO BRING BACK TO THE OFFICE



OUTGROWING YOUR SHOES

- Too much work
- Not enough day



FULL VISIBILITY

- Cash
- AR
- AP
- Forecasting



TECH IS VITAL

- Scalability
- Resilience
- Efficiency



STRATEGIC MANAGEMENT

- Process
- Structure
- Future state

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

Craig A. Jeffery,
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🎧 [The Treasury Update Podcast](#)

📄 [linkedin.com/in/strategictreasurer/](https://www.linkedin.com/in/strategictreasurer/)

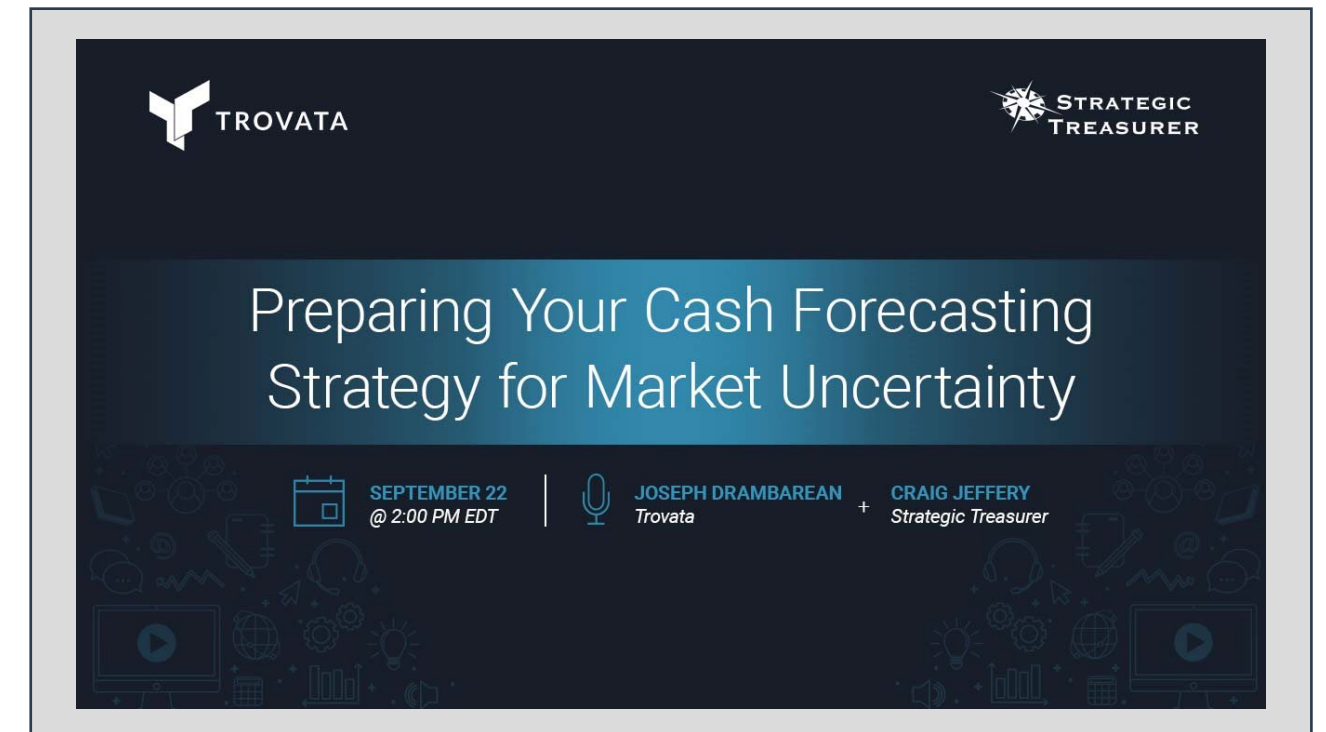


TROVATA

Tracey Knight
Vice President of Client Success, Trovata

📄 <https://www.trovata.io/demo/>

📄 [linkedin.com/company/trovata-io/](https://www.linkedin.com/company/trovata-io/)



September 22 at 2pm EDT

REGISTER: bit.ly/3z1w90p