

# BANKING BEYOND BORDERS: NAVIGATING THE CONNECTIVITY ERA



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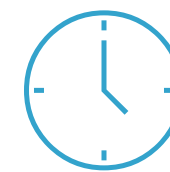
## CRAIG JEFFERY

Managing Partner, Strategic Treasurer



## WHAT

Discussing the changing dynamics of global connectivity in the banking industry.



## WHEN

Thursday, September 28, 2023  
11:00 AM – 12:00 PM EDT



## WHERE

Live online presentation  
Replays at [StrategicTreasurer.com](https://StrategicTreasurer.com)



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# THE SPEAKERS

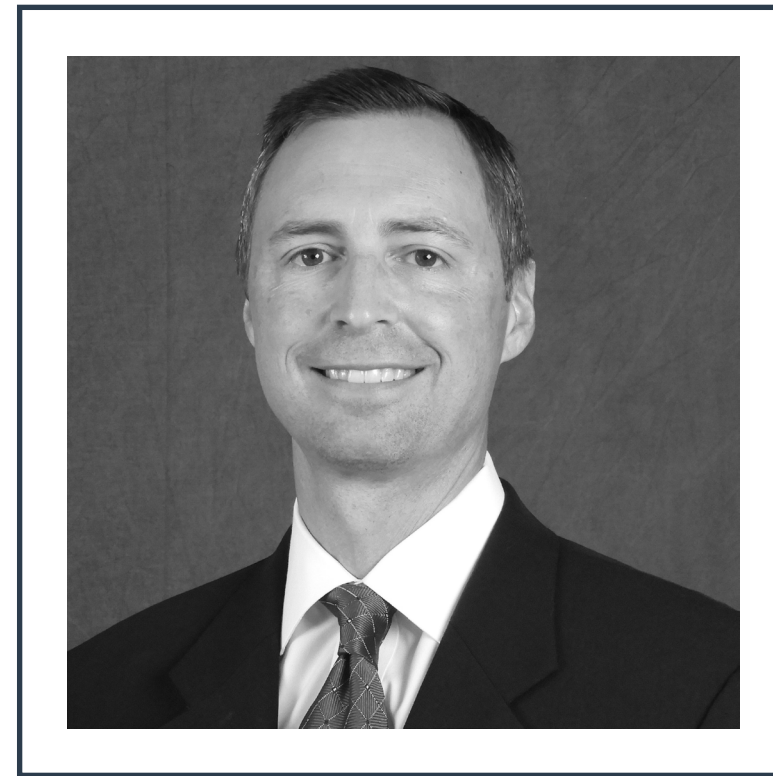
TODAY'S SUBJECT MATTER EXPERTS



**MARK O'TOOLE**



**PHILIP ANKLIN**



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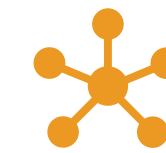


# TOPICS OF DISCUSSION

KEY AREAS OF FOCUS & ANALYSIS



**COMPLEX SITUATION**  
PAYMENTS AND BANKS



**CONNECTIONS**  
BETWEEN PARTIES



**CROSS-BORDER  
TRANSACTIONS**  
IMPLICATIONS



**COMMUNICATION**  
DATA HANDOFFS VS.  
PLATFORM



**CUSTOMER  
EXPERIENCE**  
ENHANCING AND IMPROVING



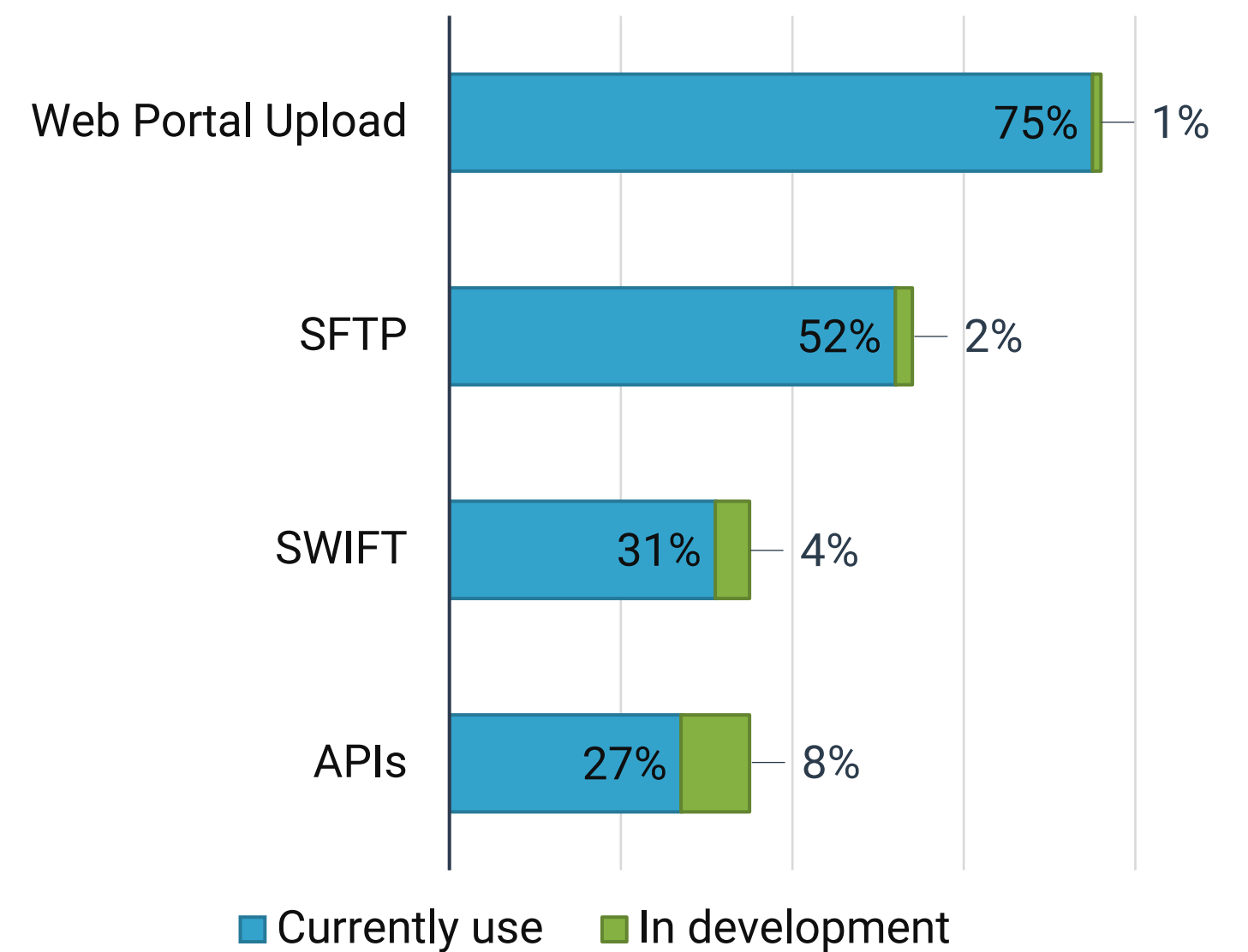
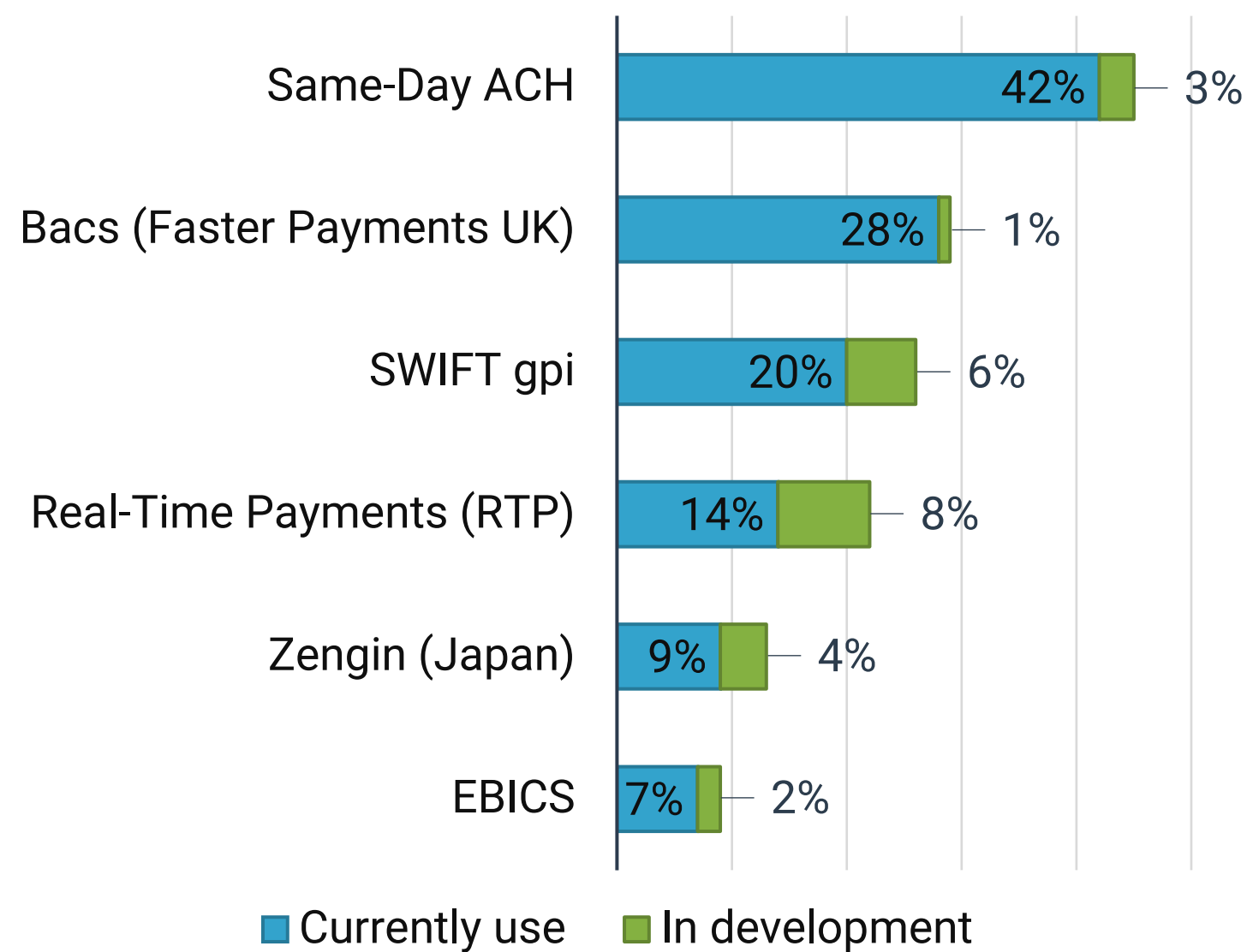
**KEY TAKEAWAYS**  
AND FINAL THOUGHTS

# CONTEXT OF COMPLEXITY

## DELIVERING PAYMENTS AND CONNECTING WITH BANKS

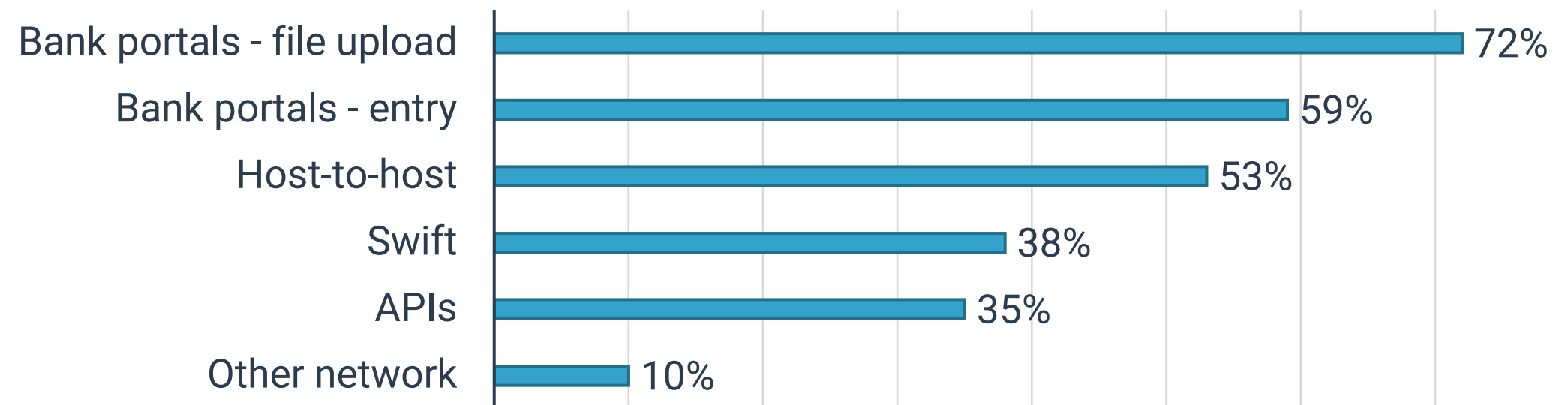
» Which of the following payment platforms do you currently use to deliver payments?

» Which of the following connection methods do you use to connect with your banks?

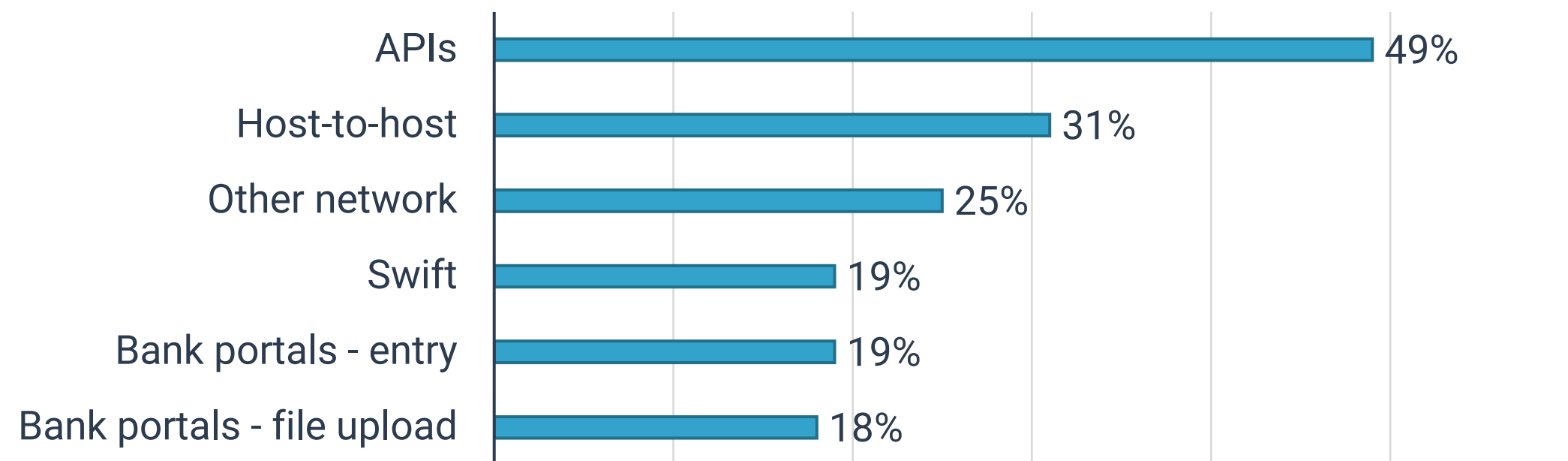


# POLL QUESTION

**Poll 1 - We currently use the following methods of connecting to our banks: (all that apply)**



**Poll 2 - We plan to add the following methods of connecting to our banks: (all that apply)**



# CONNECTIONS

VARIOUS TYPES

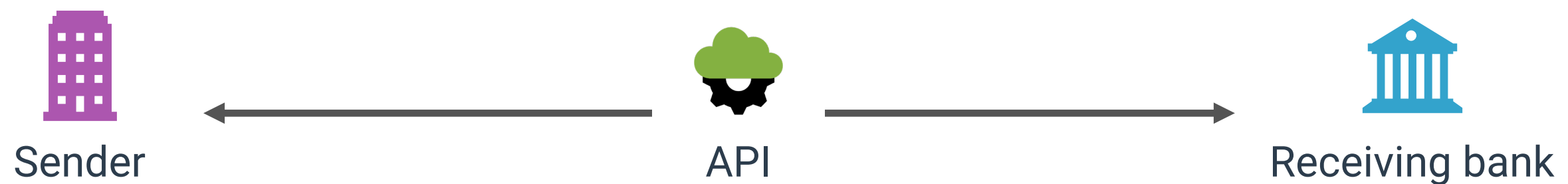
## Direct (host-to-host)



## Via networks



## Via APIs



# SYSTEMS AND MESSAGING

COMMUNICATION BETWEEN INVOLVED PARTIES



## Systems

- AP
- AR
- Treasury
- Admin




## Messaging

- Information reporting
- Payments
  - Value
  - List/details/data
- Confirmation/validation


# BANK REQUIREMENTS

## CHARACTERISTICS OF ENRICHED DATA

CSV/Delimited	Account #	Date	Transaction amount	Transaction ID	Delivery method
	1230987	, 09282023	, \$5000.00	, 1675	, ACH

- Info positionally defined
- Can break more easily when new info is added

**XML**



```

< Account# > 1230987 < Account# />

< Date > 09282023 < Date />

< Transaction amount > $5000.00 < Transaction amount />

< Transaction ID > 1675 < Transaction ID />

< Bank code > 475 < Bank code />

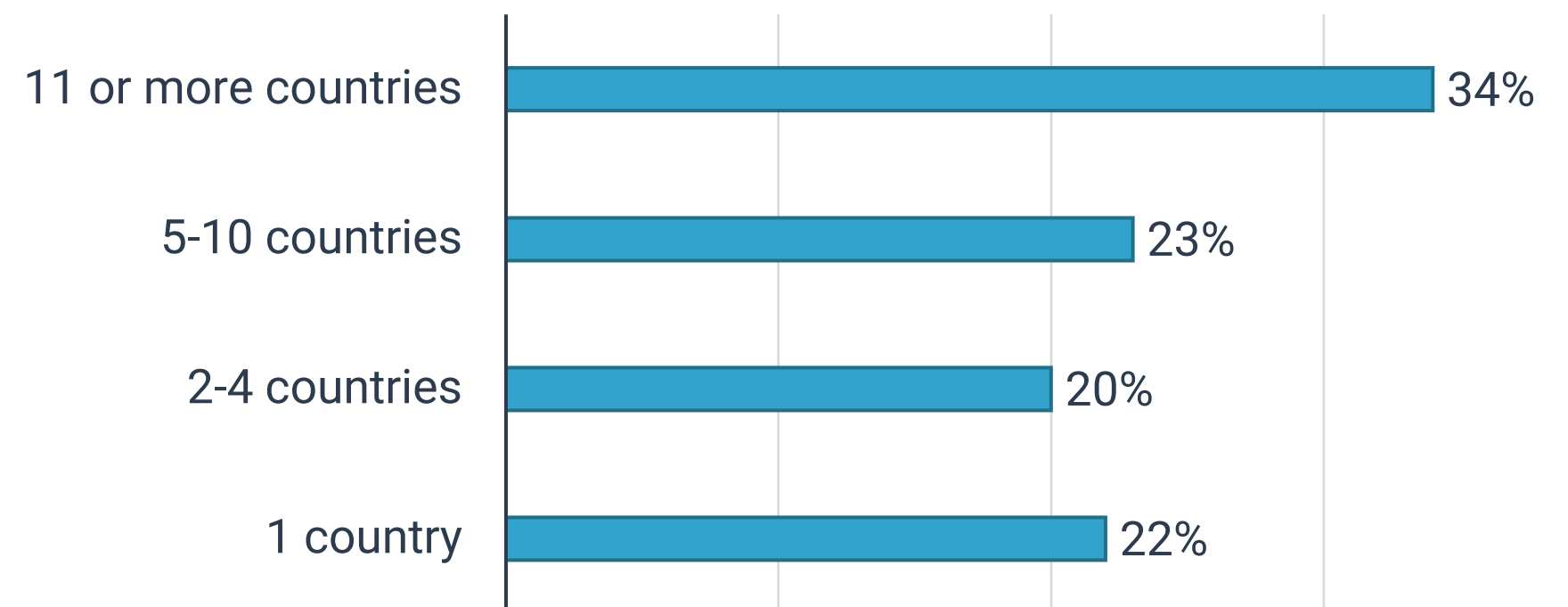
< Bank code description > Paid checks < Bank code description />
    
```

- Info tied to tags
- Better format because adding new info doesn't break format as easily
- However, format of info can vary (e.g., Pd Checks, Pd Cks, Cks Paid)

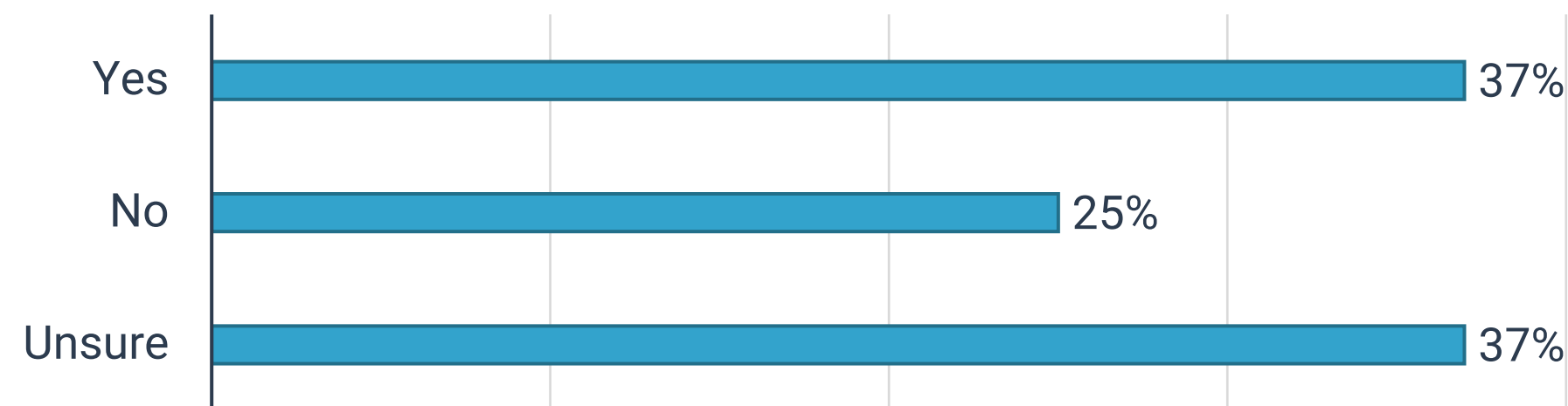


# POLL QUESTION

**Poll 3 - Our status of global payments is that we make payments in: (single choice)**

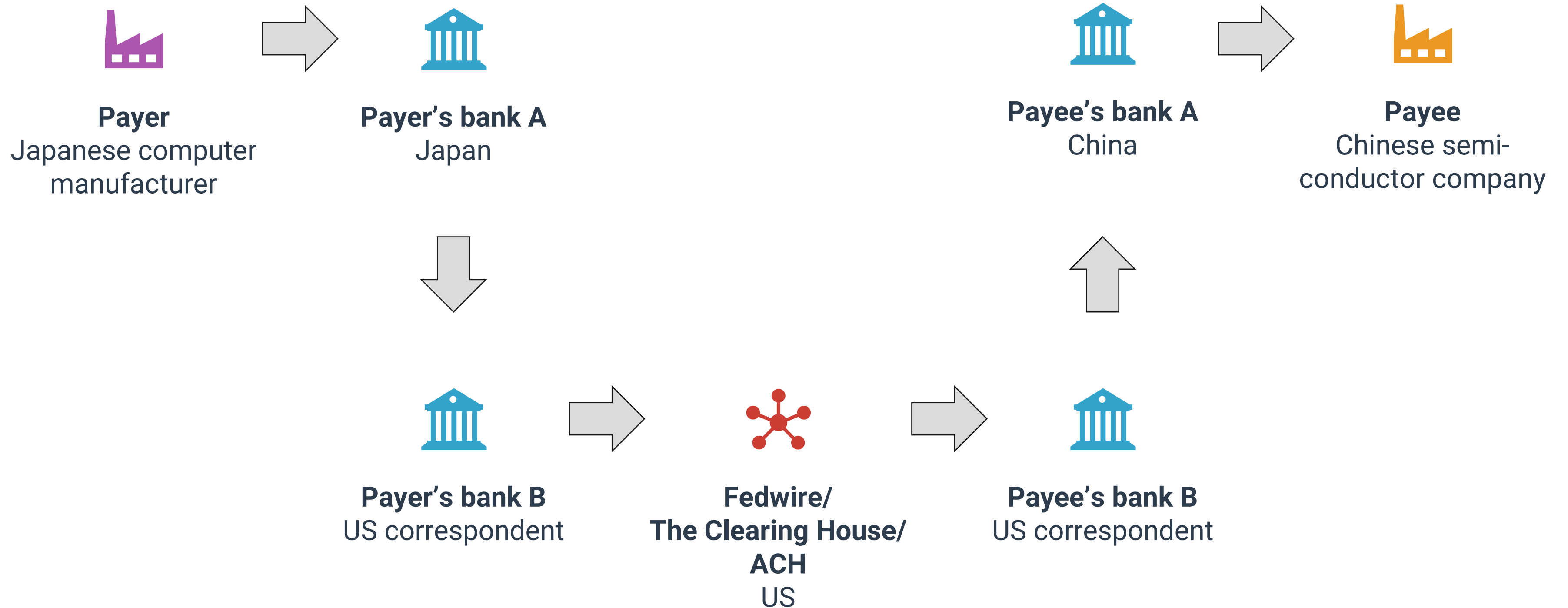


**Poll 4 - We plan to add payments to more countries in the next year? (single choice)**



# CROSS-BORDER TRANSACTIONS

## INTERNATIONAL PAYMENT FLOW



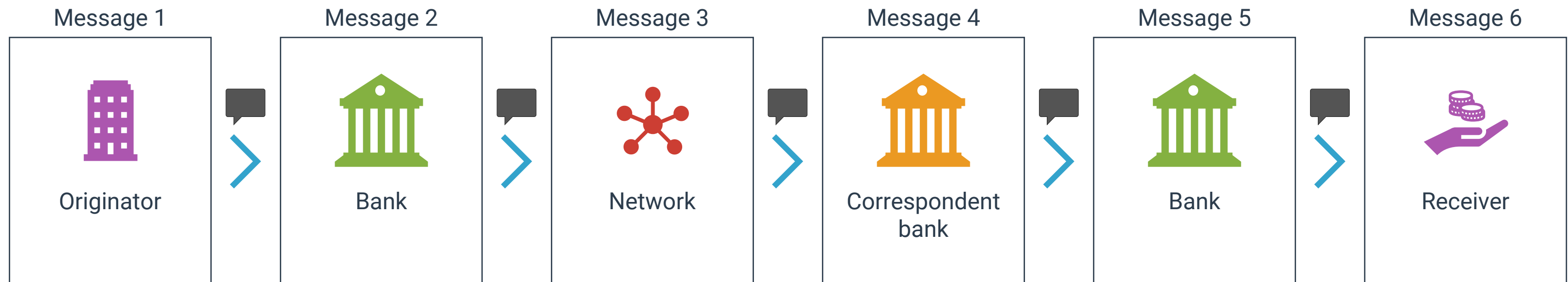
Challenges:

- Visibility
- Timing
- Additional compliance

# DATA HANDOFFS VS. PLATFORM

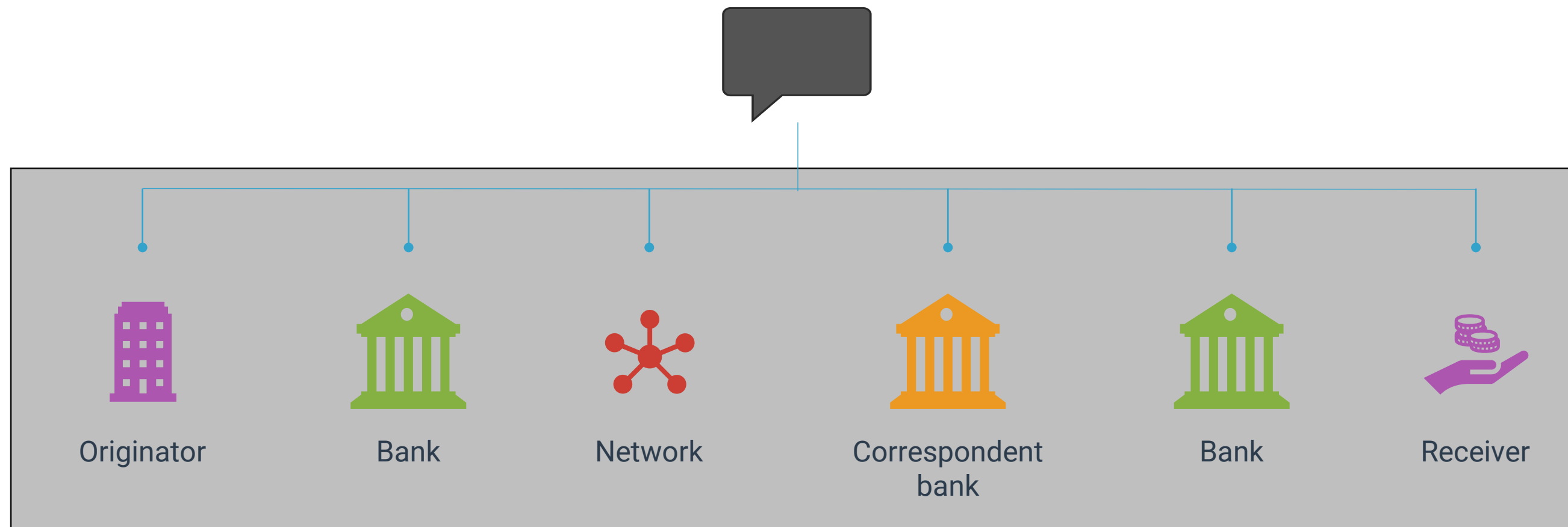
## DISTINCTIVES

LEGACY MESSAGING



- Each message is an opportunity for errors and loss of data
- Handoffs are one-way and cannot be corrected
- If additional information is needed, the transaction fails, and a new one must be started

TRANSACTION PLATFORM



- One central file that's seen and appended by all
- If additional information is needed, the transaction doesn't fail

# IMPLICATIONS OF GLOBALIZATION

## REGULATION, VALIDATION AND FORMAT LIFE CYCLES

### Challenges



Compliance (e.g., sanctions lists)



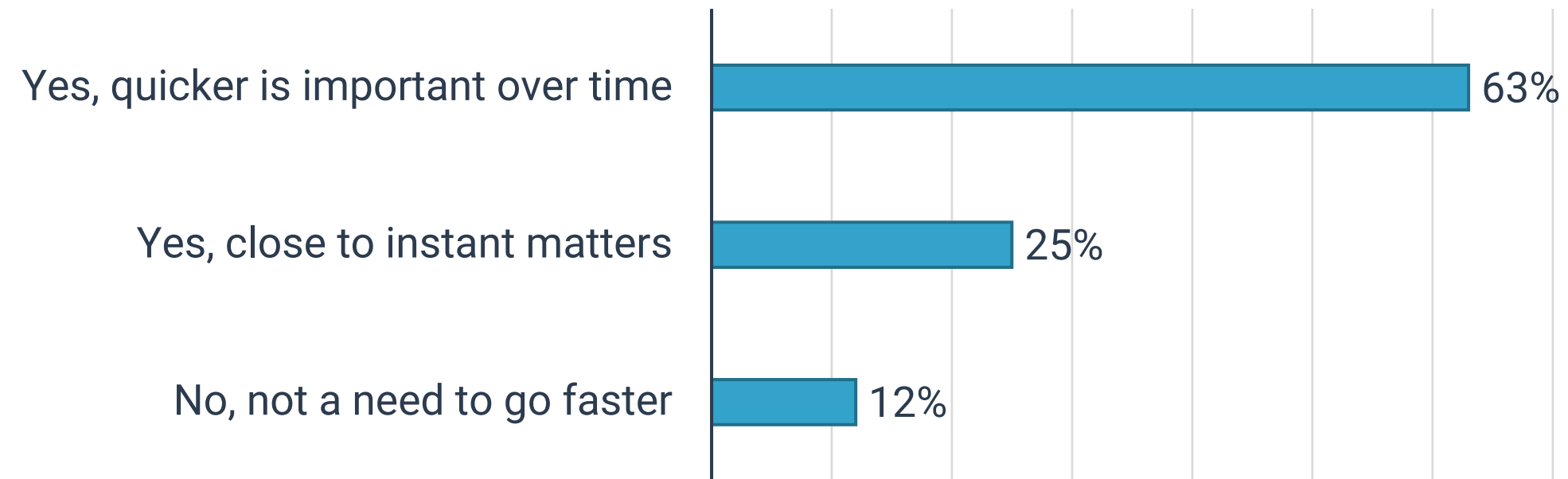
Validation (e.g., confirmation of account name)

**Format lifespan:** New formats are introduced, older formats sunset

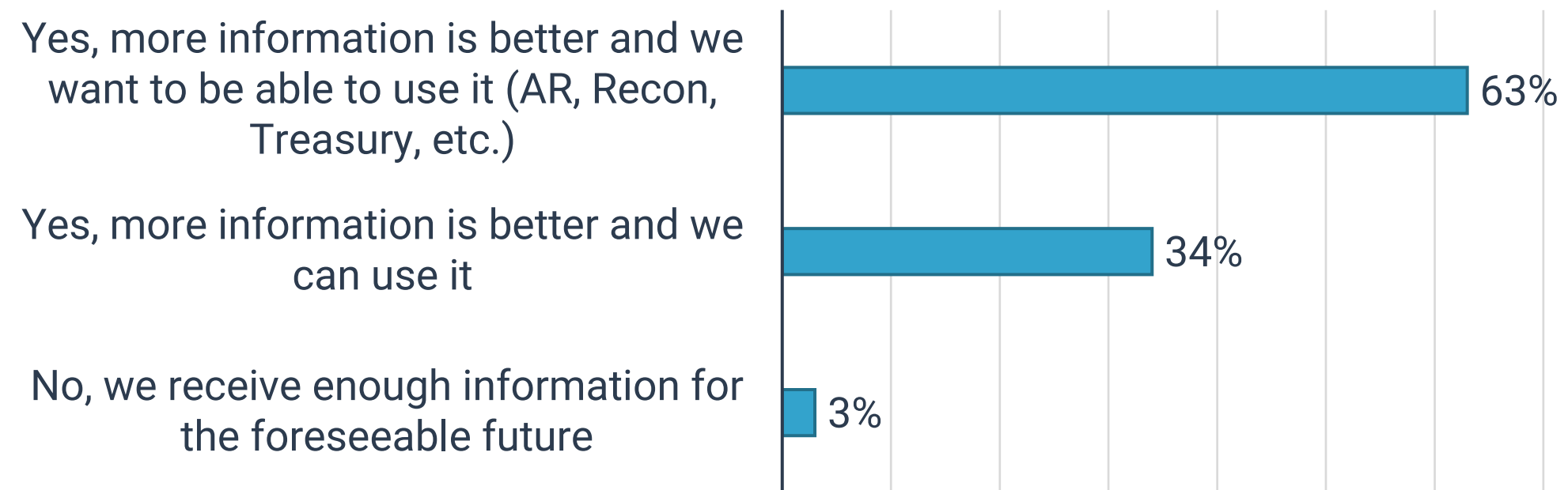


# POLL QUESTION

## Poll 5 - Speed matters to us for payments in the following way: (single choice)



## Poll 6 - Detail matters to us for information reporting in the following way: (single choice)



# TREASURY'S NEEDS AND DESIRES

## THE IMPORTANCE OF SPEED



Everyone wants faster

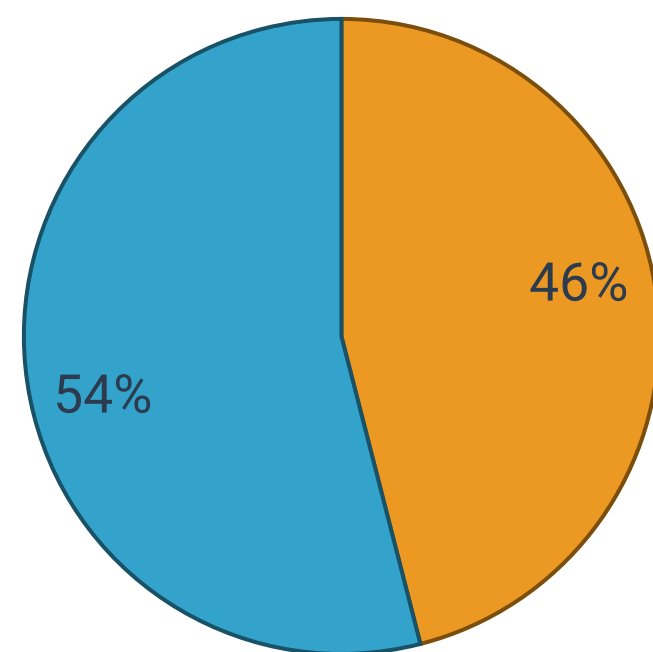
- Good enough in most cases



Instant is rarely needed today

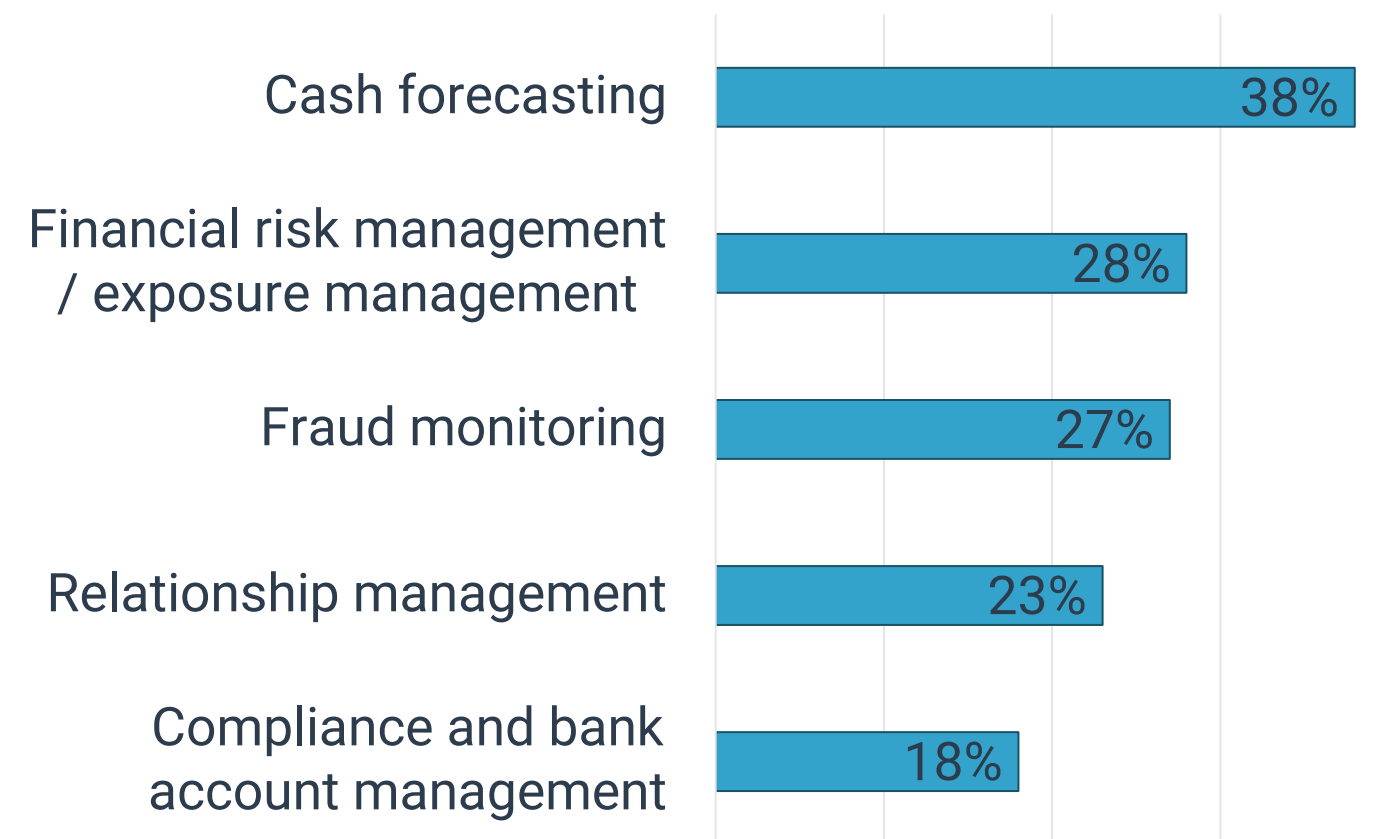
- Limited applications

» Are there currently any responsibilities that you don't have time to perform?



■ Yes ■ No

» What are these responsibilities?



# CUSTOMER PERSPECTIVE

ENHANCING THE EXPERIENCE



Speed



Visibility



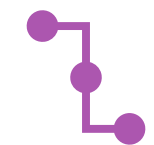
Richer data



Reduced defects



Simplicity (eliminate steps and friction)



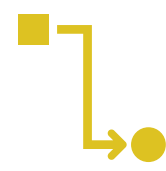
Integrated processes (Uber example)



Platform (allows for self-serve queries) vs. linear process

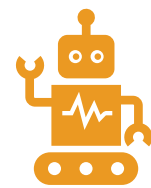
# TAKEAWAYS

IDEAS AND POINTS TO BRING BACK TO THE OFFICE



## END-TO-END PROCESS

- Consider the entire process
- Visibility requires that information and value must travel together or be matched



## AUTOMATION

- Information reporting – default is to see every account
- Digital handoffs instead of manual connections and repairs
- Matching, validation, confirmation



## PAYMENT GLOBALIZATION

- Think through the implications of banks, formats, FX
- Increasing complexity requires solutions to simplify the structure



## CHECKLIST

- Identify what supports scalability
- Options for removing defects and points of exposure
- Daily visibility and reconciliation is the new standard



# 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.



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- Investment Validation



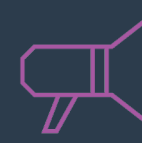
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