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MAKE YOUR DATA WORK FOR YOU: THE CHANGING ROLE OF TREASURY IN RECEIVABLES



PATRICK MOYE

Executive Director of Receivables, Deluxe

CRAIG JEFFERY

Founder & Managing Partner, Strategic Treasurer



WHAT

Discussing the power of data and how treasury can move from service provider to strategic partner.



WHEN

Tuesday, March 26, 2024
2:00 PM - 3:00 PM EDT



WHERE

Live online presentation
Replays at StrategicTreasurer.com



FP&A

Certified Corporate
Financial Planning &
Analysis Professional



deluxe

This presentation is provided by Strategic Treasurer and Deluxe.

ABOUT THE SPEAKERS

GET TO KNOW TODAY'S SUBJECT MATTER EXPERTS



PATRICK MOYE

Patrick (Pat) Moyer is a Product Leader at Deluxe focused on reimagining what is possible through customer driven insights. He has spent time building new products across several industries and is responsible for the Receivables Automation and Order to Cash product suite at Deluxe.

Pat brings an empathy-forward approach to product development, simplifying the complexity in payments and data to get at the heart of what customers really need.



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



TREASURY'S POTENTIAL

MOVING FROM VENDOR TO
STRATEGIC PARTNER



DATA

ITS IMPORTANCE AND
PREVALENCE



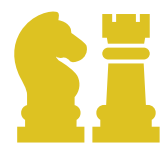
PITFALLS WITH DATA

AND THEIR EFFECTS



HOW TO AVOID PITFALLS

AND IMPROVE CASH APPLICATION
AND FORECASTING



MOVING FORWARD WITH DATA

AS A STRATEGIC PARTNER

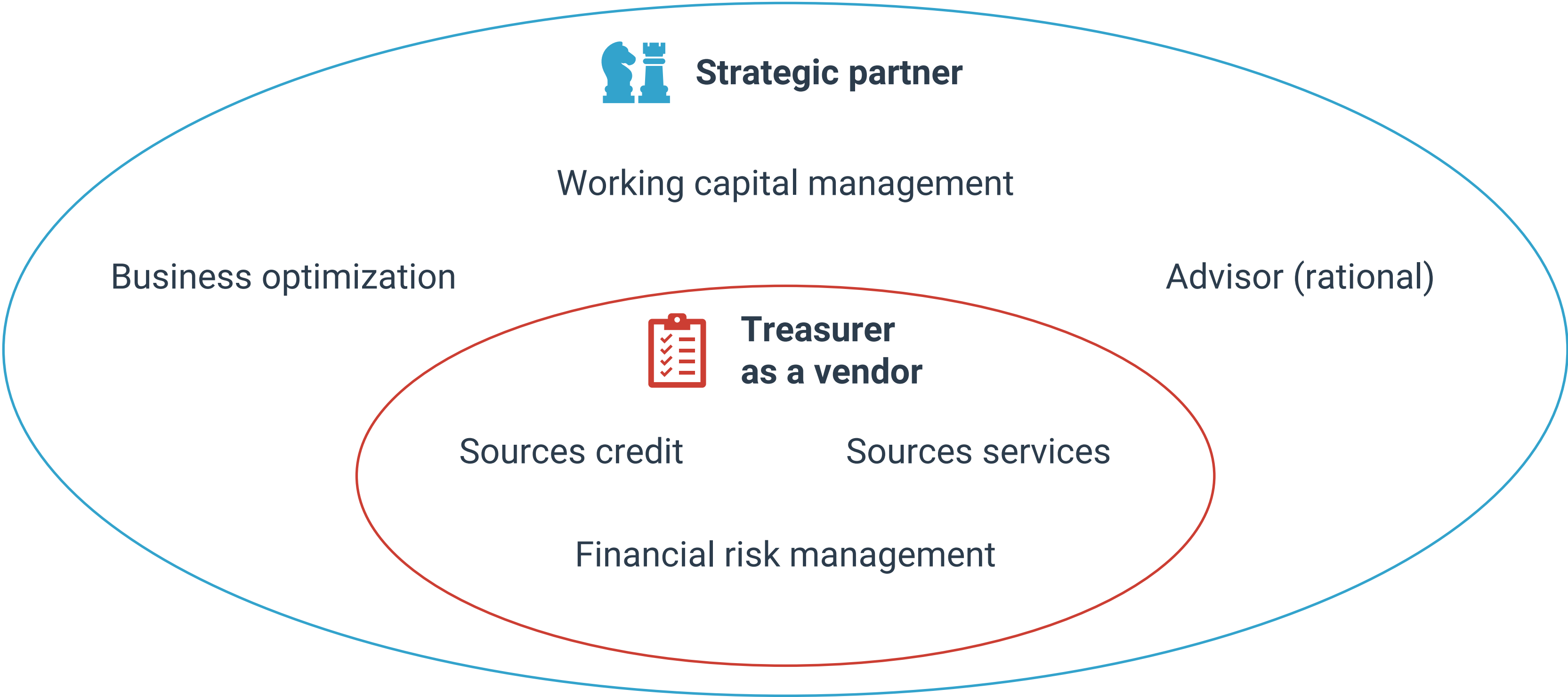


KEY TAKEAWAYS

AND FINAL THOUGHTS

TREASURY TRANSFORMATION

FROM VENDOR TO STRATEGIC PARTNER



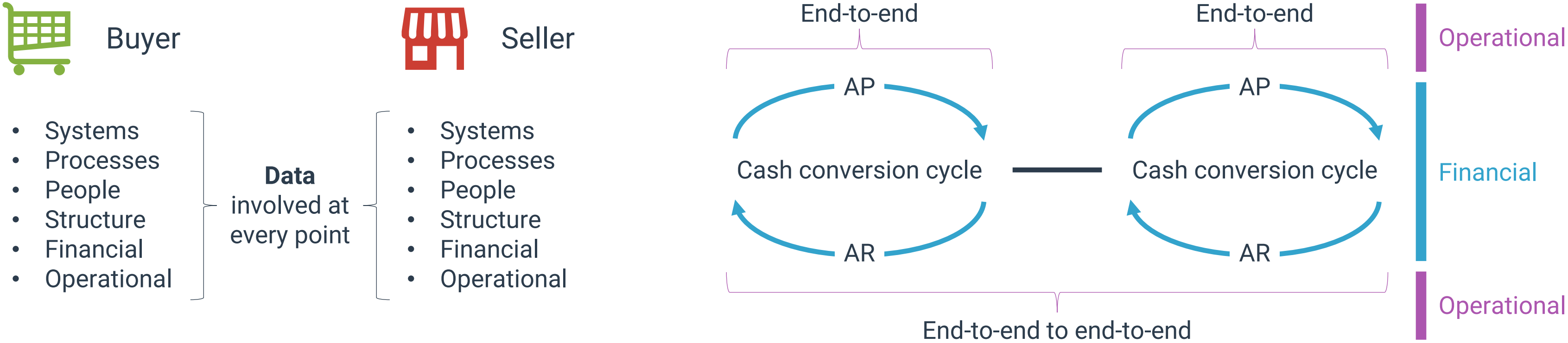
DATA IS THE NEW CURRENCY

IMPORTANT AT EVERY POINT OF THE TRANSACTION

Simplistic view



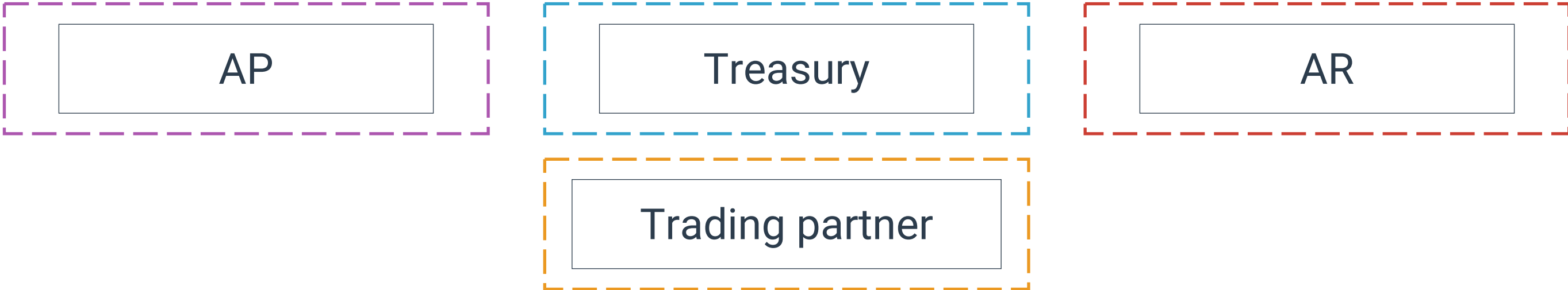
Comprehensive view



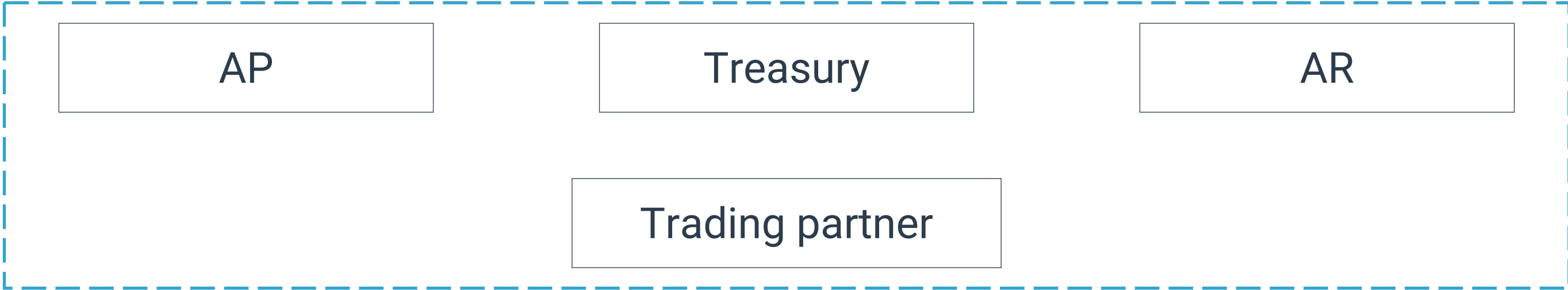
IMPROVING VISIBILITY

BECOMING A STRATEGIC PARTNER BY CONSIDERING THE WHOLE PROCESS

Optimizing only part of the process

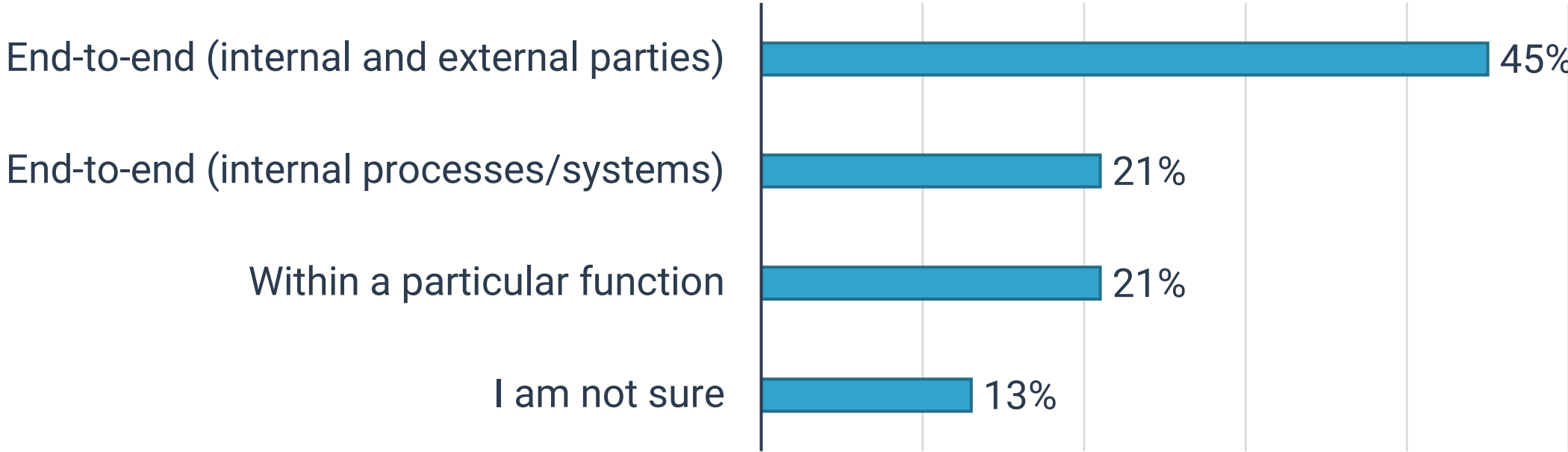


Instead, optimize the whole



POLL QUESTION

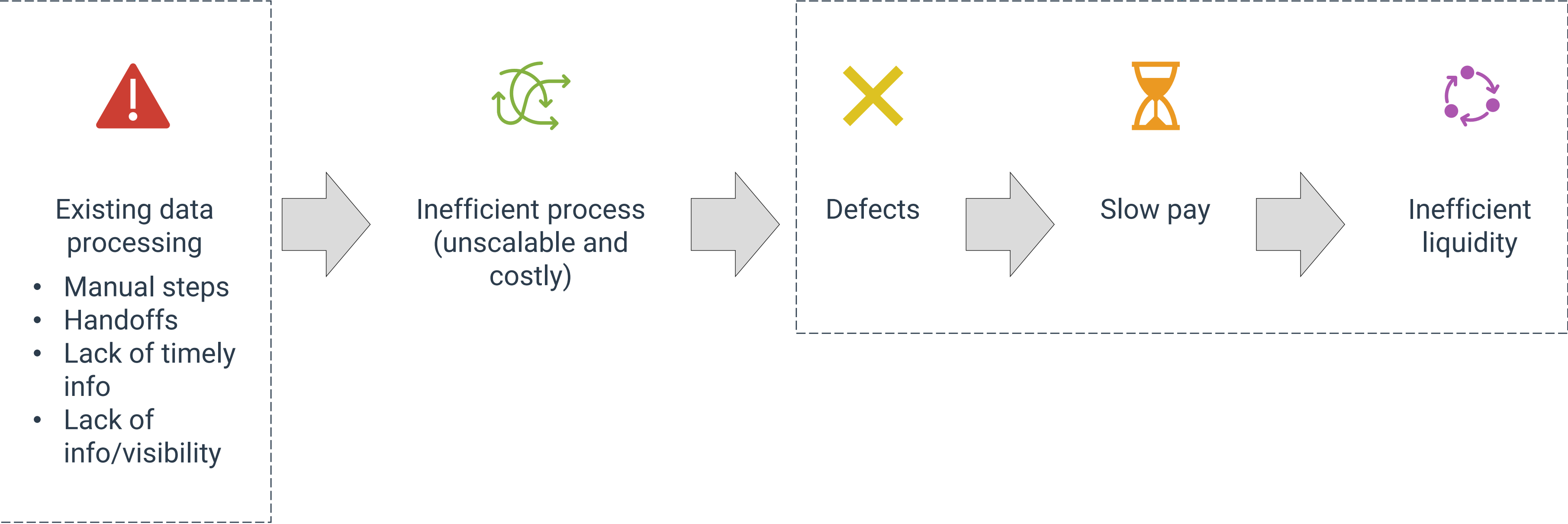
Poll 1 - Our focus on the business process is most accurately described as:



FOUNDATION PITFALLS

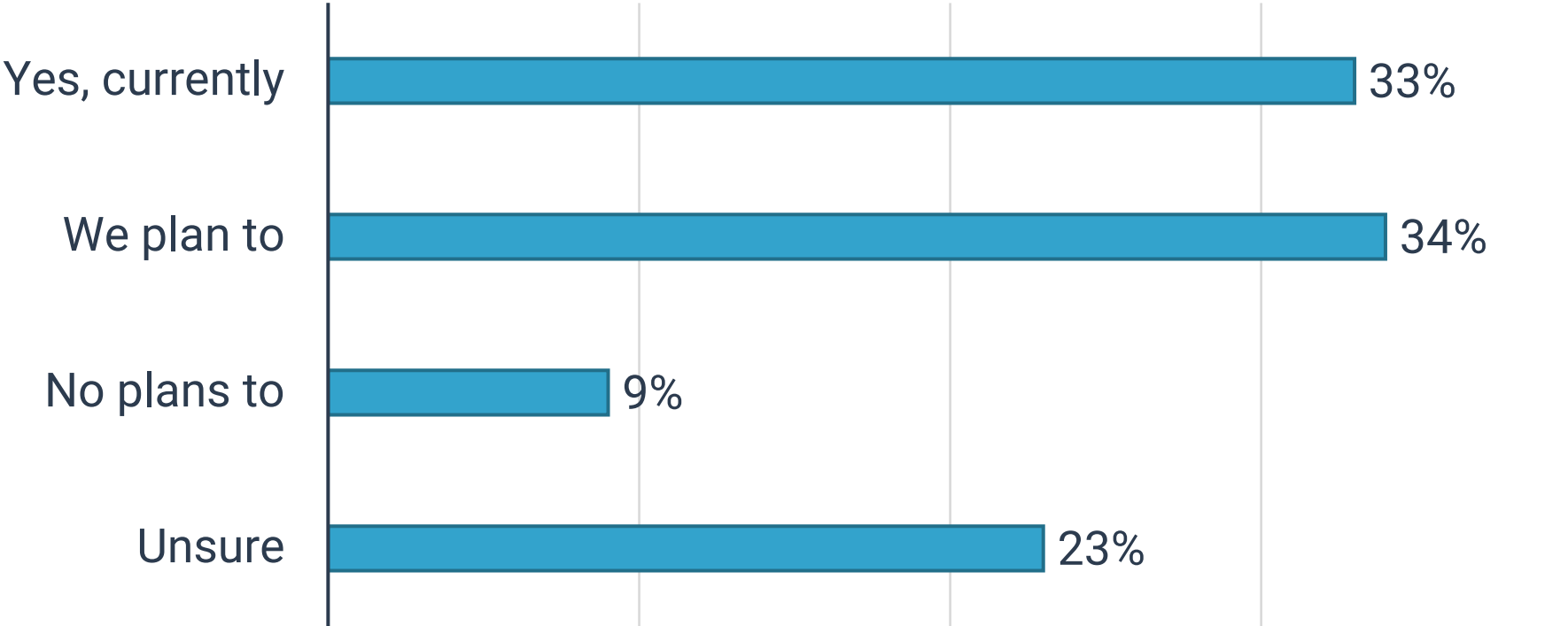
IMPLICATIONS OF DATA-LAST APPROACH

How many conversations are had around
the symptoms
vs.
the cause?



POLL QUESTION

Poll 2 - Are you moving towards rationalization to integrate data and systems?




CASH APPLICATION

IMPORTANCE OF SENDING DATA TOGETHER WITH VALUE



 Value

Bank

 Detail/info

Email

- Not enough detail
- Don't know what this is for
- Amount is good, but can't read details
- Need to:
 - Reassociate
 - Match
 - Remediate
- Leads to inefficiencies that cost time and money
 - Latency
 - Calls/emails
 - Delayed responses
- Leads to inefficient and inaccurate forecasting

 Value

 Detail/info

Sent together

Able to post

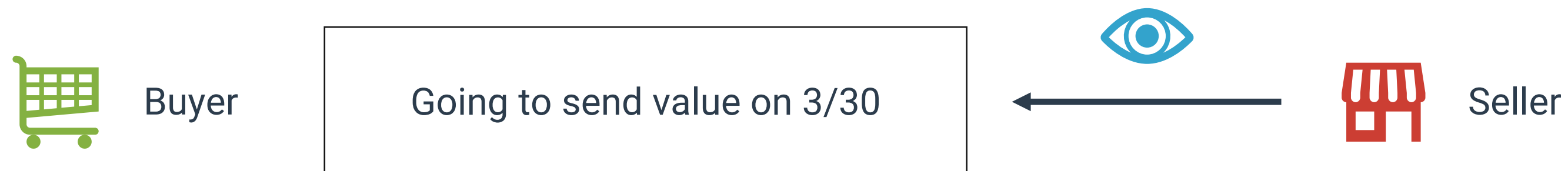
FORECASTING

THE IMPACT OF A LACK OF DATA



Lack of visibility/data leads to inaccurate forecasting, which leads to:

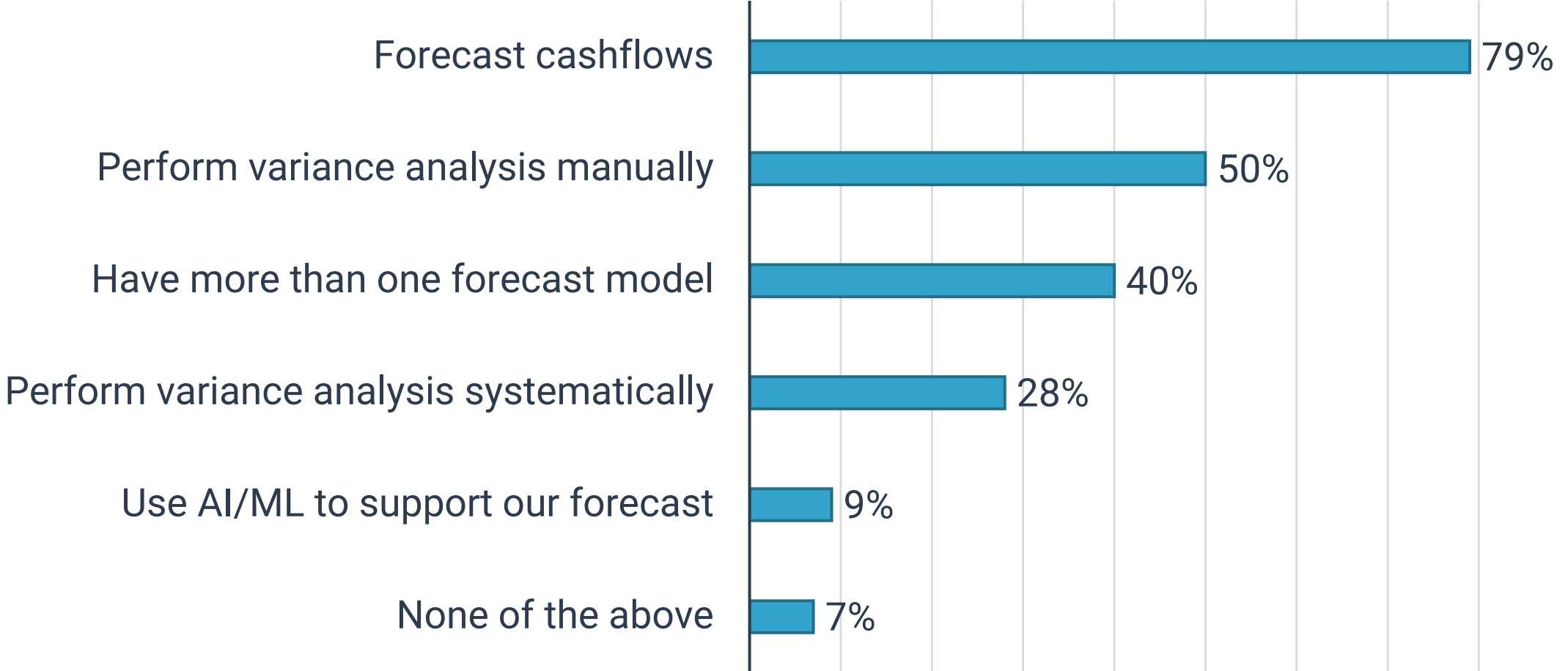
- Issues with production planning
- Inefficient resource allocation
- Increased risk
- Loss of productivity
- Missed business opportunities



Knowing value and timing enables accurate forecasting

POLL QUESTION

Poll 3 - The following is true or mostly true of our organization's forecasting. We ... (select all that apply)



CALIBRATION

FOCUSING ON WHAT'S MOST IMPORTANT TO IMPROVE FORECASTING



Cash flow



Self-service



Efficiency



Speed



Payment optimization

STEPS TO TAKE

MOVING FORWARD AS A STRATEGIC PARTNER



Reduce delays/latency issues with transactions

- Data and value
- Send together



Reduce errors and defects

- Automated processes
- Data at every point



Data for forecasting

- Banks
- AP
- Receiving
- Better methods
 - Regression
 - AI
- More models
- Variance analysis



Processes

- End-to-end to end-to-end view
- Optimize the whole



Tools for forecasting

- Vendor
- Bank
- Other

FINAL THOUGHTS

HOW TO PROCEED



DATA IS THE NEW CURRENCY

- Impact on operations
- End-to-end visibility
- Analysis
- Forecasting



DON'T SELL THE OLD CURRENCY

- Operational excellence requires the old disciplines – even when they can be improved
- Continual improvement is required for scalability
- Trade some older currency for newer currency (limited metrics for global metrics)



END-TO-END VIEW

- Clearest when payments include data
- Reduces defects
- Physical supply chain, financial supply chain, data supply chain – the data supply chain impacts every other part

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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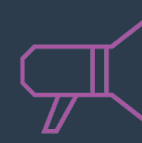
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