

# LET'S STAY CONNECTED

We believe in the value of strategic partnerships and a collaborative approach to supporting our industry through long-term relationships, the beneficial exchange of insights, and excellence in service. Follow us on social media for updates or set up a quick call to talk in more detail.



[linkedin.com/company/strategic-treasurer-llc](https://www.linkedin.com/company/strategic-treasurer-llc)



[@StrategicTreasurer](https://www.youtube.com/@StrategicTreasurer)



[@StratTreasurer](https://twitter.com/StratTreasurer)



[Strategictreasurer.com/podcast](https://strategictreasurer.com/podcast)  
or wherever you listen to podcasts



[ctmfile.com](https://ctmfile.com)

# EFFECTIVE BANK ACCOUNT MANAGEMENT



## KEVIN RICE

Director of Customer Success, TIS

## CRAIG JEFFERY

Founder & Managing Partner, Strategic Treasurer



## WHAT

Discussing foundational components and leading practices for strong bank account management.



## WHEN

Tuesday, October 15, 2024  
11:00 AM - 12:00 PM EDT



## WHERE

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



This presentation is provided by Strategic Treasurer and TIS.

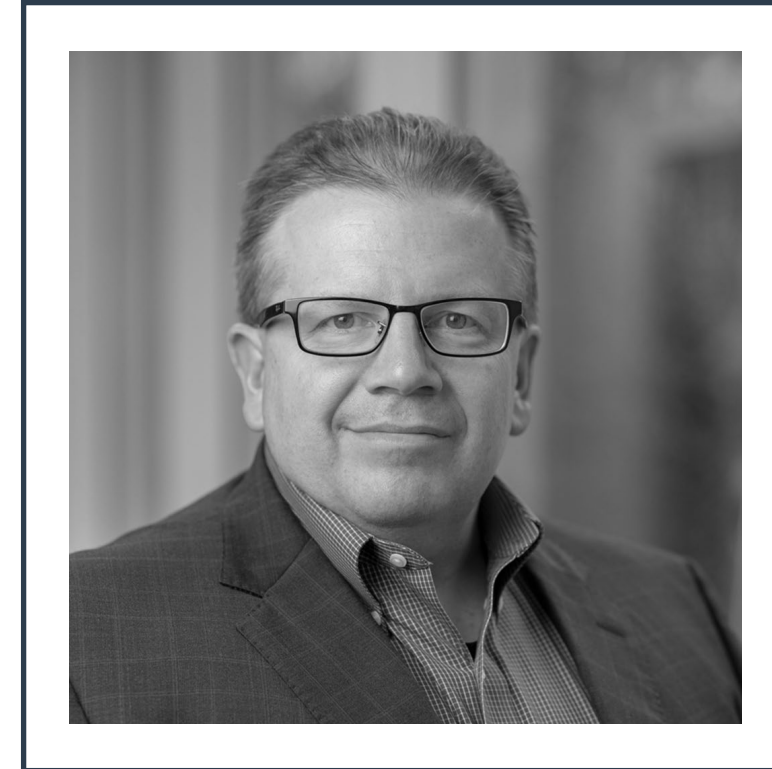
# ABOUT THE SPEAKERS

GET TO KNOW TODAY'S SUBJECT MATTER EXPERTS



## KEVIN RICE

Kevin Rice is a Certified Treasury Professional (CTP) with 5+ years of experience as an industry practitioner, as well as 5+ years of experience in treasury software and service roles. Over the past decade, Kevin has worked in over a half-dozen unique treasury positions at various banks, corporations, and software vendors, including as a Treasury Manager, Treasury Analyst, and Treasury Accountant. He formerly attended the University of Massachusetts Lowell and graduated with a Bachelor of Business Administration (BBA) degree in 2012. Today, he is happily serving as the Director of Customer Success Americas at Treasury Intelligence Solutions (TIS).



## 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



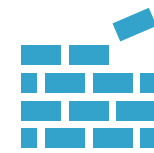
## BANK ACCOUNT MANAGEMENT

DEFINITION AND PURPOSE



## CHALLENGES

HOW POOR ACCOUNT MANAGEMENT HURTS



## FOUNDATIONS

BUILDING A STRONG FRAMEWORK



## CONTINUED SUCCESS

MAINTAINING GOOD MANAGEMENT



## MOVING FORWARD

CONSIDERATIONS AND STEPS TO TAKE

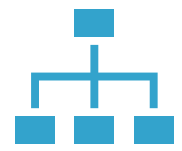


## KEY TAKEAWAYS

AND FINAL THOUGHTS

# BANK ACCOUNT MANAGEMENT

## THE WHAT AND WHY



### What is BAM?

Managing the banking structure, banks, bank accounts, signers, and services in an appropriate manner



### Why BAM?

Every bank account is a:

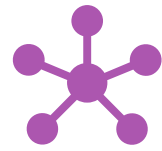
- Point of exposure
- Point of cost

Proper BAM is essential for:

- Good cash concentration
- Optimal liquidity
- Efficient processes and cost management
- Maximal interest income and minimal idle cash
- Effective controls
- Compliance
- Strategic decision-making

# CHALLENGES TO ADDRESS

## ISSUES CAUSED BY INADEQUATE BANK ACCOUNT MANAGEMENT



### No connection to accounts

- Excess cash buildup
- Liquidity issues



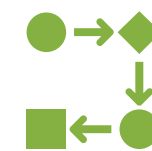
### Fragmented banking structure across entities

- Inefficiencies
- Lack of visibility



### Missing expected controls

- Loss of funds
- Damaged reputation



### Lack of standardized procedures

- Compliance risks

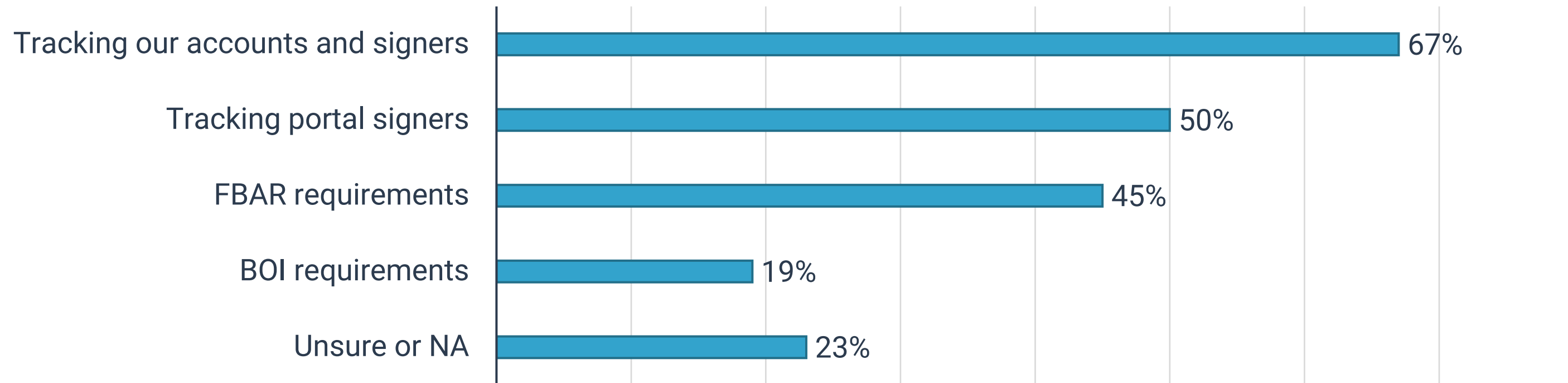


### Limited banking relationships

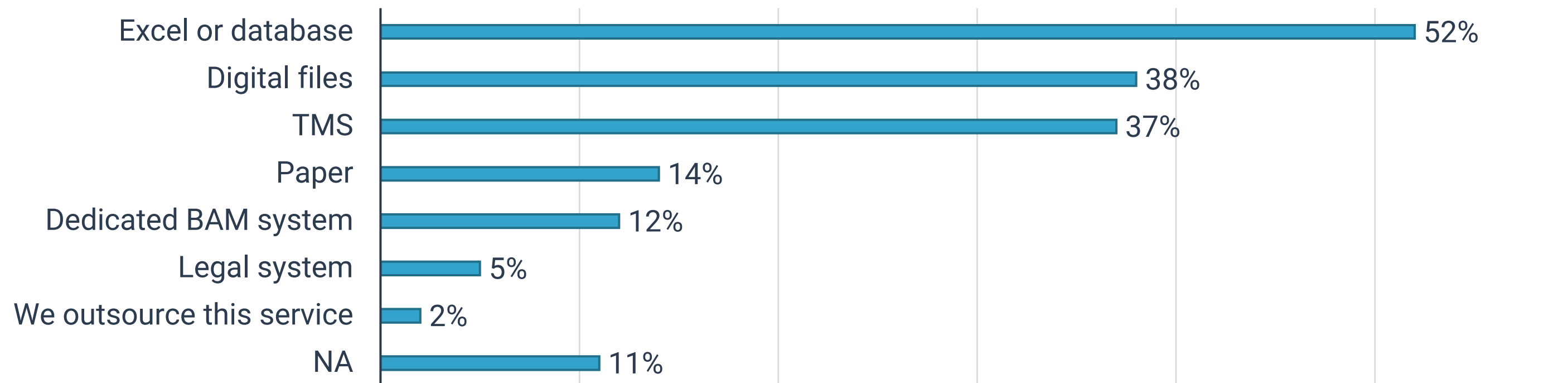
- Too few resources for managing accounts

# POLL QUESTION

## Poll 1 - We are current and/or compliant for the following: (all that apply)

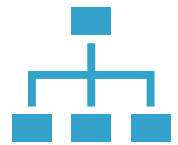


## Poll 2 - We manage our bank accounts using the following: (all that apply)



# FOUNDATIONAL COMPONENTS

## EFFECTIVE BANK ACCOUNT MANAGEMENT



### Account structure

- Types of accounts
  - Operating, savings, foreign, etc.
- Cash concentration



### Access control

- User permissions
  - Signers, users
- Approval workflows
  - Single or dual signatory requirements



### Cash management

- Liquidity monitoring
- Cash forecasting



### Compliance

- Regulations and internal policies
- Reporting and disclosures



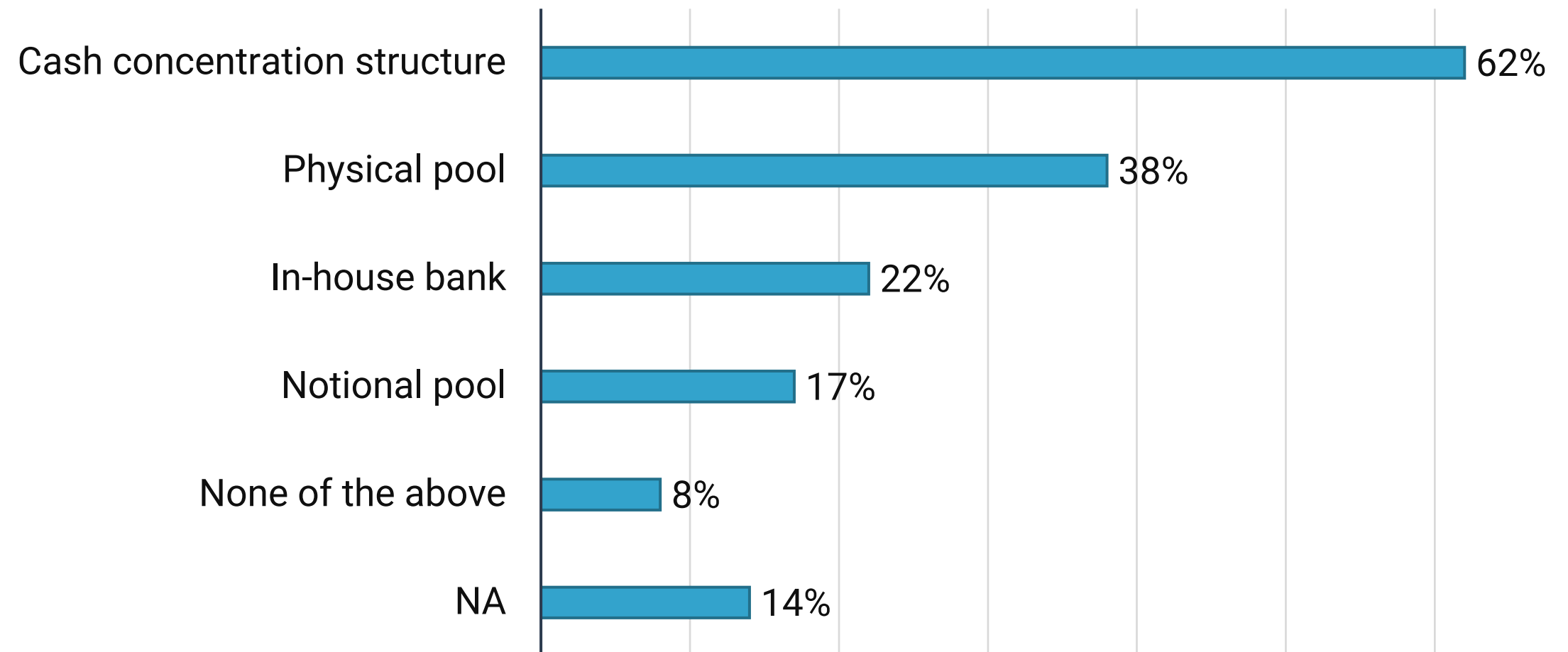
### Risk management

- Transaction limits, alerts, secure access protocols
- Audit trails



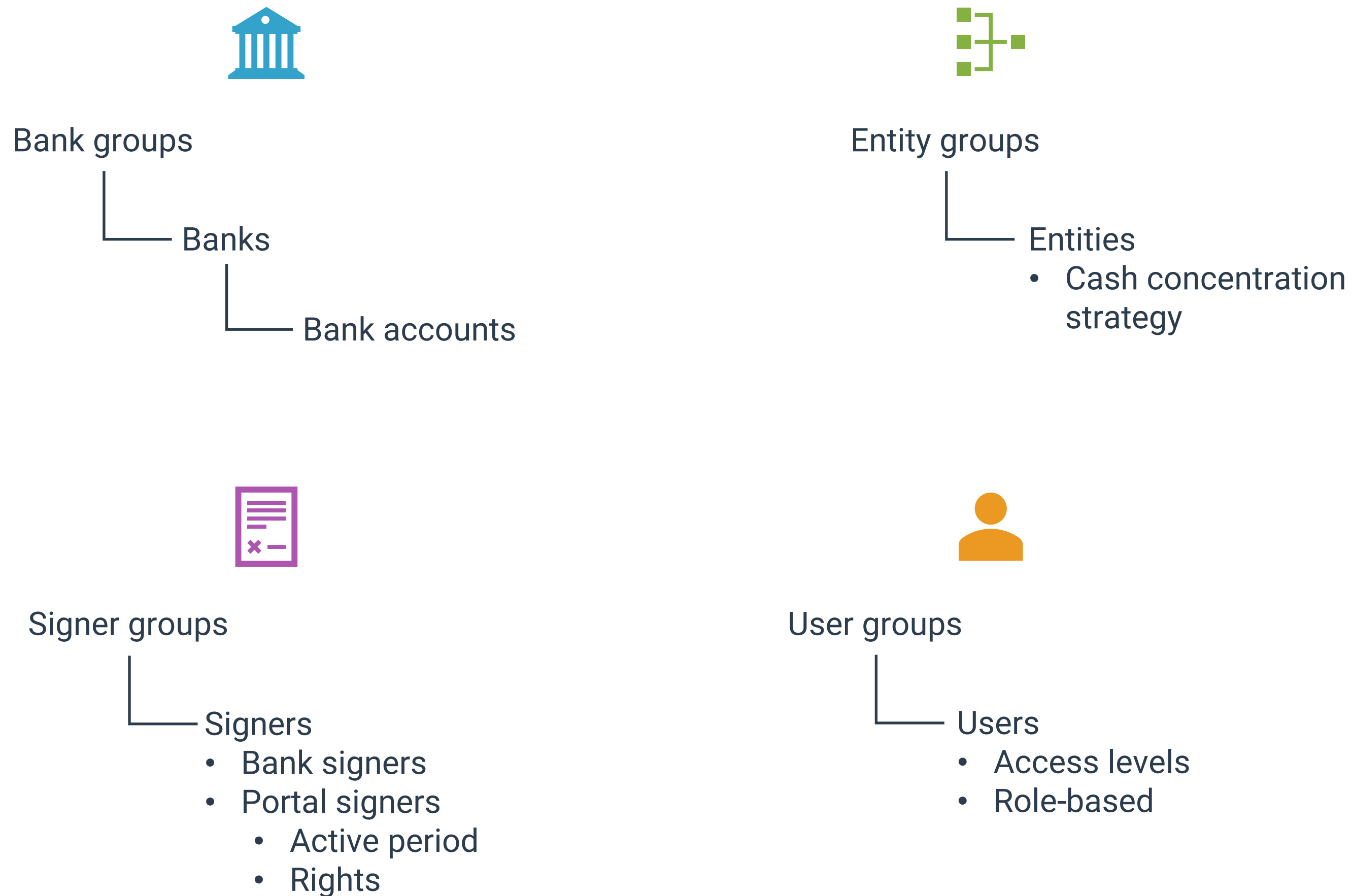
# POLL QUESTION

**Poll 3 - We have the following: (all that apply)**



# ORGANIZATIONAL OPERATIONS

## AREAS TO TAKE INTO ACCOUNT



# ESSENTIAL PRACTICES

ENSURING CONTINUED STRONG MANAGEMENT



## Good controls with bank

- Prevent fraud
- Reduce errors
- Mitigate unauthorized transactions



## Consistency of policy

- Standardized management procedures
- Applied across entities or regions



## Structure for cash concentration

- Minimize idle cash
- Optimize liquidity



## Institutional knowledge

- Relevant personnel have adequate knowledge regarding banking components and how they impact cash management



## Compliance with regulations

- FBAR
- BOI
- KYC

# GOVERNANCE AND CONTROL

## PRINCIPLES TO BEAR IN MIND



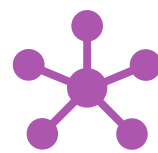
### Signer removal

- Particularly departures from AP
- Automatic feed or email
- Prevent unauthorized transactions and fraud



### General ledger

- One-to-one relationship between cash accounts in general ledger and bank accounts
- Alignment essential for accurate cash flow management and reconciliation



### System

- TMS or other way of tracking
- Enhances visibility and control



### Audit

- Ensures compliance with internal controls and regulatory requirements
- Identifies weaknesses and areas of improvement

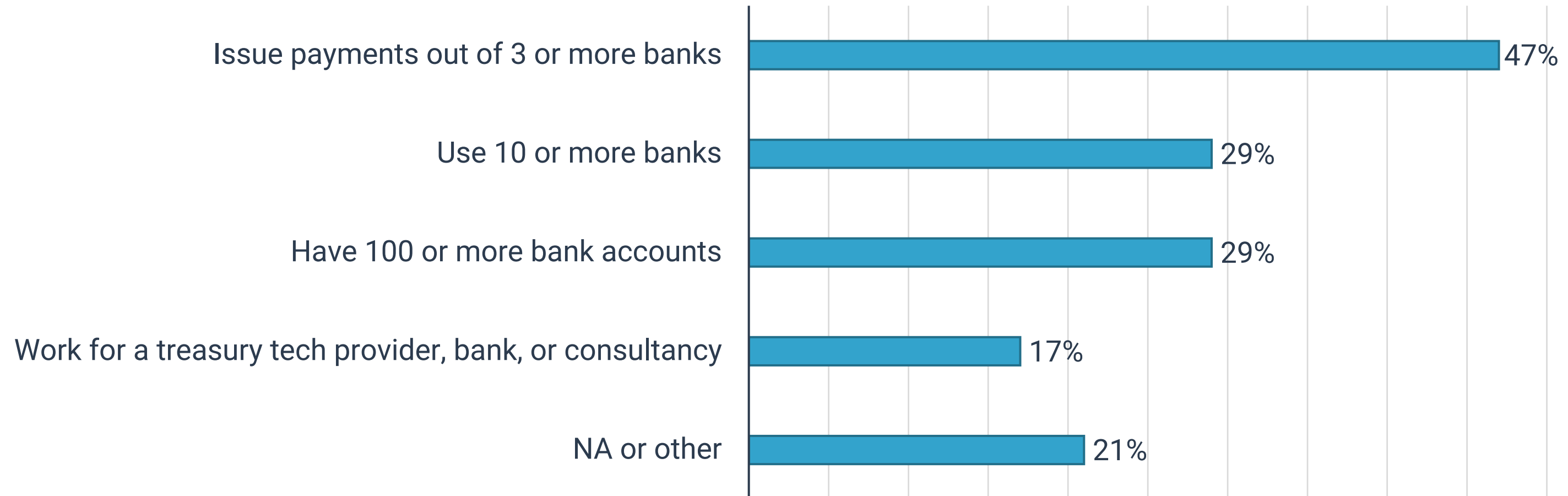


### Standard security features

- Multi-factor authentication
- Out-of-band validation
- Segregation of duties
- Principle of least privilege

# POLL QUESTION

## Poll 4 - Our banking complexity situation is I/we: (all that apply)



# DO YOU NEED A BAM SYSTEM?

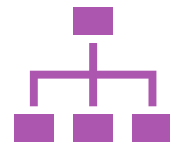
## QUESTIONS TO CONSIDER



How often are signers changed?



Do you have foreign accounts?



Do you have many accounts being added each year?



Are you acquisitive?



How many bank accounts do you have?

| Number of accounts | 1-25 | 26-75    | 76-125      | 126+ |
|--------------------|------|----------|-------------|------|
| Need a BAM system  | No   | Possibly | Most likely | Yes  |

# MOVING FORWARD

## STEPS TO TAKE TOWARD EFFECTIVE BANK ACCOUNT MANAGEMENT

- 1 Identify clear objectives
- 2 Develop schematic of all bank accounts and concentration method
- 3 Adapt structure as needed to fit the ideal future state
- 4 Select BAM provider
- 5 Gather all info required by provider template
- 6 Load and test all information
- 7 Establish KPIs to track efficiency and effectiveness
- 8 Schedule annual audit with banks
- 9 Run data for FBAR reporting (internally or use external provider)
- 10 Review data two times per year (performed by treasury)

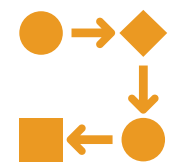
# FINAL THOUGHTS

## HOW TO PROCEED



### CLEAN DATA

- If you're going to have a BAM system, make sure data has been reviewed and is ready



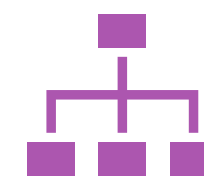
### GOVERNANCE

- What would workflows that govern data in the future look like?



### NEEDS AND DESIRES

- What are you looking for in a BAM system for the future?
  - BAM
  - FBAR
  - BOI



### CONTROL

- Signers
- Services
- Audit/review
- Process controls
- Banking structure



# 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,  
*Managing Partner*

✉ craig@strategictreasurer.com

☎ +1 678.466.2222

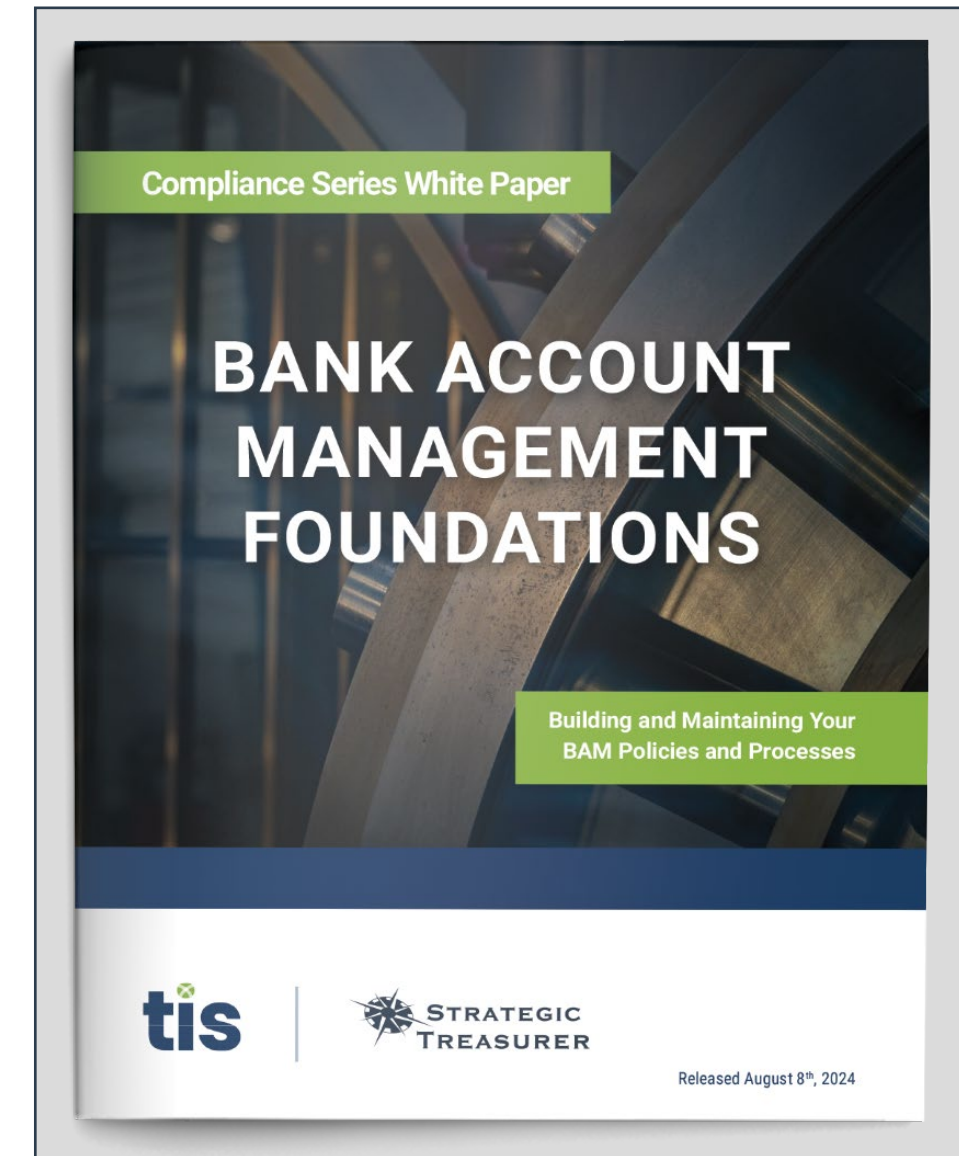


## TIS

Kevin Rice,  
*Director/Team Lead Customer Success Americas*

✉ kevin.rice@tispayments.com

☎ +1 617.230.0488



**White Paper**  
Bank Account Management Foundations



**Download**

# PRACTITIONERS

## CORPORATE TREASURY & FINANCE

We help treasury do more of the right work with less of the waste.  
[Learn from our experience. Leverage our expertise.](#)



### ADVISE Major Projects

- Treasury Structures
- Liquidity & Risk
- Banking Services
- Treasury Technology



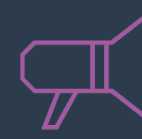
### ASSIST Outsourced Services

- Fee Management
- Employee Security Training
- Compliance Services
- Connectivity & Onboarding



### RESEARCH Market Data

- Survey Participation
- Research Report Access
- Industry & Peer Benchmarking
- Critical Treasury Assessment



### INFORM Industry Insights

- Technology Analyst Report
- Webinars (CE Credits)
- Podcasts & Videos
- eBooks & White Papers



Learn more or schedule an introduction today at [strategictreasurer.com/practitioners](https://strategictreasurer.com/practitioners)

# PROVIDERS

## BANKING, FINTECH AND INVESTMENT

We help providers engage treasury with smart marketing solutions.  
*Extend your reach. Strengthen your impact.*



### ADVISE Major Projects

- Go-to-Market Advising
- Product Design & Roadmapping
- Messaging Optimization
- Investment Validation



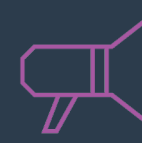
### ASSIST Outsourced Services

- Sales Optimization & Training
- Marketing Team Support
- Content Amplification
- SME Speaker Bureau



### RESEARCH Market Data

- Treasury Insights (Data Services)
- Tailored Market Research
- Survey Program Sponsorship
- Client Benchmark Reporting



### INFORM Industry Insights

- Expert Content Creation
- Platform Access & Distribution
- Targeted Demand Generation
- Custom Campaign Programming



Learn more or schedule an introduction today at [strategictreasurer.com/providers](https://strategictreasurer.com/providers)