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VALUE OF BETTER PAYMENTS: ADDITIONAL USE CASES



MARK ROBERTSON

EVP, Corporate Financial Services Chief
Administrative Officer, SouthState

CRAIG JEFFERY

Founder & Managing Partner, Strategic Treasurer



WHAT

Considering different payment types and how they address particular use cases at various organizations.



WHEN

Wednesday, December 4, 2024
2:00 PM - 2:30 PM EST



WHERE

Live online presentation
Replays at StrategicTreasurer.com



This presentation is provided by Strategic Treasurer and SouthState.

ABOUT THE SPEAKERS

GET TO KNOW TODAY'S SUBJECT MATTER EXPERTS



MARK ROBERTSON

Mark Robertson is Executive Vice President and Corporate Financial Services Chief Administrative Officer at SouthState Bank. Mark has 35+ years of experience in Banking Operations and Technology involving EDI, Treasury Management support and development. Before SouthState, he held positions in Wachovia and Atlantic Capital Bank over Commercial Banking Operations, Fraud, Retail Operations, Call Centers, and other areas. Mark has a BA in Finance from North Georgia Sr Military College and served in the Air Force.



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



THE SITUATION

BETTER PAYMENTS SEEKING TO ADDRESS
BUSINESS NEEDS



SPEED, ENRICHED DATA AND SECURITY

KEY ASPECTS AND FEATURES



USE CASES

REAL-WORLD RELEVANCE OF SPEED,
DATA AND SECURITY



KEY TAKEAWAYS

AND FINAL THOUGHTS

PAYMENTS EVOLUTION

LANDSCAPE OF INNOVATION

Core priorities designed to address specific business needs and challenges



Speed

- Real-time transactions
- Faster settlement enables improved cash flow management



Enriched data

- Enhanced information attached to payments (e.g., remittance info)
- Improves efficiency and decreases errors and defects



Security

- Enhanced authentication and fraud prevention
- Reduces losses and prevents reputational damage

PAYMENT SPEED

TREND TOWARD PROGRESSIVELY FASTER

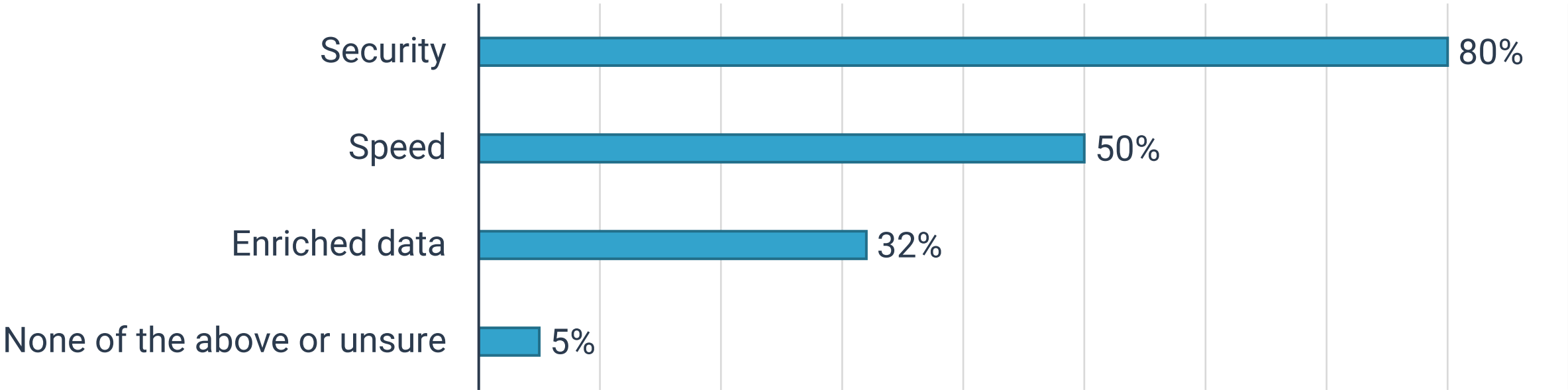


Settlement timing

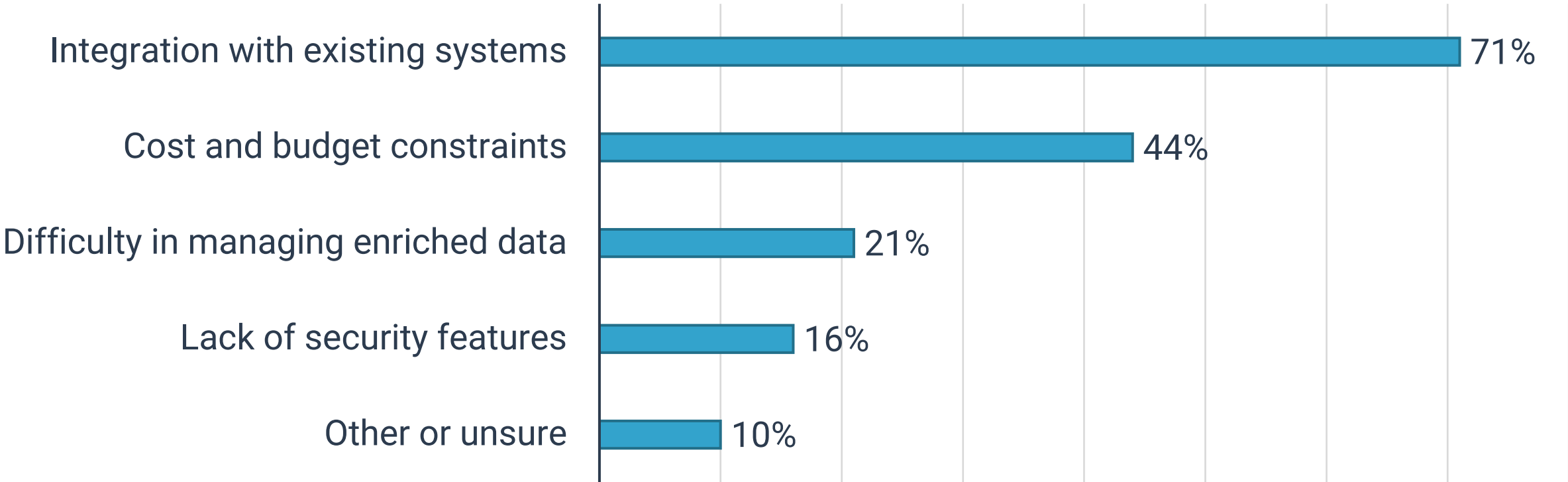
Check	Days to week+
ACH	1-3 days
Card	1-3 days
Virtual card	Same or next day
Wire	Minutes to hours
Same Day ACH (began 2016)	Hours (3 windows per day)
RTP (began 2017)	Seconds
FedNow (began 2023)	Seconds

POLL QUESTION

Poll 1 - Which of the following payment priorities do you see as most critical for your organization right now? (all that apply)



Poll 2 - What are the main challenges your organization faces when integrating new payment technologies? (all that apply)



ENRICHED DATA

HELPFUL CONTEXT FOR RECONCILIATION, INVOICING AND REPORTING

Payment type	Key data elements
Check	Remittance information, check memo information
ACH	Remittance information, addenda record
Card	Transaction details
Virtual card	Transaction details
Wire	Remittance information, wire message
Same Day ACH	Same as ACH
Real-Time Payments (RTP)	RTP message, remittance information
FedNow	Remittance information, FedNow transaction message

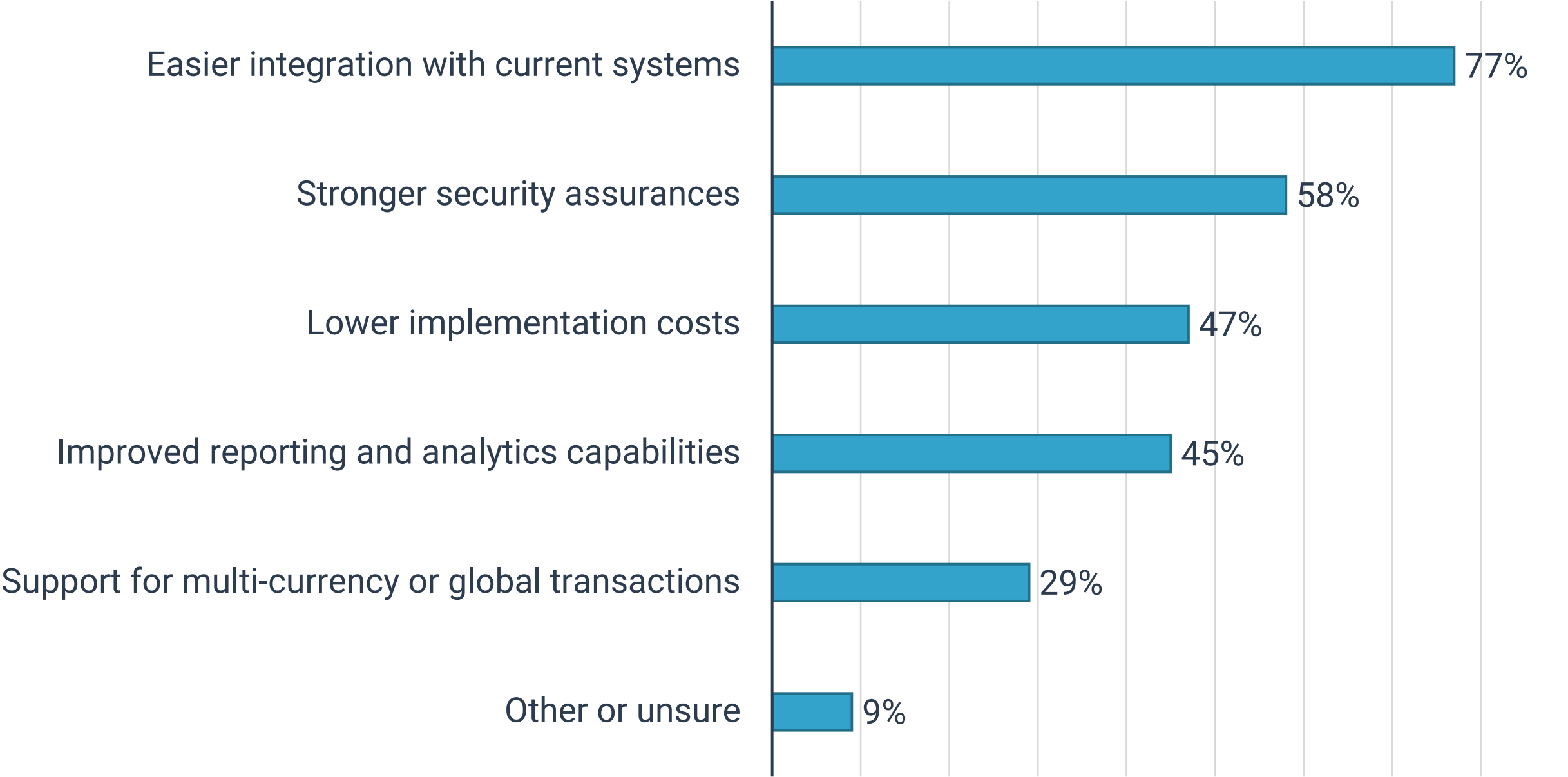
SECURITY

VULNERABILITY TO FRAUD VARIES ACROSS PAYMENT TYPES

	 Security level	 Security features
Check	Low/moderate	<ul style="list-style-type: none">• Watermarks• Microprinting
ACH	Moderate	<ul style="list-style-type: none">• Secure network
Card	High	<ul style="list-style-type: none">• EMV chips• Tokenization
Virtual card	High	<ul style="list-style-type: none">• One-time use• Predefined spending limits• Expiration dates
Wire	High	<ul style="list-style-type: none">• Encrypted systems (e.g., Swift)• Authentication through secure protocols
Same Day ACH	Moderate	<ul style="list-style-type: none">• Same as ACH
RTP	High	<ul style="list-style-type: none">• Encrypted systems• Real-time fraud detection• Authentication
FedNow	High	<ul style="list-style-type: none">• Encryption• Multi-factor authentication• Real-time fraud detection

POLL QUESTION

Poll 3 - What would make your organization more likely to adopt new payment technologies that offer enhanced features (speed, security, enriched data)? (all that apply)



WHAT MATTERS AND WHEN

DIFFERENT CHARACTERISTICS ARE RELEVANT TO DIFFERENT SITUATIONS



Speed

Urgency



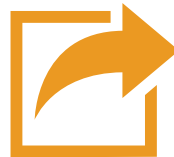
Data

Processing, posting, visibility



Flexibility

Allows for data addition



Non-repudiating

Finality



Visibility

Counterparty communication

USE CASES

REAL-WORLD APPLICATION OF PAYMENT FEATURES

	Use case	Needs or desires
	Claims payment	<ul style="list-style-type: none">• Client satisfaction• Digital transaction• Speed• Completed while present
	AP/treasury	<ul style="list-style-type: none">• Full info for posting• Visibility to payment date/timing
	Cash concentration	<ul style="list-style-type: none">• Same day/immediate• Affordable• Irrevocable
	Closing on business	<ul style="list-style-type: none">• Irrevocable• Speed
	Paying utility or creditor	<ul style="list-style-type: none">• Surety of payment<ul style="list-style-type: none">• From send and receive view• Speed

FINAL THOUGHTS

HOW TO PROCEED



SPEED IS A FEATURE

- Most important in some cases
- Not important in others
- Nothing is getting slower
- Expectations over time are faster



DATA MATTERS

- For B2B, data matters
- The payment is part of the posting/reconciliation process
- Data is a new and valuable commodity



SECURITY

- More important to companies every day
- Decreased exposure leads to lower losses
- Treasury is the superintendent of payments and, by extension, payment security
- Must stay ahead of criminals

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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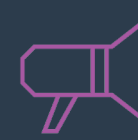
ASSIST Outsourced Services

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- Compliance Services
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- Survey Participation
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- Industry & Peer Benchmarking
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