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TREASURY & RISK MANAGEMENT SYSTEMS

ANALYST REPORT SERIES



WHAT

Discussing the current TMS landscape, innovations, challenges driving adoption, and leading practices for selection and implementation.



PAUL GALLOWAY

Senior Director, Strategic Treasurer

CRAIG JEFFERY

Managing Partner, Strategic Treasurer

ABOUT THE SPEAKERS

GET TO KNOW TODAY'S SUBJECT MATTER EXPERTS



PAUL GALLOWAY

Paul Galloway has extensive experience in investment research and decision making, complex modeling and risk management. He is known for leading teams of professionals, providing solutions to complex problems, building relationships with business leaders and coming alongside others to help them achieve their goals.



CRAIG JEFFERY

Craig Jeffery's 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. He formed Strategic Treasurer in 2004 to provide treasury and financial process assistance to corporate, educational and government entities.

TOPICS OF DISCUSSION

KEY AREAS OF FOCUS & ANALYSIS



THE SITUATION

CHALLENGES



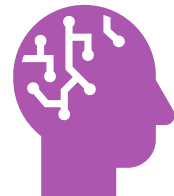
TREASURY TECHNOLOGY

FOUNDATIONS &
INNOVATIONS



TMS

FUNCTIONALITY & AREAS
OF OPPORTUNITY



EMERGING TECHNOLOGY

IMPACTING THE TMS



SELECTION & IMPLEMENTATION

ROADMAP TO SUCCESS

TREASURY'S SITUATION

CHALLENGES DRIVING INNOVATION AND ADOPTION OF SOLUTIONS



Economic and geopolitical status

- Recession
- Interest rate
- Wars
- Leadership changes



Staffing

- Age cohorts and manual work
- Attracting and retaining talent



Data and analytics

- Visibility
- Competitive advantage



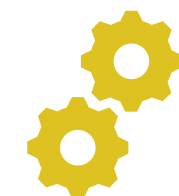
Security

- Superintendent of payments
- Hybrid work environment



Compliance burden

- KYC
- PCI-DSS
- FBAR
- BOI



Operational needs

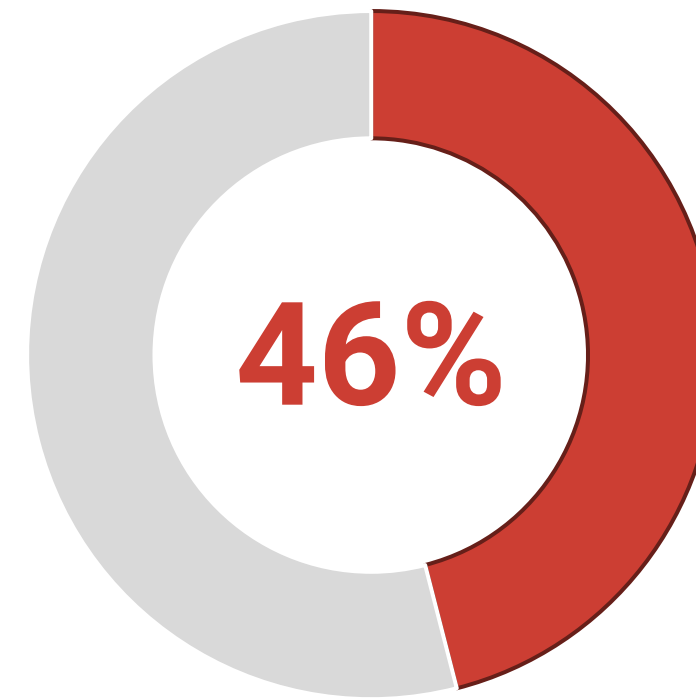
- Efficiency
- Scalability
- Flexibility

LACK OF TIME

TASKS GOING UNDONE

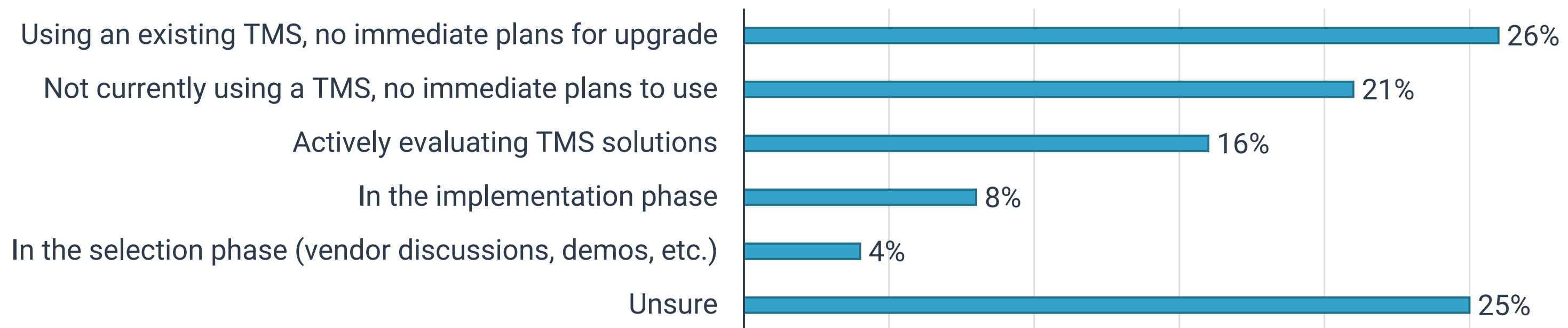
Are there currently any responsibilities that you don't have time to perform?

Yes

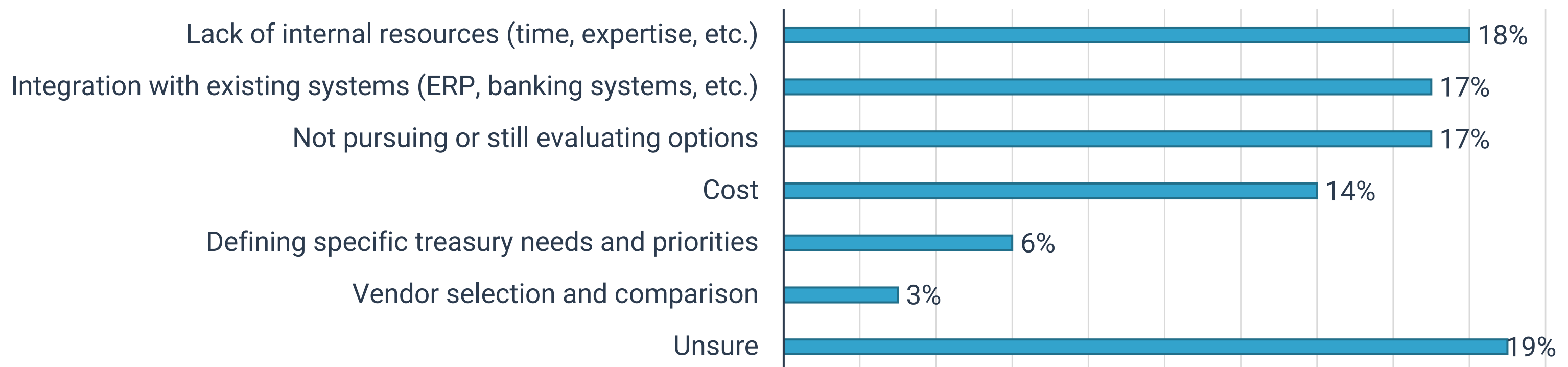


POLL QUESTION

Poll 1 - What is your organization's current stage in the TMS adoption or upgrade process? (single choice)



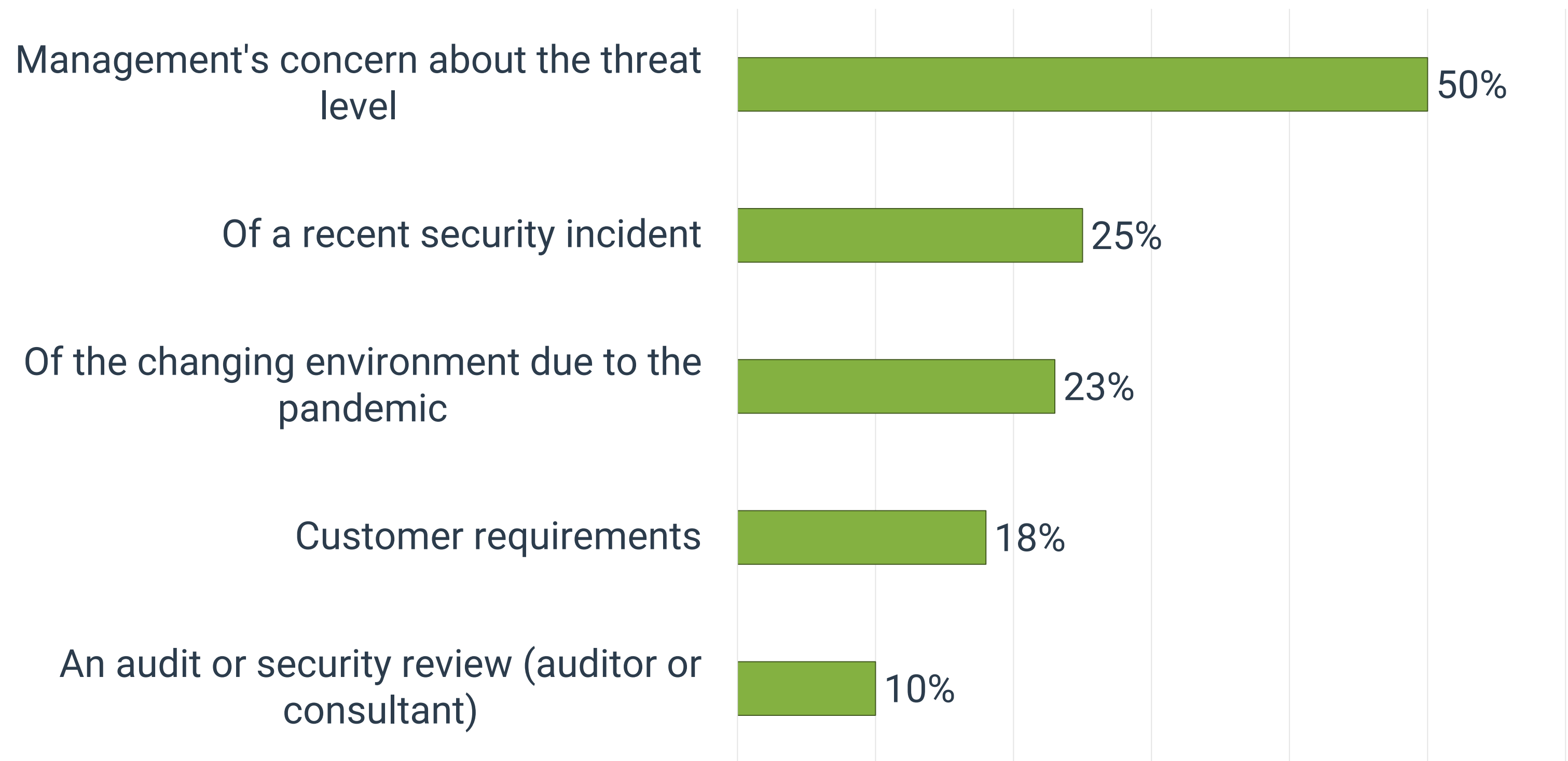
Poll 2 - What is the biggest challenge your organization currently faces in selecting or implementing a TMS? (single choice)



COMBATING FRAUD

SPENDING PLANS

We plan to spend more on treasury fraud prevention, detection and controls because:



Source: 2023 Treasury Fraud and Controls Survey. Not all responses displayed.

FOUNDATIONS OF TREASURY TECH

UNDERPINNING INNOVATION AND FUNCTIONALITY



Data vs. processing power

- Data: doubles every 2 years
- Processing power: doubles every 1.5 years



Speed

- Payments
- Visibility
- Data



Democratization of technology

- Affordable for companies <\$500M
- More powerful than original, prohibitively expensive offerings



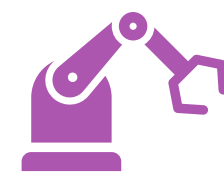
Hosting models

- On-premises
- Application service provider (ASP)
- Software-as-a-service (SaaS)



Connectivity

- Host-to-host (H2H)
- Secure file transfer protocol (SFTP)
- Application programming interface (API)

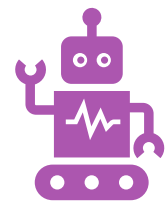


Emerging technologies

- Application programming interface (API)
- Artificial intelligence (AI), machine learning (ML), generative AI
- Business intelligence (BI)
- Platform-as-a-service (PaaS)

INNOVATIONS IN TREASURY TECH

RECENT AND ONGOING



Artificial intelligence (AI)

- Machine learning (ML)
 - Fraud detection
 - Forecasting
- Generative AI
 - Helps document, communicate, summarize, report



Application programming interface (API)

- Supports open banking and open treasury
- API library streamlines integration



Business intelligence (BI)

- Uses AI to analyze
- Query using natural language
- Requires integrated systems feeding accurate data

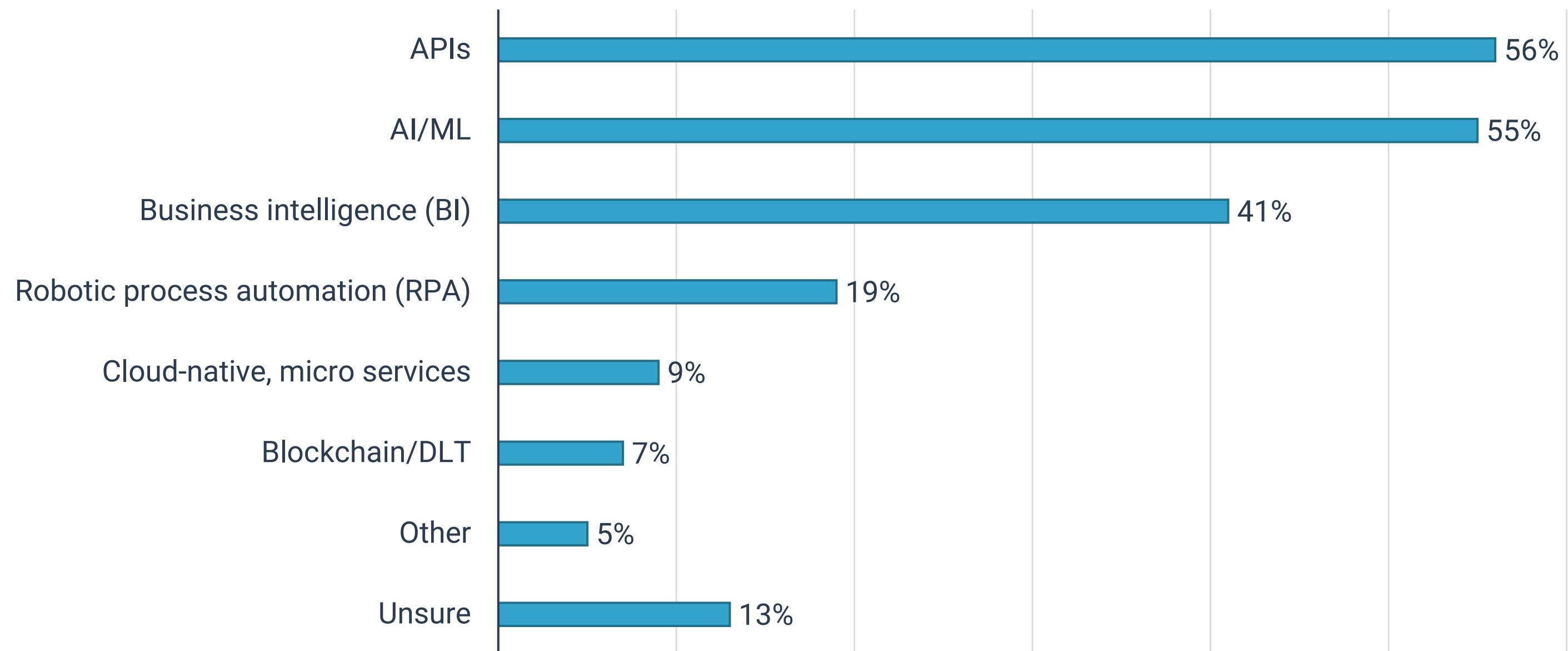


Platform-as-a-service (PaaS)

- Faster development, seamless upgrades, hyper-scalable
- Cloud-native
- Microservices
- Low-code/no-code
- Embedded functionality

POLL QUESTION

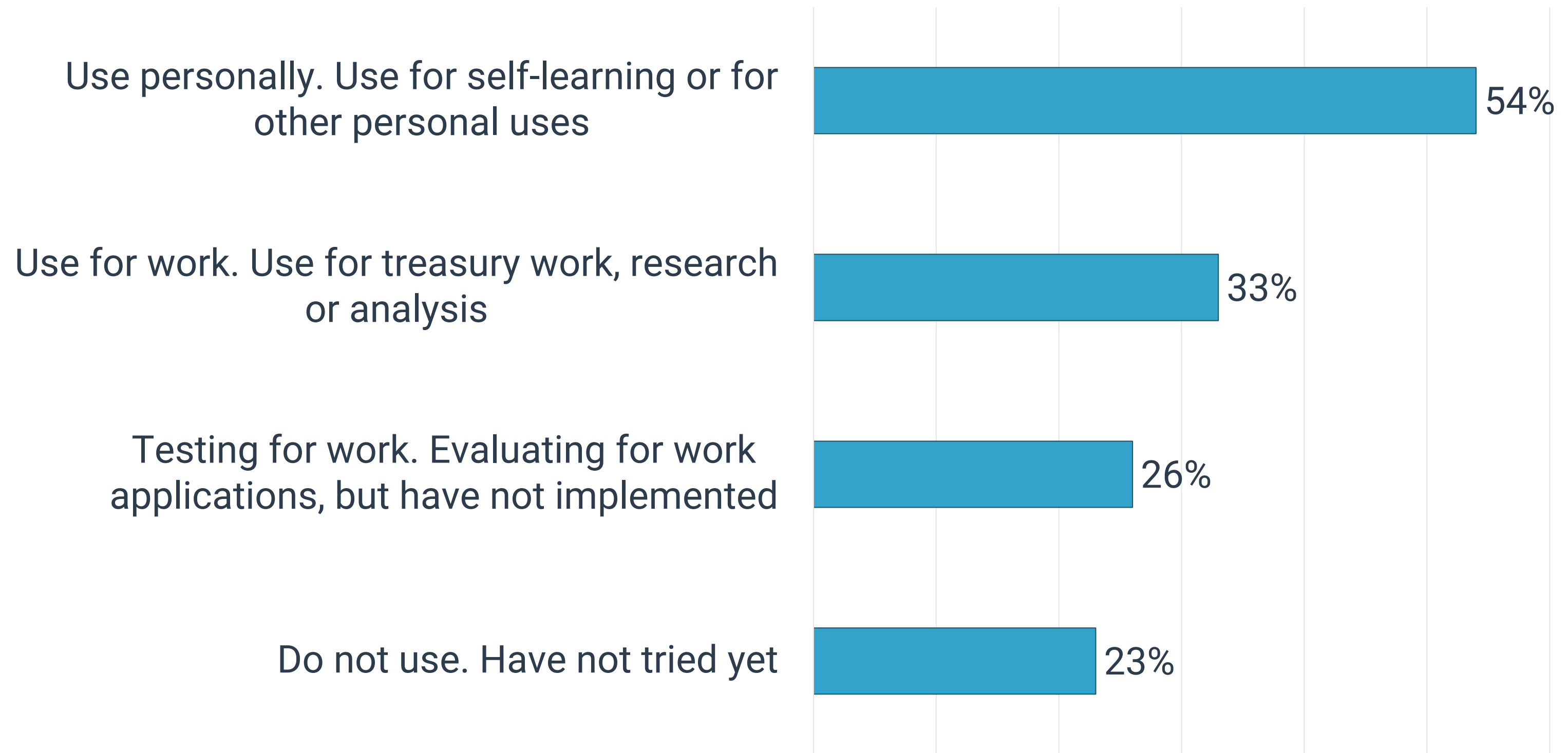
Poll 3- Which emerging technology do you believe is most likely to impact your treasury operations in the next 12-18 months? (all that apply)



USE OF AI

PERSONAL AND FOR WORK

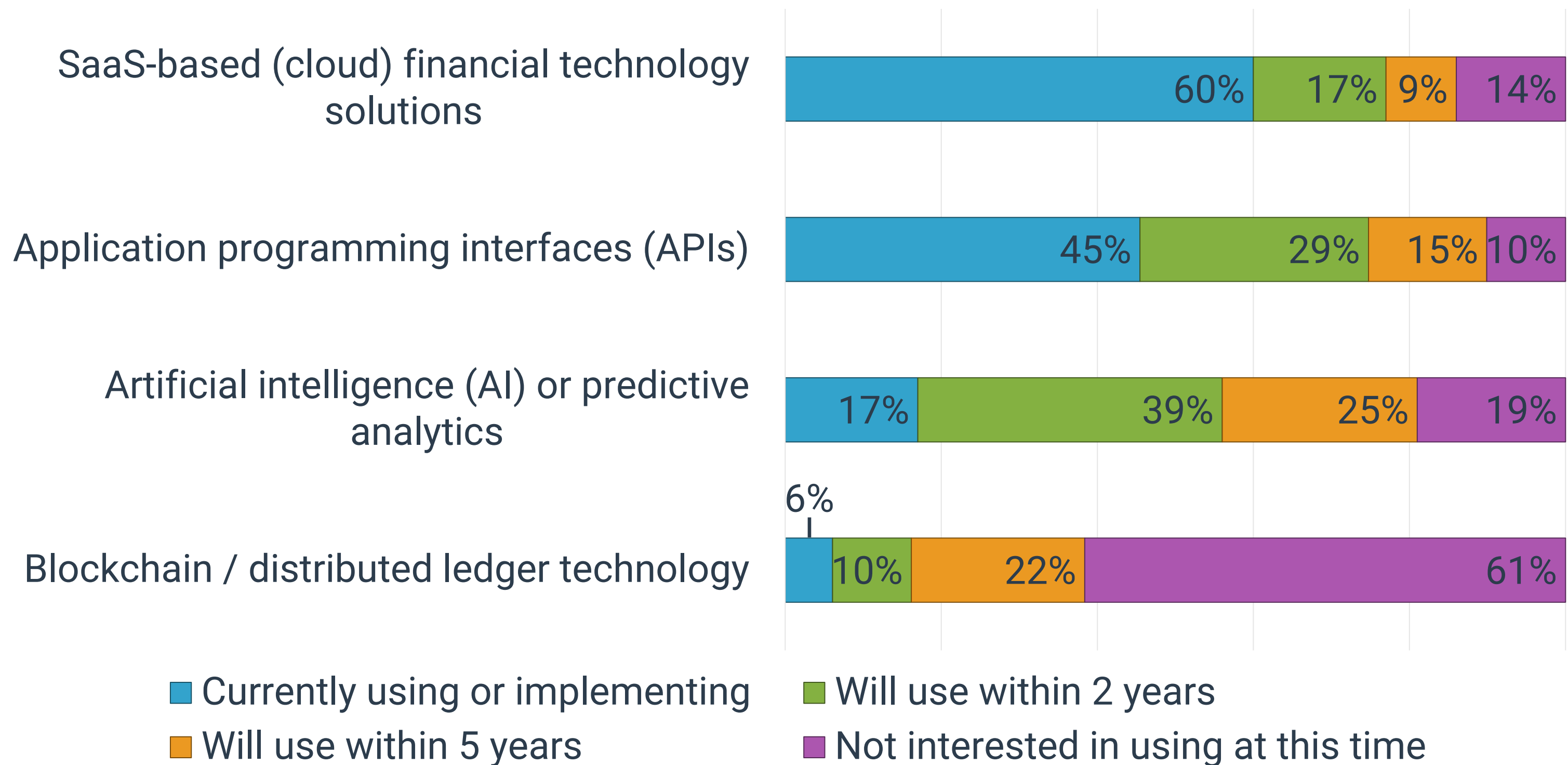
Please indicate your use of AI (e.g., ChatGPT, Google Bard, other AI services):*



INTEREST IN TECHNOLOGIES

EMPLOYING IN TREASURY

Which of the following technologies are you using/interested in using in treasury?



TREASURY MANAGEMENT SYSTEMS

BASIC FUNCTIONALITY



Cash positioning and visibility



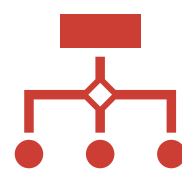
Forecasting



Cash management



Accounting



Integrating with other internal treasury tools to provide a central workstation

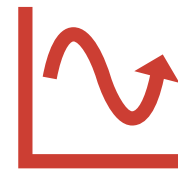
CORE CHALLENGES

WHERE A TMS CAN HELP



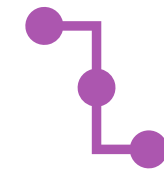
Staff overwhelm

- Typically lightly staffed
- Increasing demands



Economic volatility

- Impacts risk management and advisory functions



External connectivity

- Manually gathering and formatting data



Data and analytics

- Siloed data
- Poor integration



Straight-through processing

- Inefficient workflows and processes

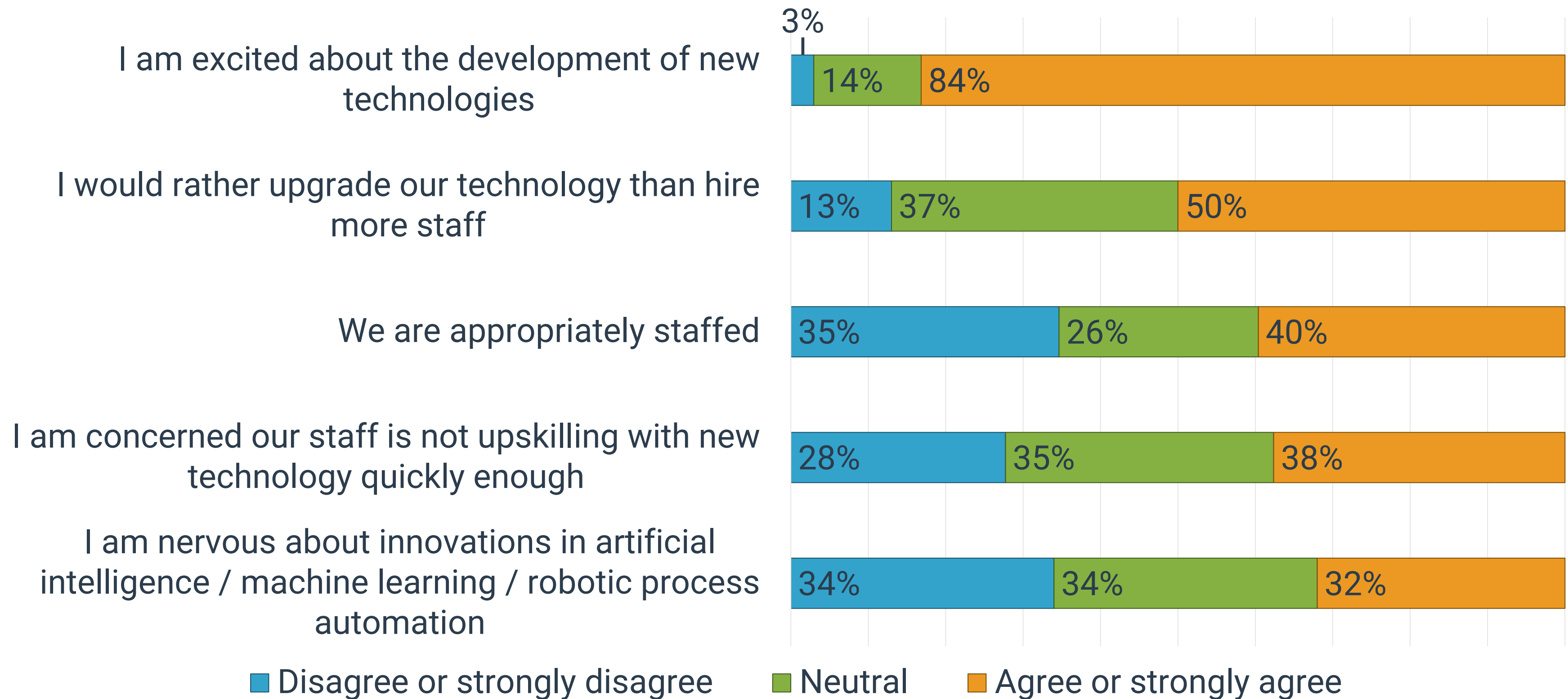


Security and control

- Manual touchpoints and controls
- Lack of visibility
- Complexity yielding a broad front
- Need for scalability

SENTIMENTS ON STAFFING AND TECH

Please indicate how you feel about each of the following statements.



EMERGING TECHNOLOGY

IMPACTING THE TMS



AI and ML

- Cash forecasting
- Anomaly detection
- Reporting



Microservices & miniaturization

- Cloud-native architecture
- Highly flexible, scalable and customizable
- Rapid development and deployment of new functionality



Analytics

- Aiding clean data flow and integration with analytics tools
- BI and dashboarding tools within TMS



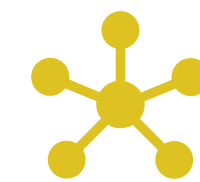
API

- Accessing data from external financial institutions
- Improved integration between internal systems and tools



Faster and real time

- Nothing is moving slower
- From batch to streaming data



Enterprise liquidity management (ELM)

- Assisting large organizations with complex liquidity

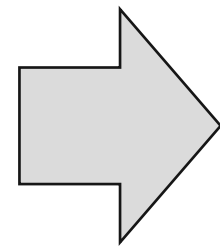
TIPS TO OBTAIN YOUR SOLUTION

DEVELOP A REALISTIC AND COMPREHENSIVE ROADMAP



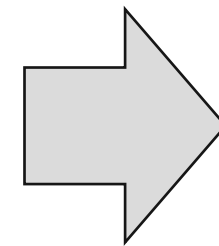
Business case

- Financial case: ROI
- Strategic case
- Stakeholder buy-in



Selection

- Focus on the short list
- Discuss the ecosystem
- Beware of biases



Implementation

- Realistic approach
- Phases with banded time frames
- Resource allotment
- Process adjustments



Keep the future in mind

- Departmental and organizational needs
- Industry's technology standards and innovations

ANALYST REPORT

TREASURY'S GO-TO SOURCE FOR DEVELOPMENTS AND SOLUTIONS



TMS PROVIDERS



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- 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



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



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