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GLOBAL PAYMENTS SURVEY RESULTS



WHAT

Evaluating the survey results and discussing the current payments landscape and your peers' actions and plans.



JOHNNY MORELAND

VP Sales Americas, TIS

CRAIG JEFFERY

Founder & Managing Partner, Strategic Treasurer



ABOUT THE SPEAKERS

GET TO KNOW TODAY'S SUBJECT MATTER EXPERTS



JOHNNY MORELAND

Johnny Moreland is the Head of Sales, Americas at TIS, responsible for driving the Go-to-Market strategy in North America. With more than 25 years of experience in Payments and Financial Technology, Johnny has over 15 years of expertise in leading sales teams within the Banking and FinTech industries. His extensive background equips him with the knowledge and leadership to deliver innovative solutions and drive business growth.



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



ABOUT THE SURVEY
KEY POINTS OF INTEREST



MANAGING PAYMENTS
TOP PAIN POINTS



SANCTIONS
PAYMENTS AND SCREENING



DRIVERS OF PAYMENT INITIATIVES
NOTABLE CHANGES



SPENDING PLANS
NET INCREASE EXPECTED




KEY TAKEAWAYS
FROM THE RESEARCH

SURVEY QUICK STATS

GLOBAL PAYMENTS

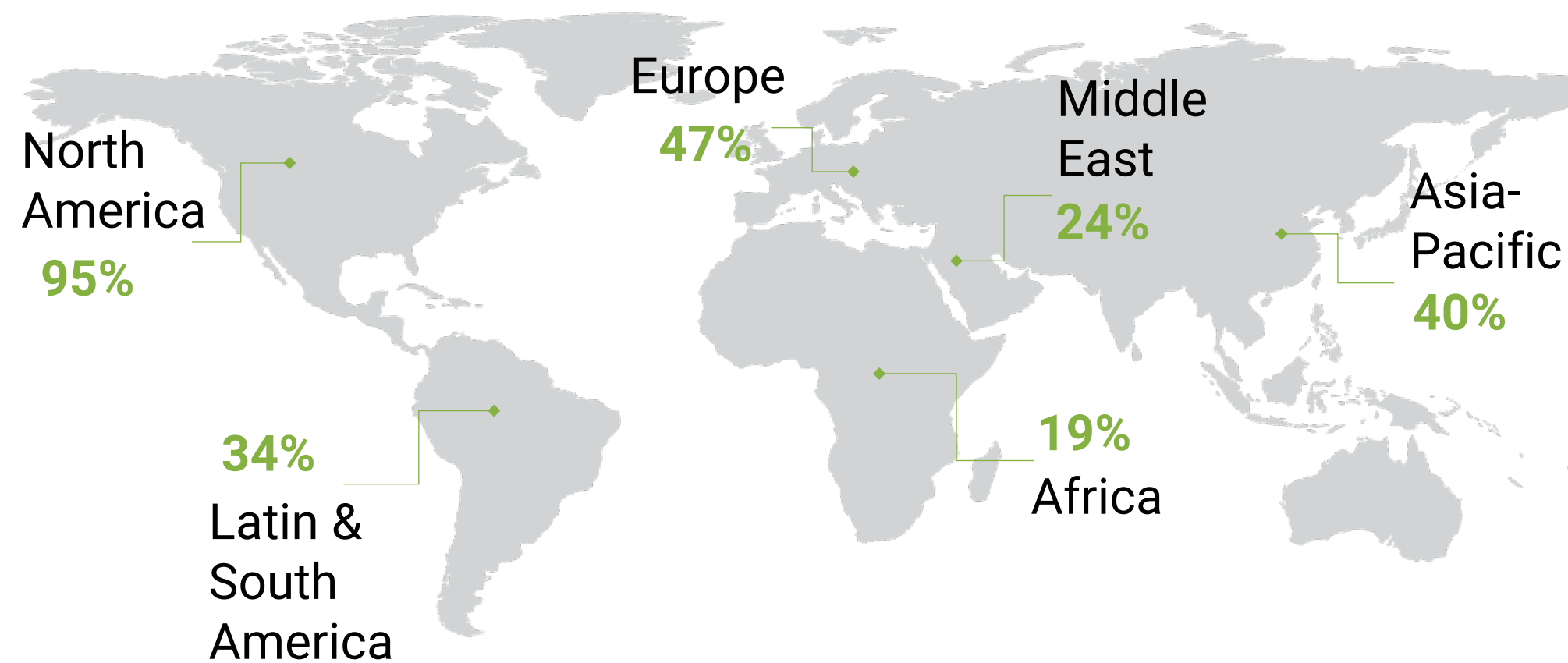
 **230+**
Respondents

 **3rd**
Year of Research

 **33-day**
Survey Runtime

 **55+**
Questions

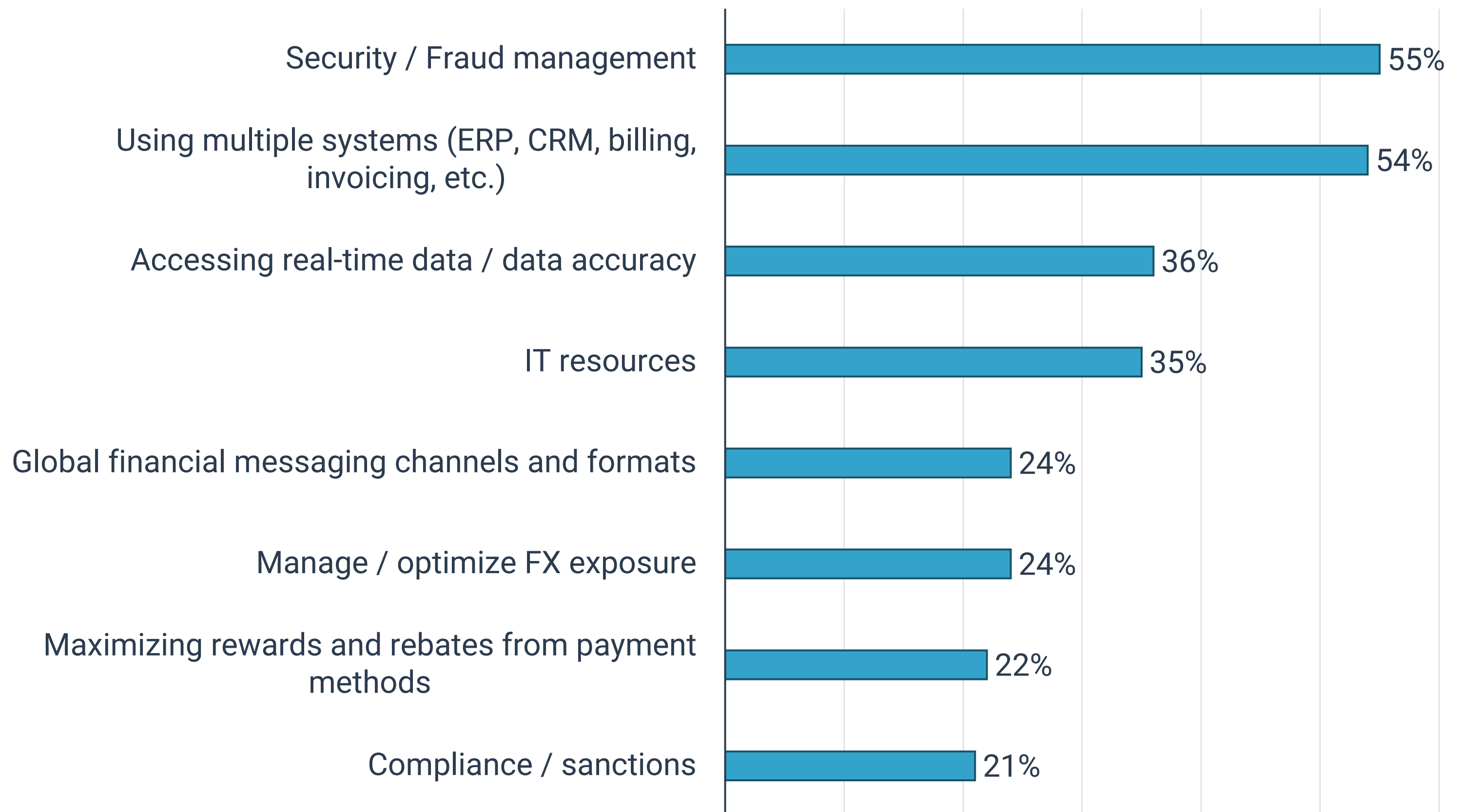
Regions of Operations



PAYMENT MANAGEMENT CHALLENGES

SECURITY AND MANAGING MULTIPLE SYSTEMS MOST DIFFICULT

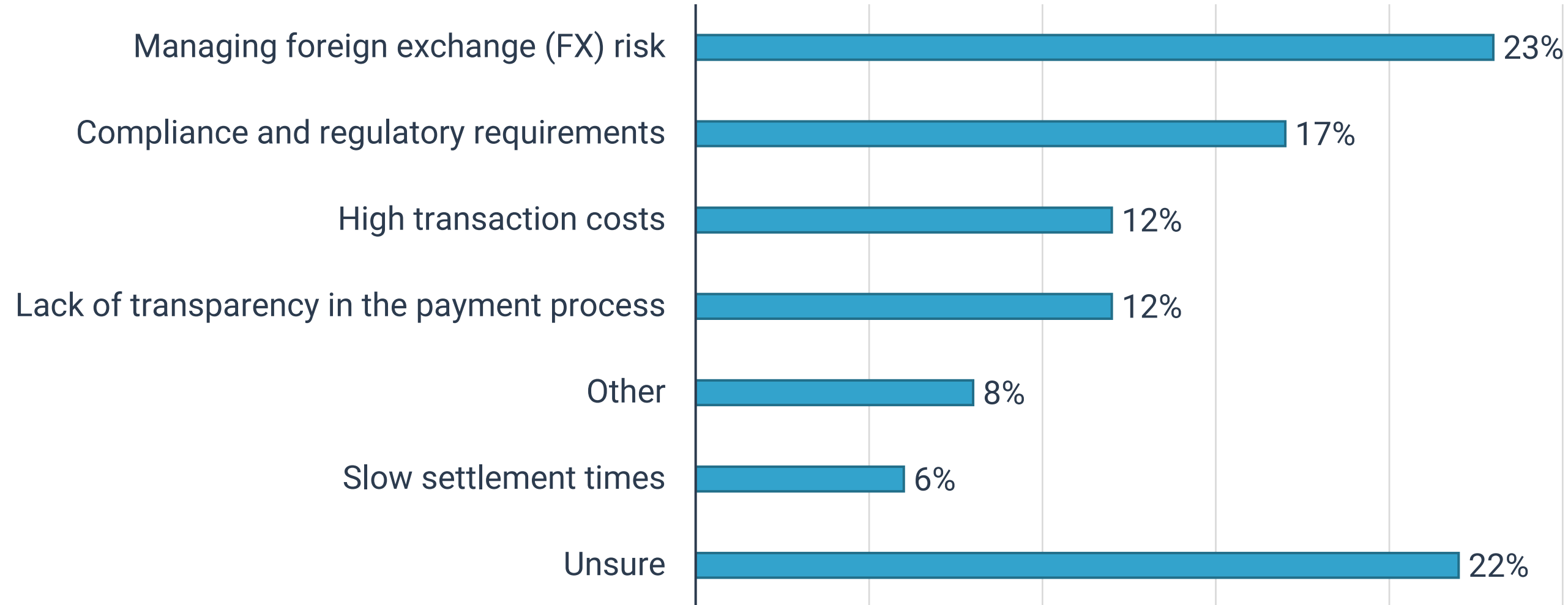
» *What primary challenges do you currently face when managing payments? (Select all that apply)*



Note: Not all responses shown.

POLL QUESTION

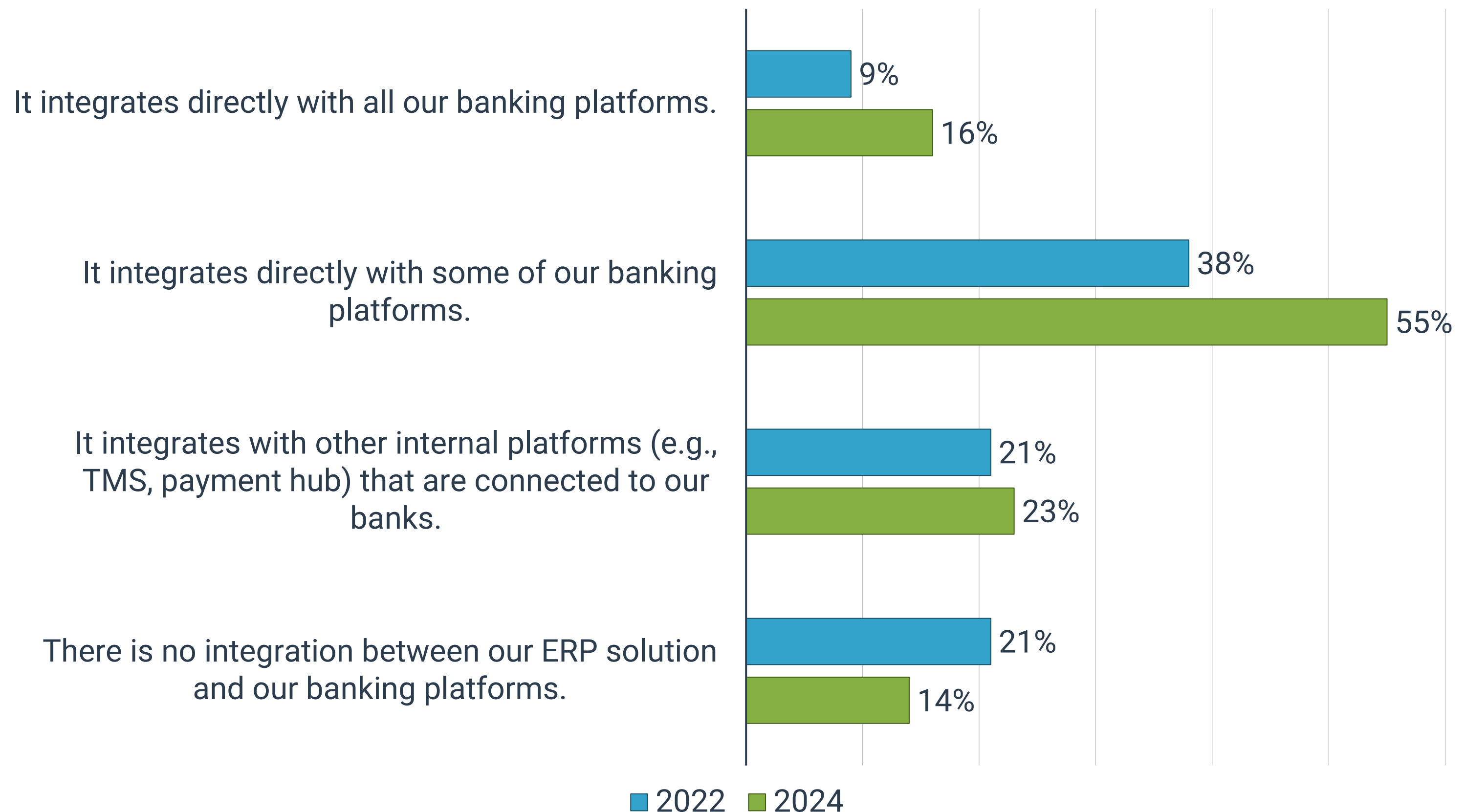
Poll 1 - What is your organization's biggest challenge when it comes to cross-border payments?



INTEGRATION STATUS

CONSISTENT PROGRESS

» To what extent does your primary ERP / accounting solution integrate with your banking platform or portals?
(Select all that apply)

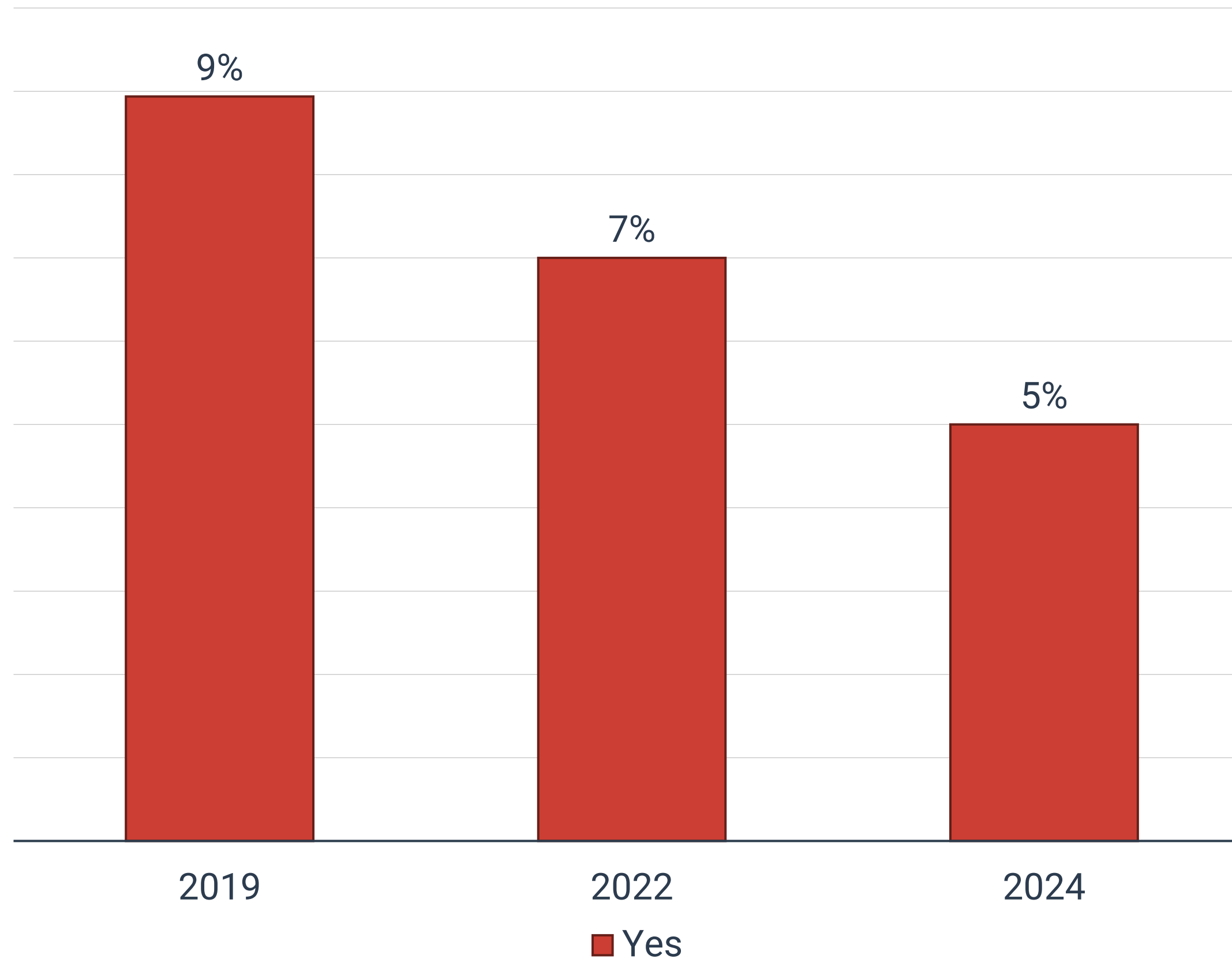


Note: Not all responses shown.

PAYMENTS TO SANCTIONED PARTIES

STEADILY DECLINING

» *Have you ever made a payment to a sanctioned party?*

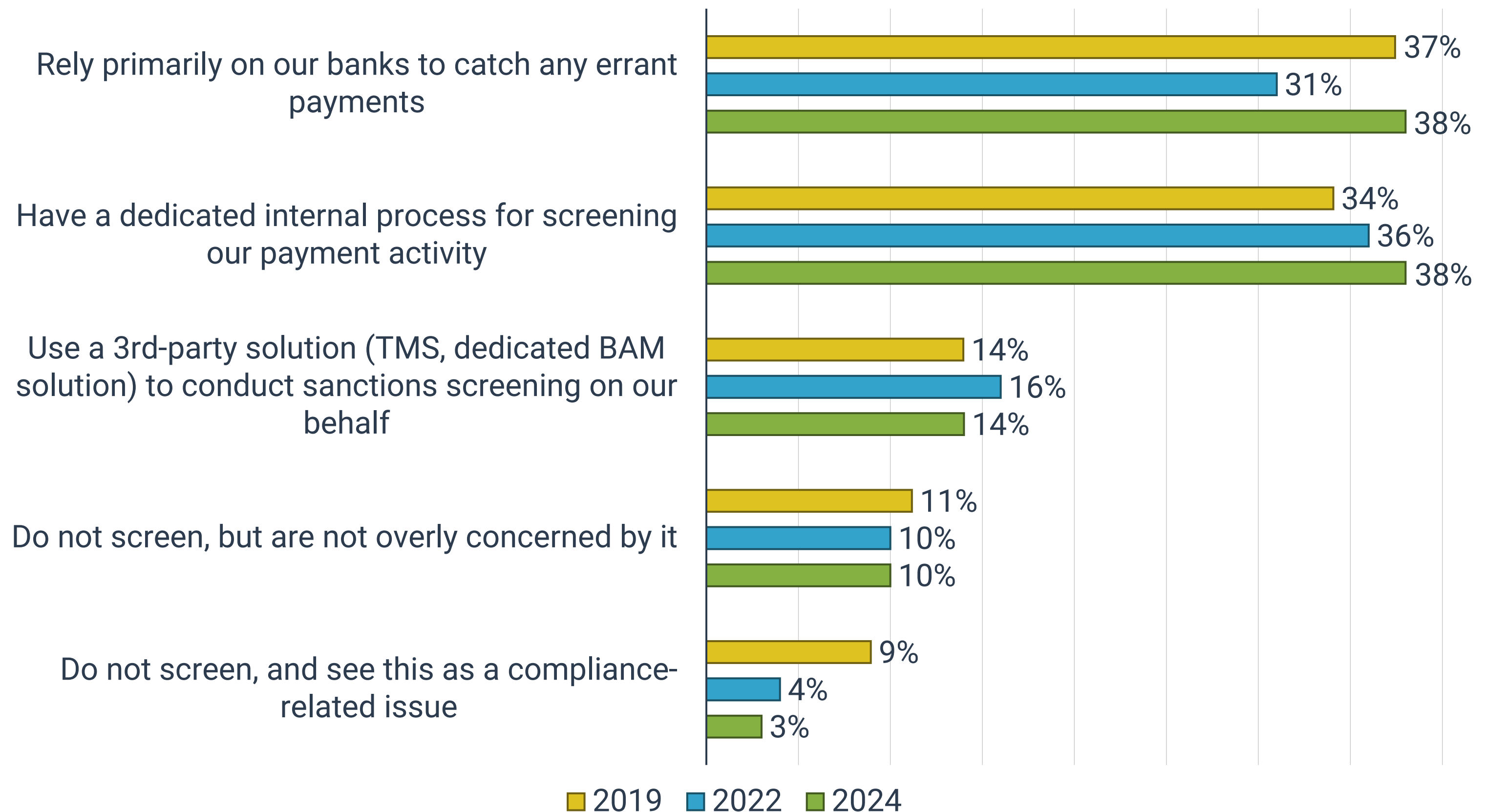


Note: Not all responses shown.

SCREENING PRACTICES

MOSTLY POSITIVE TRENDS

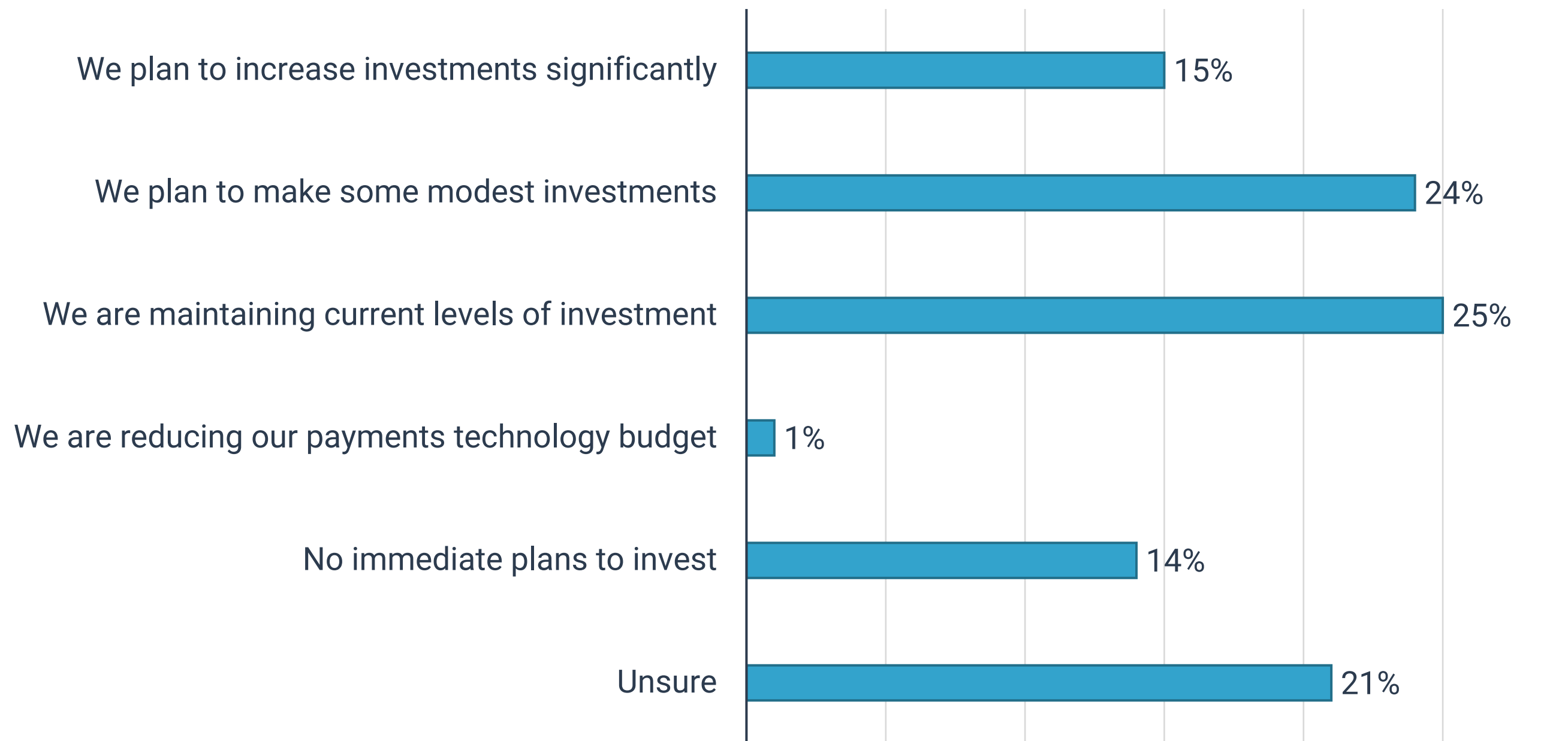
» For OFAC sanctions screening, we: (Select all that apply)



Note: Not all responses shown.

POLL QUESTION

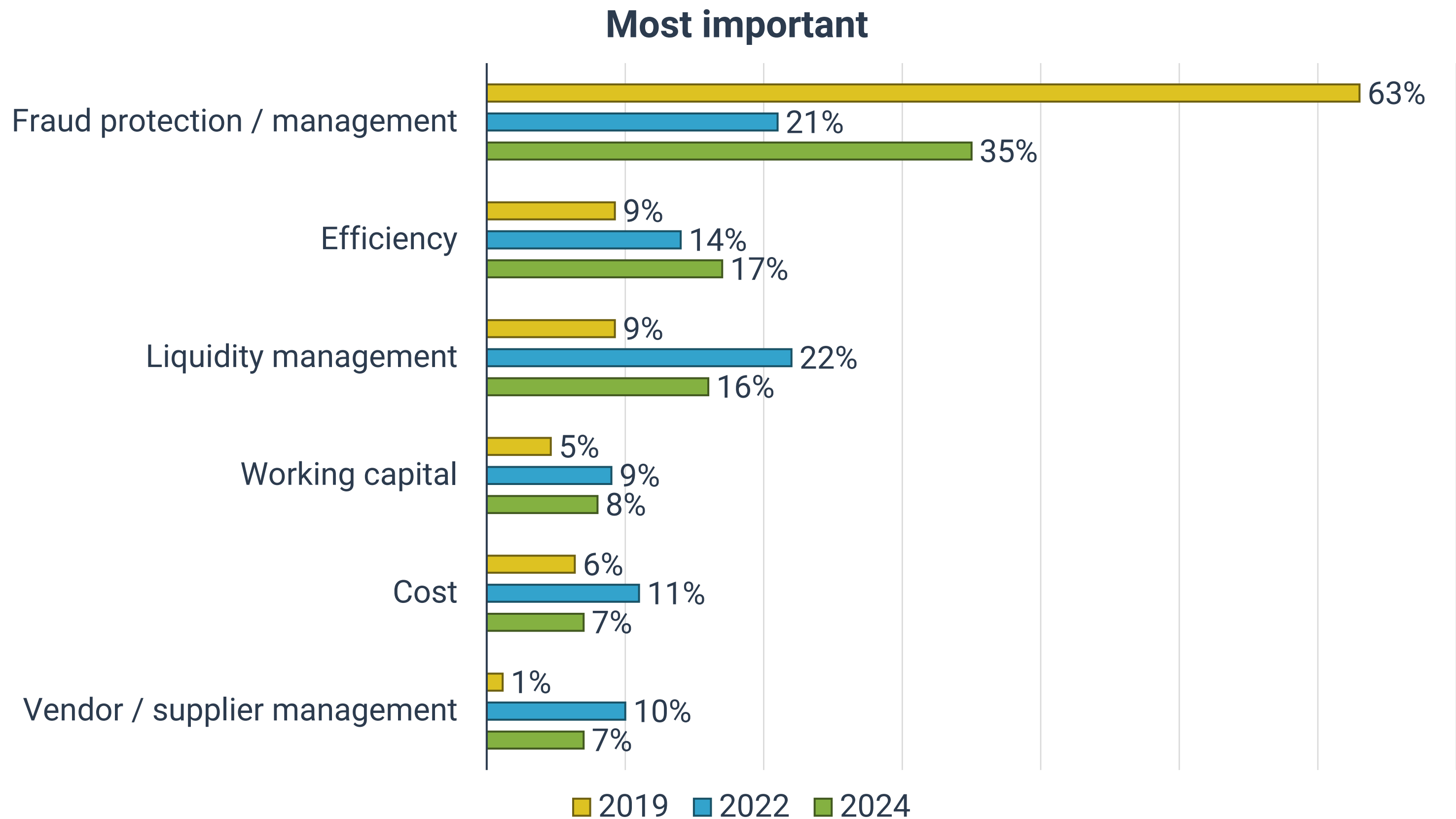
Poll 2 - How is your organization approaching investments in payments technology over the next 12 months?



DRIVERS IN PAYMENT INITIATIVES

SHIFTS IN WHAT MOTIVATES

» Rank the following payment initiative drivers on a scale from most (1) to least important (8).

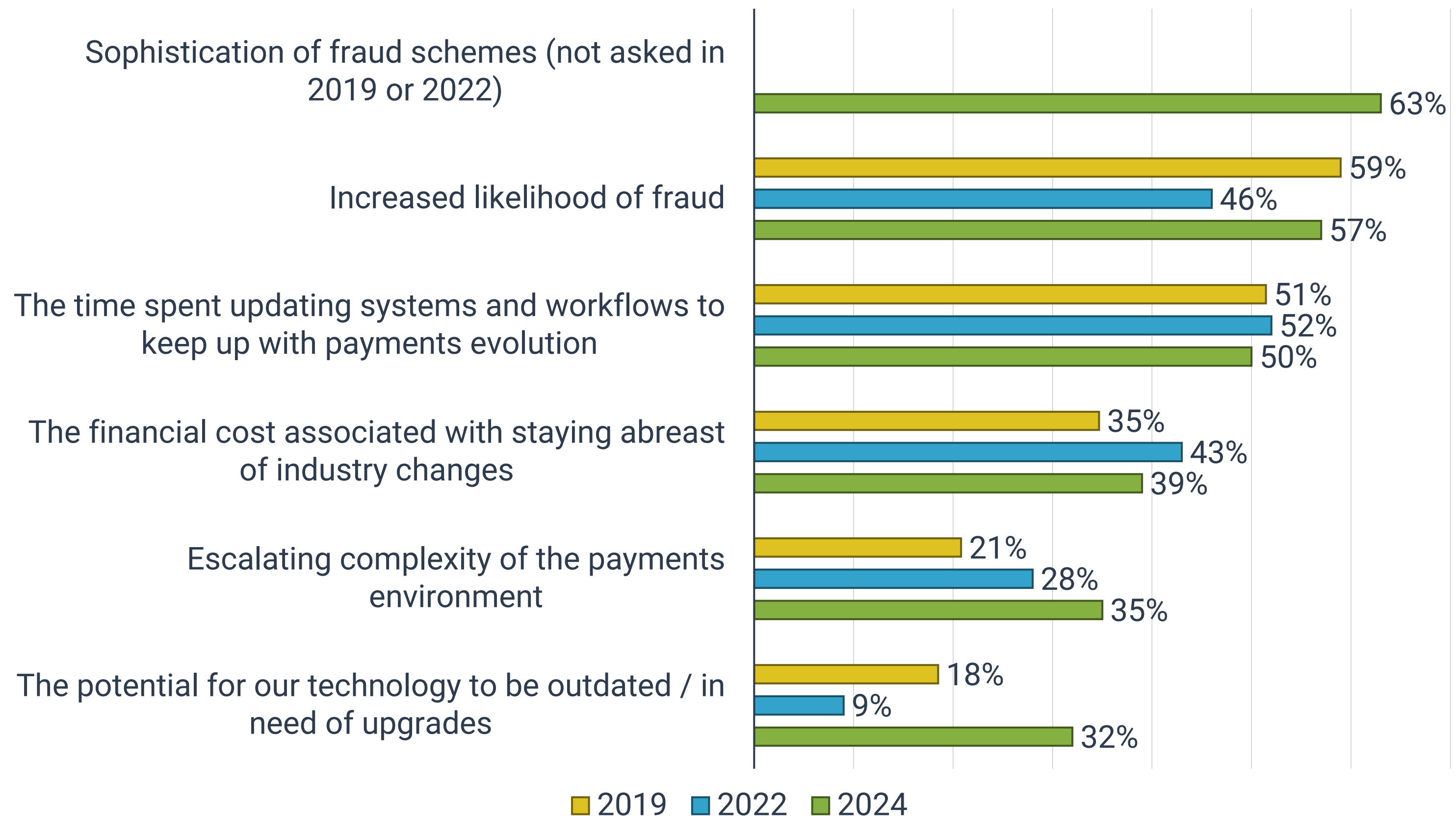


Note: Not all responses shown.

CHANGES IN TECH AND INNOVATION

TOP CONCERNS

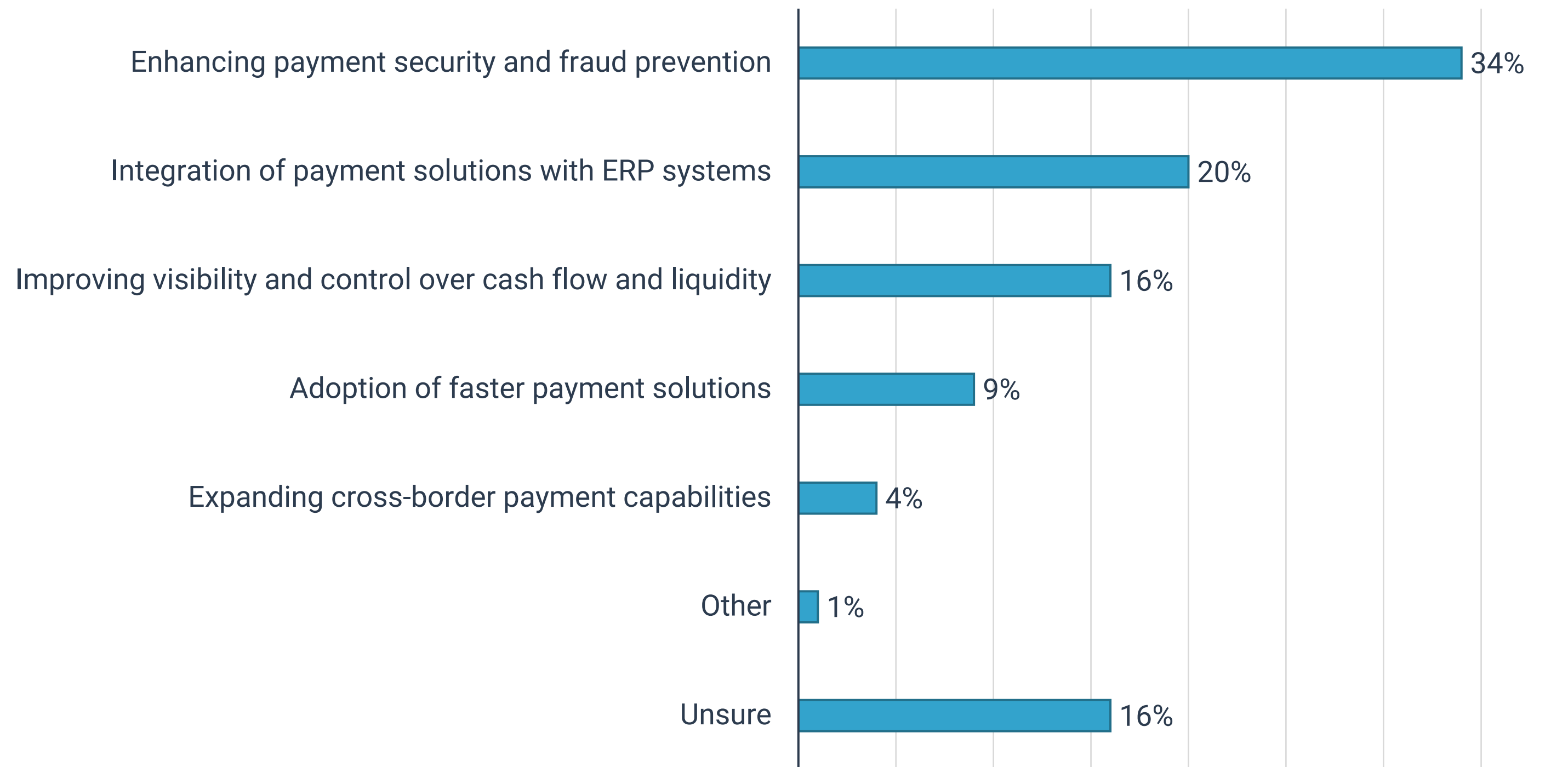
» What are your TOP THREE concerns regarding change of payments technology and innovation? (Select three)



Note: Not all responses shown.

POLL QUESTION

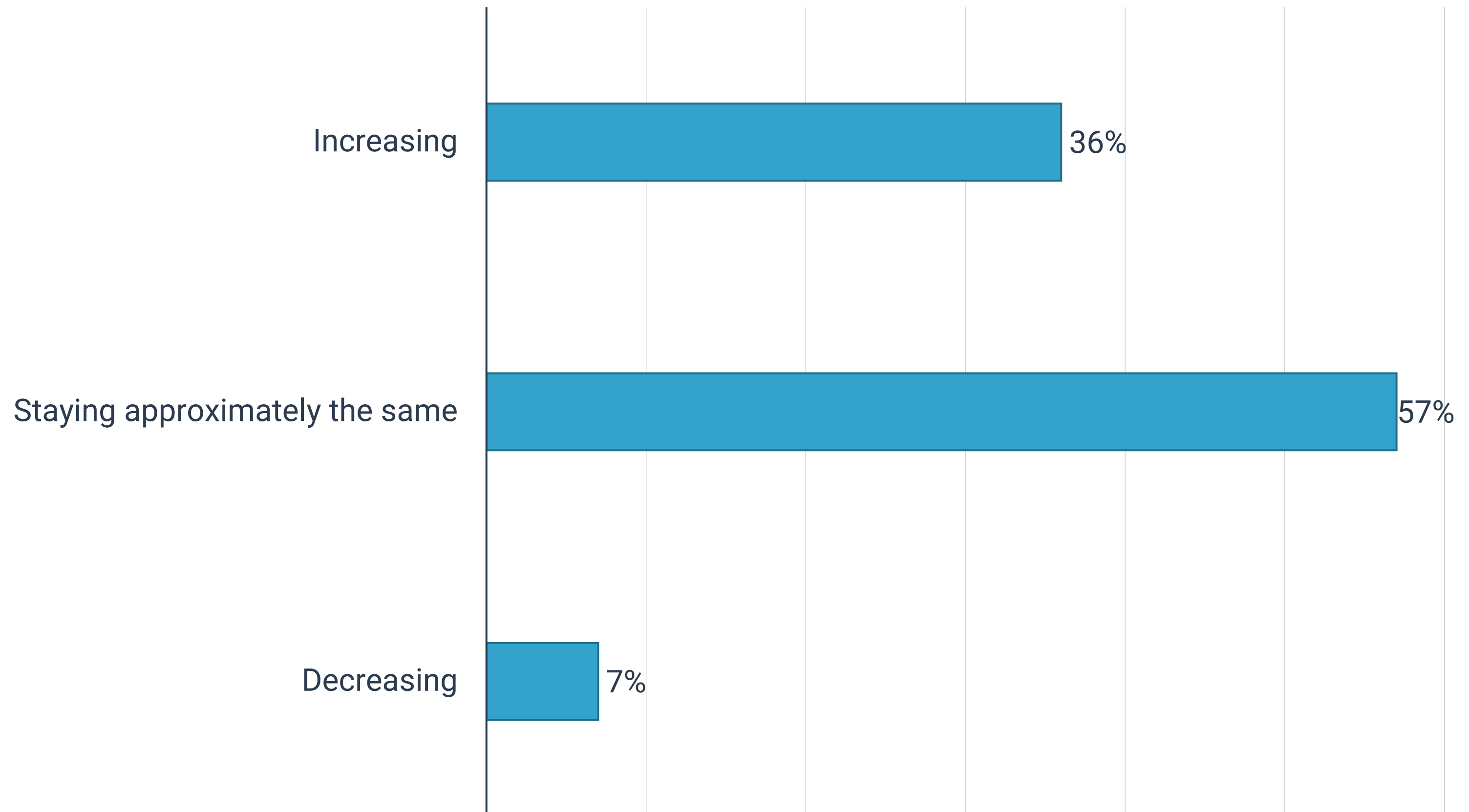
Poll 3 - Which of the following payment trends is most important to your organization in the next 12 months?



GLOBAL PAYMENTS

NOTABLE GROWTH IN VOLUME

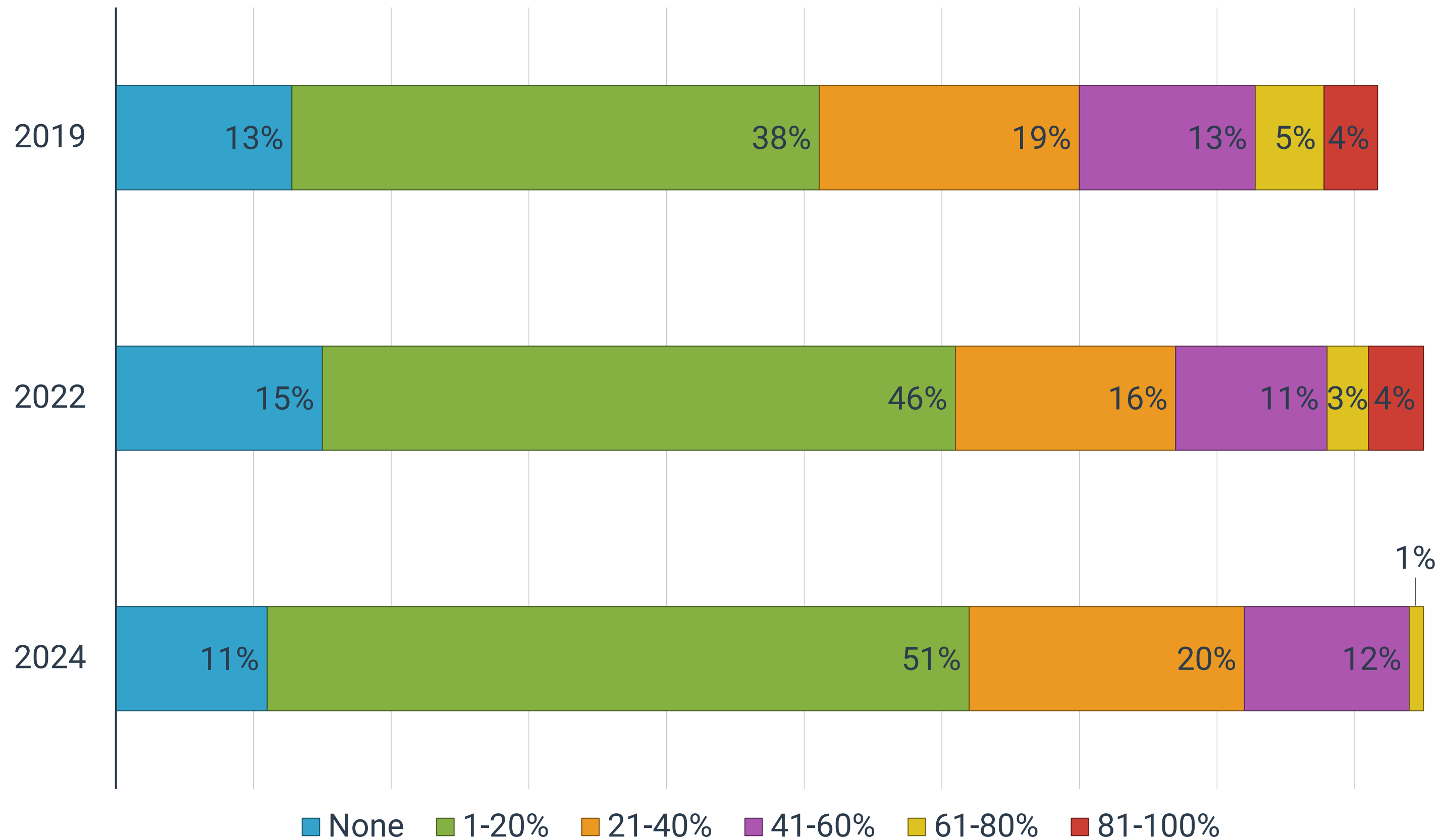
» *Our global payment volumes are:*



INTERNATIONAL PAYMENTS

CROSS-BORDER RELATIONS

» What percentage of your payments are delivered internationally (outside of your HQ country)?

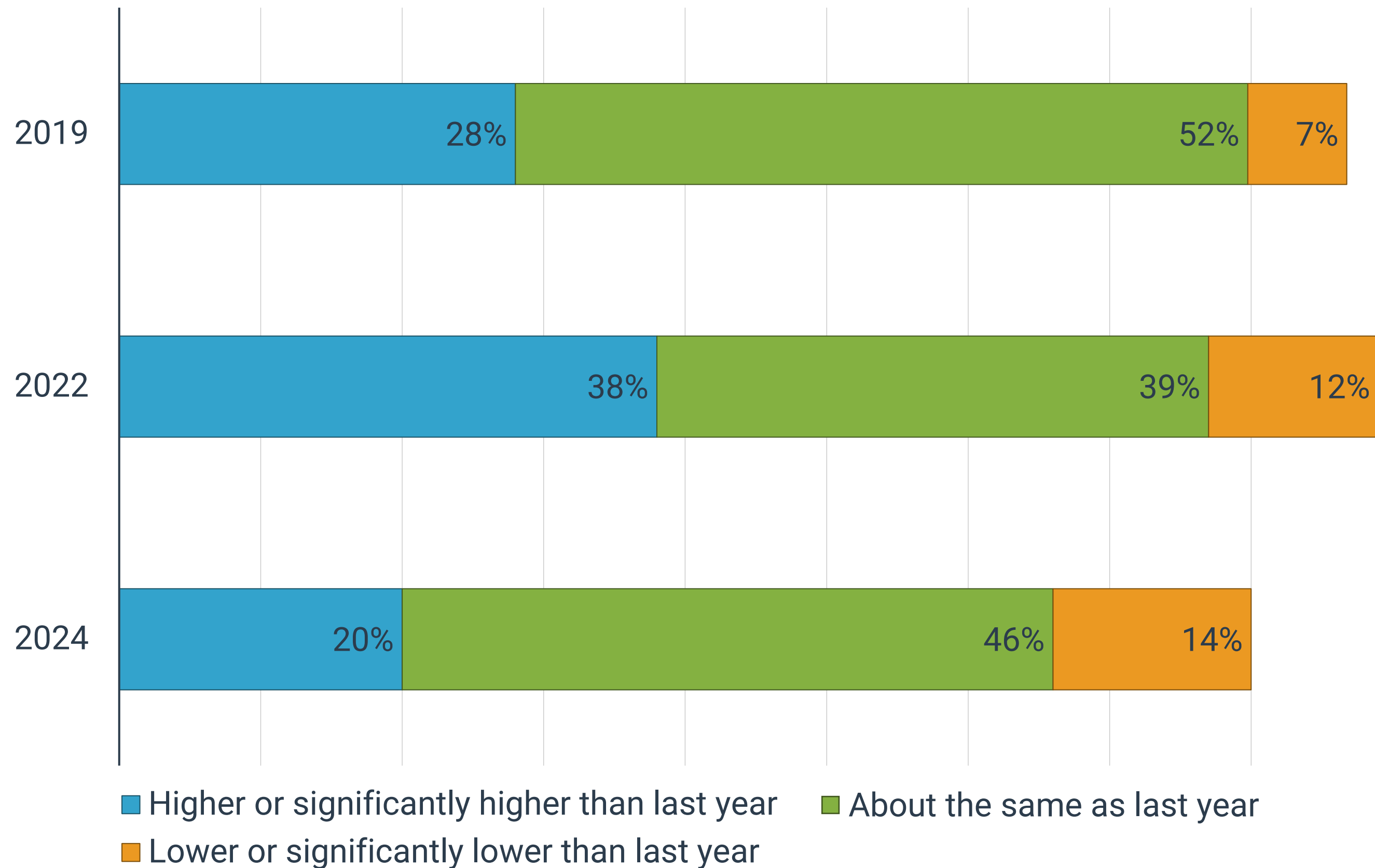


Note: Not all responses shown.

SPENDING ON PAYMENTS SERVICES

PLANS TO INCREASE

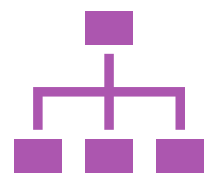
» Our spending plans for payment services and technology in the next year are:



Note: Not all responses shown.

FINAL THOUGHTS

HOW TO PROCEED



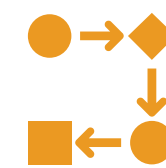
TOP PRIORITIES

- Security
- System complexity
- IT resources
- The value of data



RISE IN SPEND

- Investing in payments driven by multiple factors
- New payment rails
- Protecting against fraud



INTEGRATION REALITY

- From aspiration to reality
- Visibility to integration holds massive value



SCREENING LEADS TO

- Lower levels of payments to sanctioned parties
- Meeting growing standards of good conduct

LET'S CONNECT

DON'T LET THE LEARNING END HERE...
CONTACT US WITH ANY FUTURE QUESTIONS



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SURVEY REPORT

Thanks to those who completed this year's survey!

Respondents to the Global Payments Survey will be emailed the comprehensive results report.

Non-respondents can download the summary report by clicking the link below.



[Request Report](#)

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- Banking Services
- Treasury Technology



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- 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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- Investment Validation



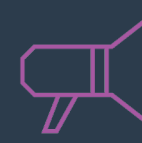
ASSIST Outsourced Services

- 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



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- Platform Access & Distribution
- Targeted Demand Generation
- Custom Campaign Programming



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