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.

STRATEGIC TREASURER

linkedin.com/company/strategic-treasurer-llc

@StrategicTreasurer

@StratTreasurer

Strategictreasurer.com/podcast
or wherever you listen to podcasts

CTMfile

ctmfile.com

TREASURY'S VITAL ROLE IN ERP TRANSFORMATION PROJECTS

JON PAQUETTE
Chief of Strategy, TIS

CRAIG JEFFERY
Founder & Managing Partner, Strategic Treasurer

WHAT

Considering how organizations can simplify complex integrations, reduce technical burdens, and support seamless transitions.

WHEN

Tuesday, October 14, 2025
2:00 PM - 3:00 PM EDT

WHERE

Live online presentation
Replays at StrategicTreasurer.com

Certified Treasury Professional®

This presentation is provided by Strategic Treasurer and TIS.

ABOUT THE SPEAKERS

GET TO KNOW TODAY'S SUBJECT MATTER EXPERTS

JON PAQUETTE

Jon Paquette is Chief of Strategy at Treasury Intelligence Solutions (TIS), where he leads the strategic expansion of the company's cloud-based software suite. Since joining TIS in 2019, Jon has played a pivotal role in shaping product strategy, driving innovation, and aligning solutions with the evolving needs of global treasury teams. With over 20 years of experience in finance and treasury, Jon brings a unique blend of practitioner insight and technological expertise. His career spans leadership roles in treasury management, customer success, solution architecture, and partner engagement, giving him a comprehensive view of the challenges and opportunities facing modern treasury operations. Jon holds an MBA from Boston College and is a frequent speaker and contributor to industry forums, podcasts, and publications.

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.

2025 © Strategic Treasurer, LLC. All Rights Reserved.

TOPICS OF DISCUSSION

KEY AREAS OF FOCUS & ANALYSIS

ERP TRANSFORMATIONS

IMPACT AND RELEVANCE

CONNECTIVITY

LEVELS OF COMPLEXITY

EARLY ENGAGEMENT

IMPORTANCE OF TREASURY'S TIMING IN THE PROCESS

QUESTIONS TO ASK

ASSESSING ERP AND CONNECTIVITY READINESS

KEY TAKEAWAYS

AND FINAL THOUGHTS

2025 © Strategic Treasurer, LLC. All Rights Reserved.

STRATEGIC CONTEXT

IMPLICATIONS OF ERP TRANSFORMATIONS

AIM OF ERP SYSTEMS

- Standardize processes
- Modernize technology
- Improve global visibility

POTENTIAL DISRUPTION

- Payment flows
- Bank interfaces
- Liquidity management

TREASURY'S ROLE

- Ensure business continuity during and after ERP migrations

2025 © Strategic Treasurer, LLC. All Rights Reserved.

TREASURY'S ROLE

AREAS OF RESPONSIBILITY FOR THE TREASURER

SUPERINTENDENT OF PAYMENTS

- Relationship management
- Payment security
- Bank connectivity
- Accounts and entities

LIQUIDITY MANAGEMENT

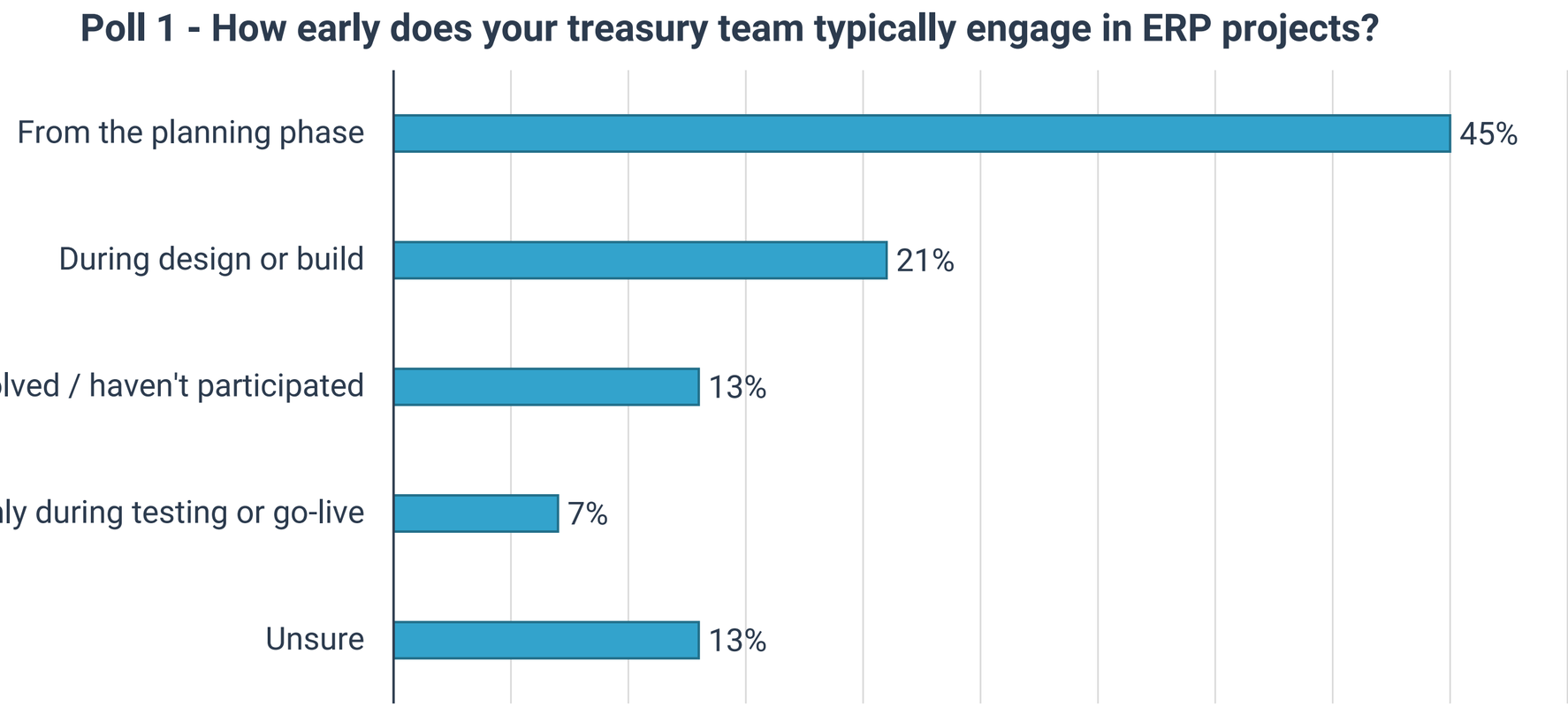
- Real-time visibility to cash
- Ensure optimal funding of needs and goals
- Cost efficiency
- Forecast alignment with ERP data

WORKING CAPITAL MANAGEMENT

- Monitor DSO, DPO, and inventory
- Unlock cash
- Engage financing programs
- Optimize working capital

2025 © Strategic Treasurer, LLC. All Rights Reserved.

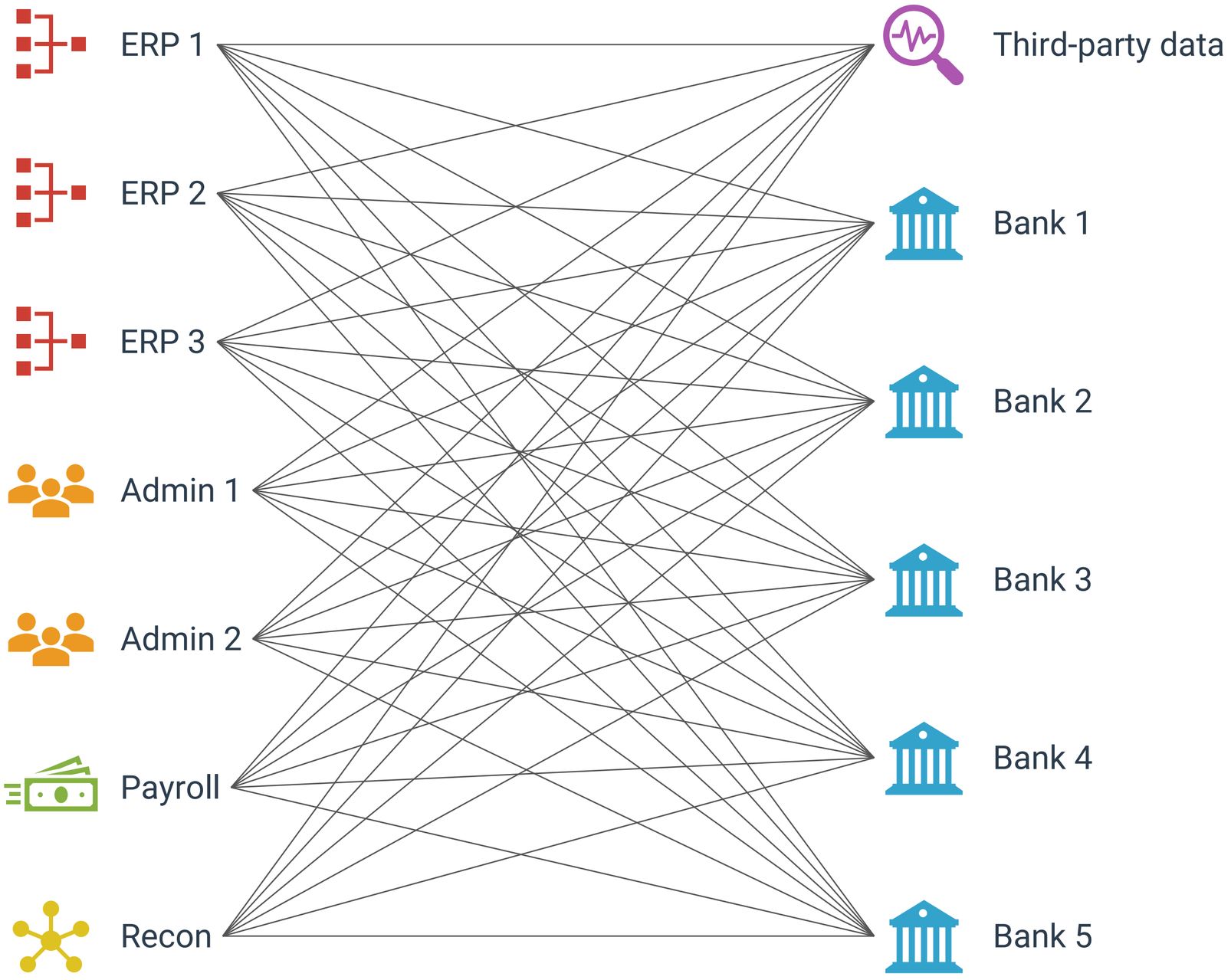
POLL QUESTION



2025 © Strategic Treasurer, LLC. All Rights Reserved.

ERP-NATIVE CONNECTIVITY

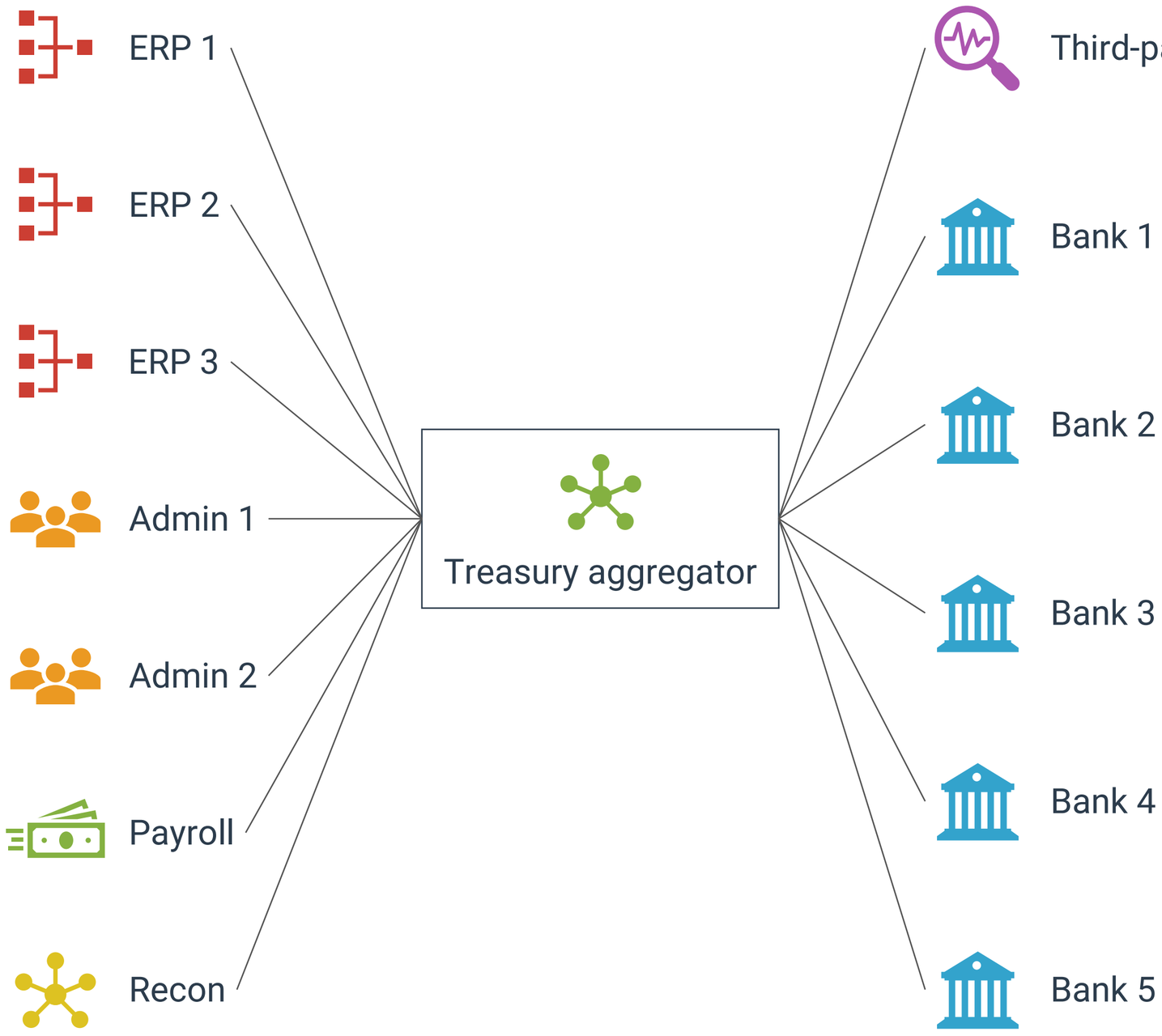
MANY BILATERAL CONNECTIONS



2025 © Strategic Treasurer, LLC. All Rights Reserved.

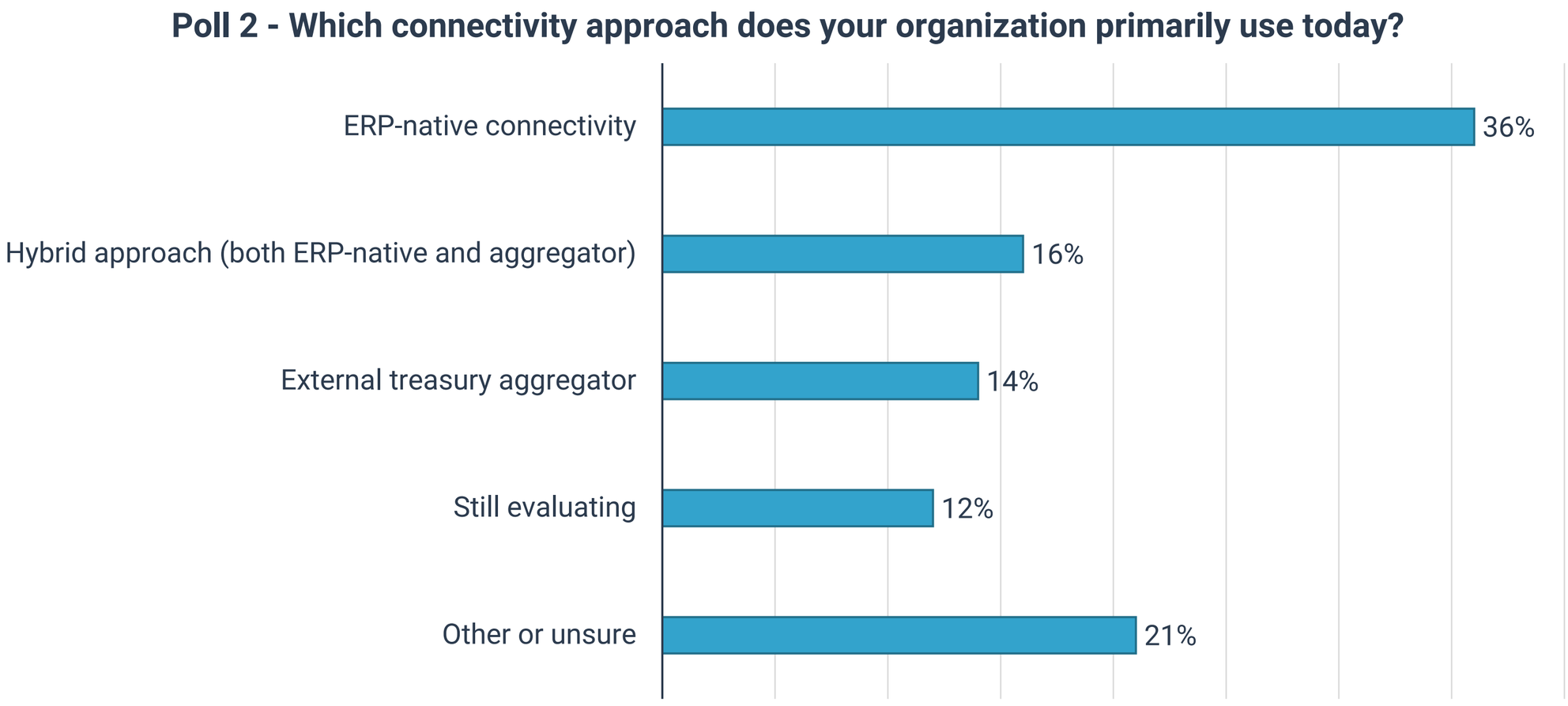
EXTERNAL CONNECTIVITY TOOLS

REDUCING COMPLEXITY WITH A TREASURY AGGREGATOR



2025 © Strategic Treasurer, LLC. All Rights Reserved.

POLL QUESTION



2025 © Strategic Treasurer, LLC. All Rights Reserved.

RELEVANCE OF CONNECTIVITY

WHY CONNECTIONS MATTER TO TREASURY

Number of point-to-point connections to be maintained

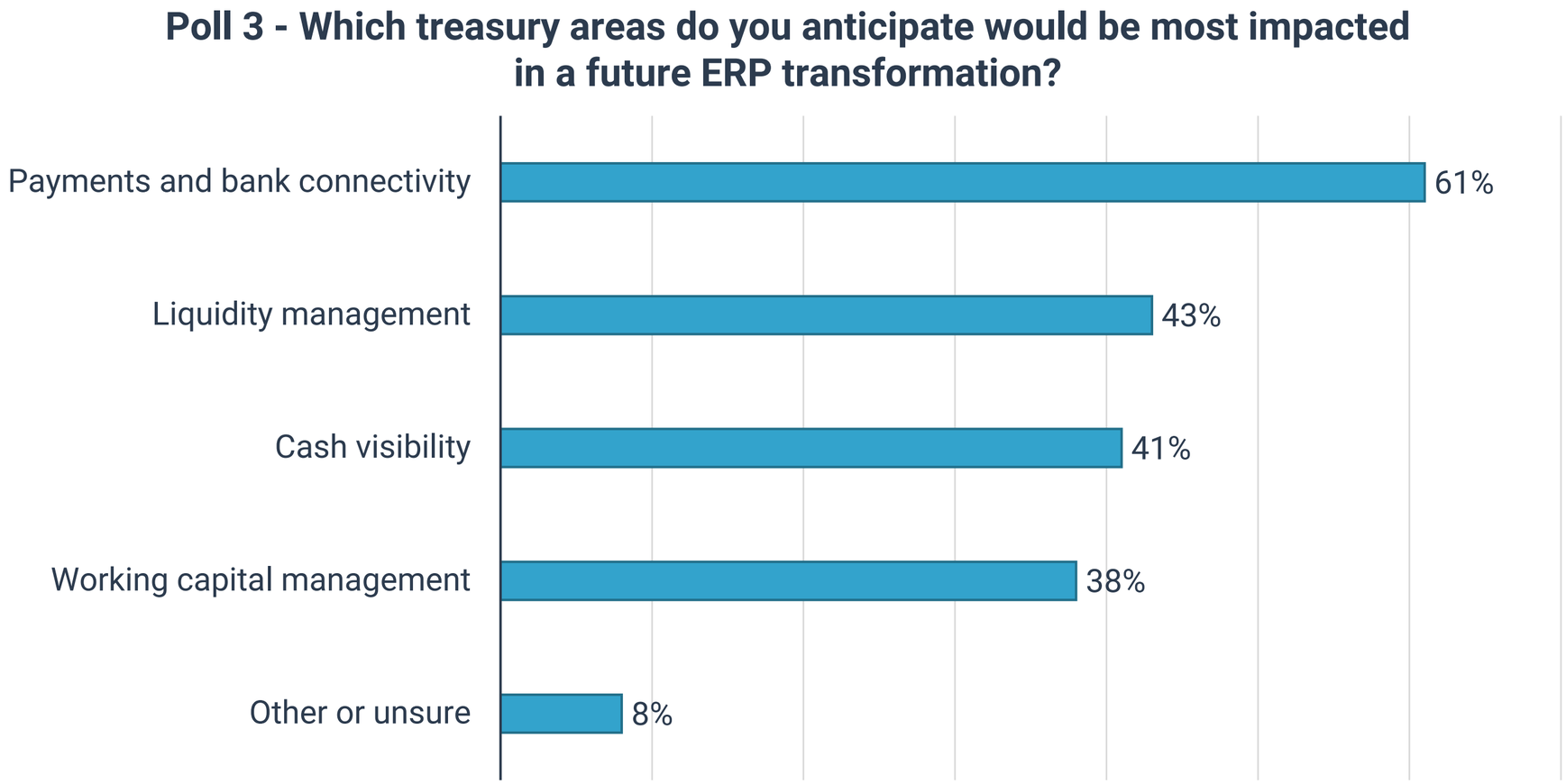
Cost of connections

Cost of data multiplied by number of connections

Transformation project ease

2025 © Strategic Treasurer, LLC. All Rights Reserved.

POLL QUESTION

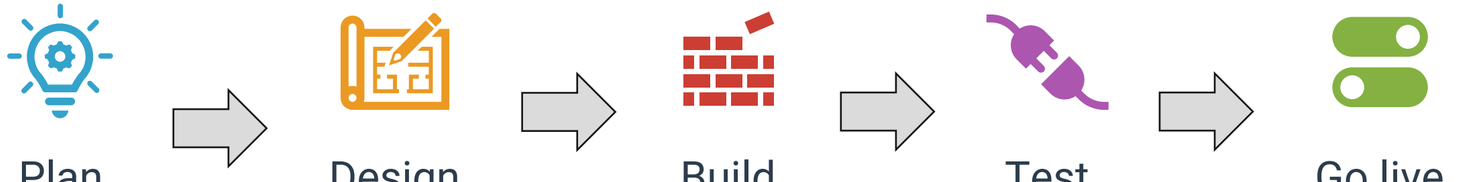


2025 © Strategic Treasurer, LLC. All Rights Reserved.

ENGAGING EARLY

PROTECTING CONNECTIVITY AND CONTINUITY

ERP TRANSFORMATION PROJECT PHASES



TREASURY SHOULD GET INVOLVED HERE

- Treasury decisions on bank connectivity, data structures, cash visibility, and payment formats must shape ERP design
- Late involvement can cause rework, project delays, exposure to payment risk, and long-term maintenance burdens

2025 © Strategic Treasurer, LLC. All Rights Reserved.

KEY QUESTIONS

EVALUATING CONNECTIVITY STRATEGIES FOR TREASURY READINESS

1. How seamlessly does the ERP connect to all banks?
2. How well can the solution handle future growth or acquisitions?
3. Does it support multiple payment standards and APIs?
4. Will treasury retain real-time access to global cash positions?
5. Are payment approvals and user rights consistent across systems?
6. Who owns updates, testing, and bank re-certifications?
7. What are the long-term costs vs. benefits?
8. Do we have the internal skills and resources needed for deployment?

2025 © Strategic Treasurer, LLC. All Rights Reserved.

FINAL THOUGHTS

IDEAS TO BRING BACK TO THE OFFICE

ENGAGE EARLY

- Shape design before decisions are finalized
- Prevent payment and visibility disruptions
- Align treasury needs with ERP goals

EVALUATE CONNECTIVITY STRATEGY

- Compare ERP-native and external options
- Simplify integrations across all banks
- Prioritize scalability and maintenance ease

MEASURE IMPACT

- Track visibility and efficiency gains
- Quantify time and cost savings

2025 © Strategic Treasurer, LLC. All Rights Reserved.

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

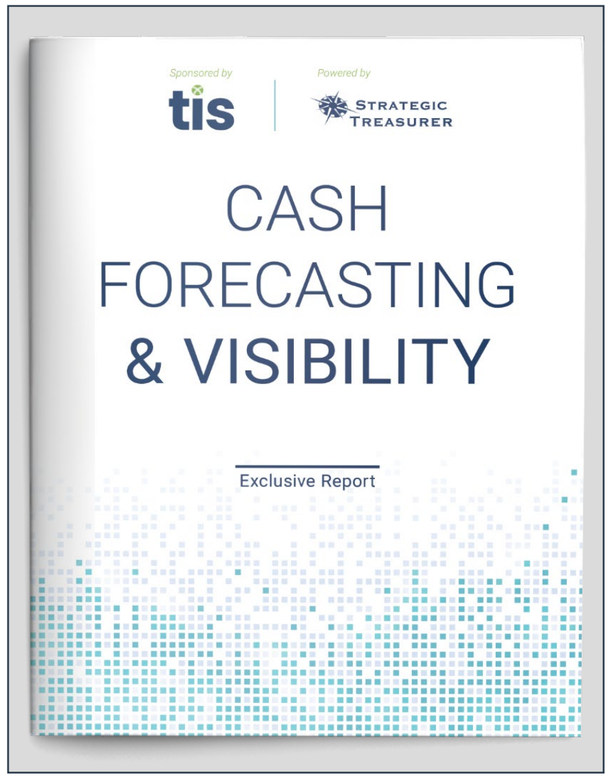
+1 678.466.2222

TIS

Jon Paquette,
Chief of Strategy

jonathan.paquette@tispayments.com

tispayments.com



Download now

2025 © Strategic Treasurer, LLC. All Rights Reserved.

Strategic Treasurer

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

Feenix SMS SPEND MANAGEMENT SOLUTIONS

SecureTreasury™ PAYMENTS SECURITY TRAINING

FinTech HOTSEAT™

THE TREASURY UPDATE PODCAST

CTMfile

Learn more or schedule an introduction today at strategictreasurer.com/practitioners

2025 © Strategic Treasurer, LLC. All Rights Reserved.

Strategic Treasurer

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

Treasury Insights™ | FinTech HOTSEAT™ | THE TREASURY UPDATE PODCAST | CTMfile | TREASURY COALITION

Learn more or schedule an introduction today at strategictreasurer.com/providers

2025 © Strategic Treasurer, LLC. All Rights Reserved.