tis **+** P Pearson

SUCCESS STORY

The ABCs of Accurate Cash Forecasts.

How Pearson Gained Insights Into
its Global Cash Flow Drivers with TIS

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SUMMARY

Through the adoption of a new "cloud" solution for their Cash Forecasting, Pearson wanted to gain the ability to not only improve the accuracy and efficiency of their forecasts on a global scale, but also be able to drill down by operating company or by process in order to drive behavioural change. The company chose TIS, based on their platform's ability to **integrate with the group's systems**, its use of a**utomated data input** which eliminates a lot of manual work, and its **smart analytics** offering greater insights surrounding cash flow. A fully functional prototype was built in only 30 days, which eventually lead to millions in savings as the process was refined over time.

ABOUT PEARSON

Pearson is the world leader in learning and educational services. For more than 170 years, the British multinational publishing and education company, which is headquartered in London, provides content, assessment, and digital services to learners, educational institutions, employers, and governments worldwide. Today, more than 160 million users in nearly 200 countries use Pearson's products and services.

Pearson Key Facts At-A-Glance

$4.6 Billion+
Annual Turnover

600+
Bank Accounts

30+
Treasury Centers

WINNER

EuroFinance
Treasury Excellence
Awards 2021

Digital Transformation
Technology Implementation
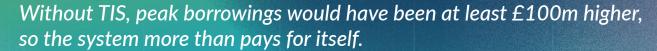
PEARSON'S MAIN CHALLENGES:

1. A highly complex and globally dispersed financial data environment.

2. With IT already heavily focused on digitising the business, treasury was keen to ensure that the workload for IT was kept low.

> *Without TIS, peak borrowings would have been at least £100m higher, so the system more than pays for itself.*
>
> **James Kelly, Group Treasurer** **P** **Pearson**

SOLUTIONS

Based on TIS' robust integrations with Pearson's banking partners and back-office platforms, bank statements and other relevant financial data can now be **automatically pulled into the platform for comprehensive global insight on primary cash flow drivers**. Moreover, Pearson gained the ability **to drill down to review granular forecast details**, such as by operating company, in order to drive behavioural change. Data sources and cash flows can also be classified by type to make **analysis even faster and more efficient**, and reports can be easily shared with other departments and stakeholders as they are created in TIS.

CASH FLOW FORECASTING

Forecasts are produced and analysed in TIS, based on the latest available information, allowing Pearson to focus on the drivers of performance. The smart logic in TIS Cash Forecasting iteratively back-tests its model to identify gaps or inconsistencies and adjusts its logic for subsequent forecasts, thus making the outputs **even more accurate over time.** The Actual vs. Forecast analysis enables Pearson to better manage liquidity and more easily collaborate with stakeholders and contributors outside of treasury who also need access to relevant data.

RESULTS & BENEFITS

✓ **IMPROVED CASH VISIBILITY & INSIGHTS** into the Cash Drivers

✓ **IMPROVED SPEED & CONSISTENCY** in Forecast Generation

✓ **BETTER INSIGHTS** to Senior Stakeholders

✓ **SIGNIFICANTLY LOWER VOLUME** of FX Transactions Through Netting

✓ **REDUCED BORROWINGS** & Millions in Savings

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ABOUT TIS

TIS helps CFOs, Treasurers, and Finance teams transform their global cash flow, liquidity, and payment functions. Since 2010, our award-winning cloud platform and best-in-class service model have empowered the entire office of the CFO to collaborate more effectively and attain maximum efficiency, automation, and control. By streamlining connectivity between our customers' back-office systems and their worldwide banks, vendors, and business partners, TIS enables users to achieve superior performance in key areas surrounding cash forecasting, working capital, outbound payments, financial messaging, fraud prevention, payment compliance, and more.

With over 11,000 banking options, $80 billion in daily cash managed, and $2.5 trillion in annual transaction volume, TIS has a proven track record of combining our unparalleled market expertise with tailored client and community feedback to drive digital transformation for companies of all sizes and industries. As a result, hundreds of organizations and thousands of practitioners rely on TIS daily to gain strategic advantage, monetize data, improve operational efficiency, and better manage risk.

For more information, visit **tispayments.com** and begin reimagining your approach to global cash flow, liquidity, and payments.

Cash Flow, Liquidity & Payments.

Learn more at tispayments.com »

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