

TREASURY TECHNOLOGY

2021 SURVEY RESULTS



PETE SREJOVIC

Chief Technology Officer
GTreasury

CRAIG JEFFERY

Founder & Managing Partner
Strategic Treasurer



WHAT

Results, analysis, discussion
and takeaways from the 2021
Treasury Technology survey.



WHEN

Thursday, July 22, 2021
11:00 AM – 12:00 PM Eastern



WHERE

Live online presentation
Replays at StrategicTreasurer.com



This presentation is provided by Strategic Treasurer and GTreasury

SPEAKERS

GET TO KNOW YOUR SUBJECT MATTER EXPERTS



PETE SREJOVIC

Pete has been driving technology transformation and delivery at the world's largest organizations for nearly 20 years. Most recently, he was CTO at SHL, a spin-off from Gartner Inc., where he was responsible for over 150 employees globally within product engineering, technology delivery and technology operations. Prior to joining SHL, he was the Global Head of Technology at research firm Morningstar and began his career in consulting at KPMG and Accenture before moving into analytics and technology at Nielsen.



CRAIG JEFFERY, CCM, FLMI

Craig Jeffery formed Strategic Treasurer LLC 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

TODAY'S KEY AREAS OF FOCUS

This survey gathered valuable data regarding practitioners' views, actions, use, plans and experiences with treasury management systems and other forms of treasury technology.

Results showed what is important to treasury practitioners in their technology, which tech types are rapidly becoming standard and which are holding steady, and what treasury departments are looking for in technology partners.



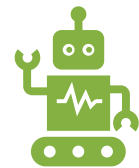
ABOUT THE SURVEY

Survey details and firmographics



ADOPTION & GROWTH

The rate of adoption of multiple treasury technologies



NEW TECH

And product development priorities



OLD FORMATS

Hanging onto historical



FORECASTING

Matters greatly to many companies



KEY TAKEAWAYS

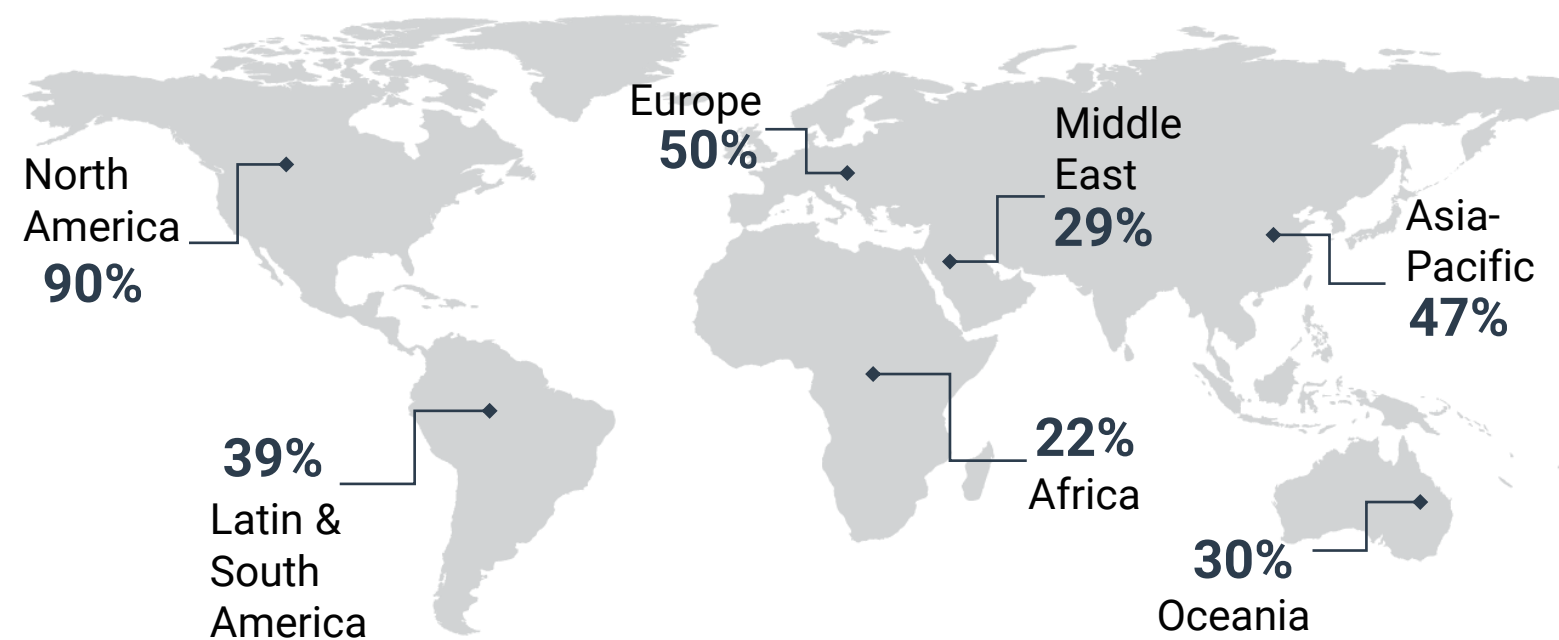
From this year's research

SURVEY QUICK STATS

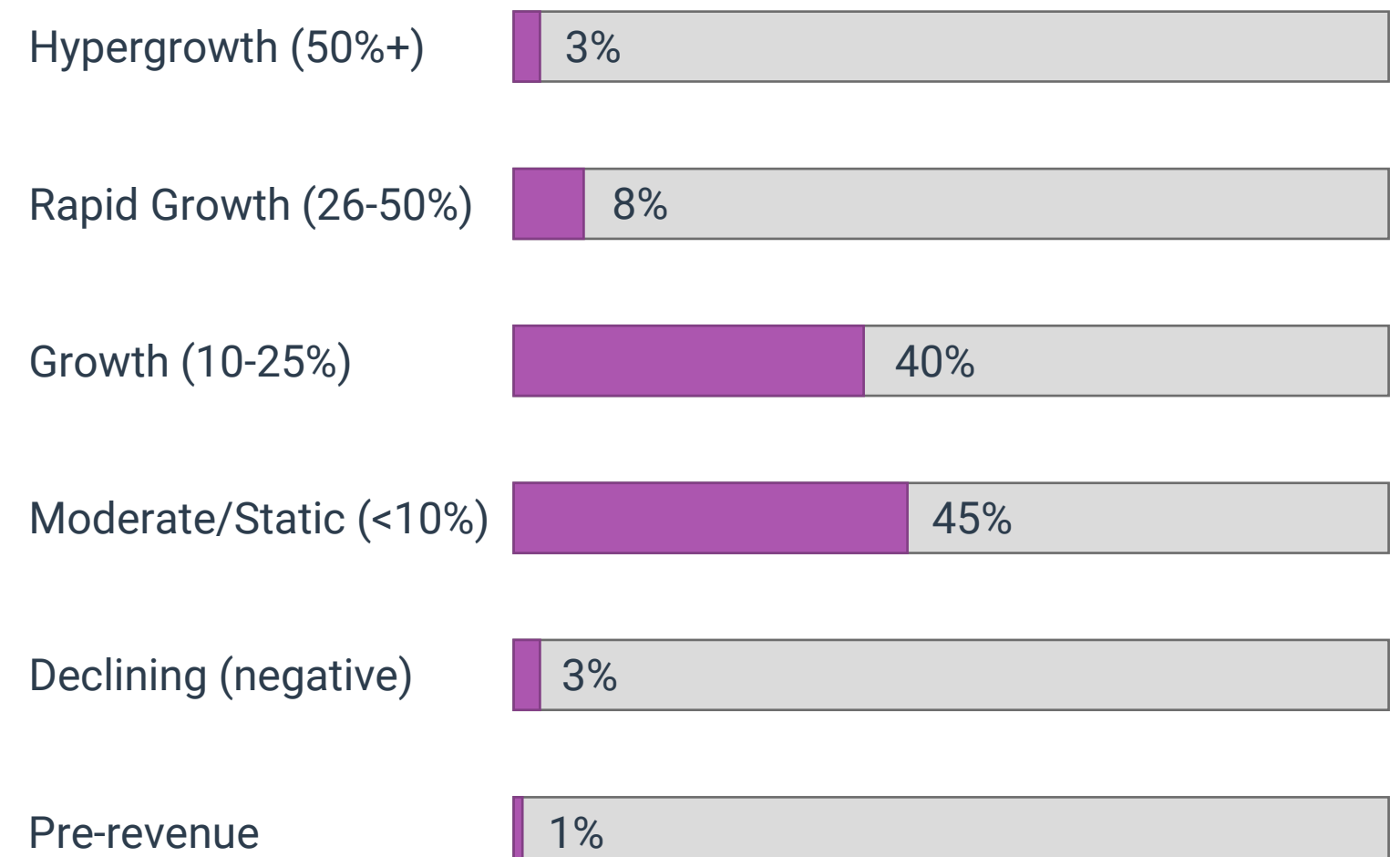
2021 TREASURY TECHNOLOGY



Regions of Operations



Respondent's Organization Revenue Growth Rate



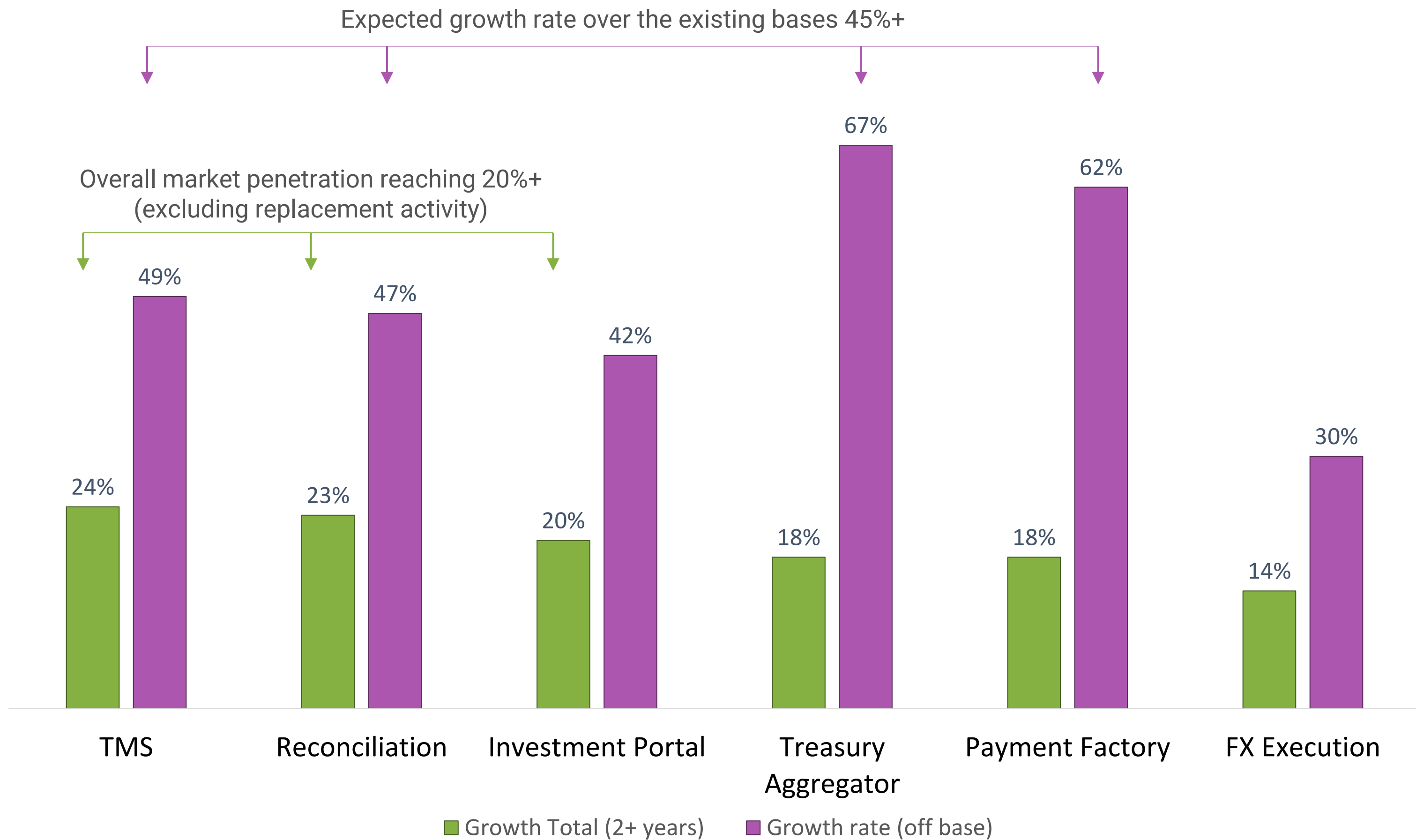


Discussion & Implications

ADOPTION & GROWTH

TECH GROWTH

EXPECTED TO CONTINUE OR INCREASE



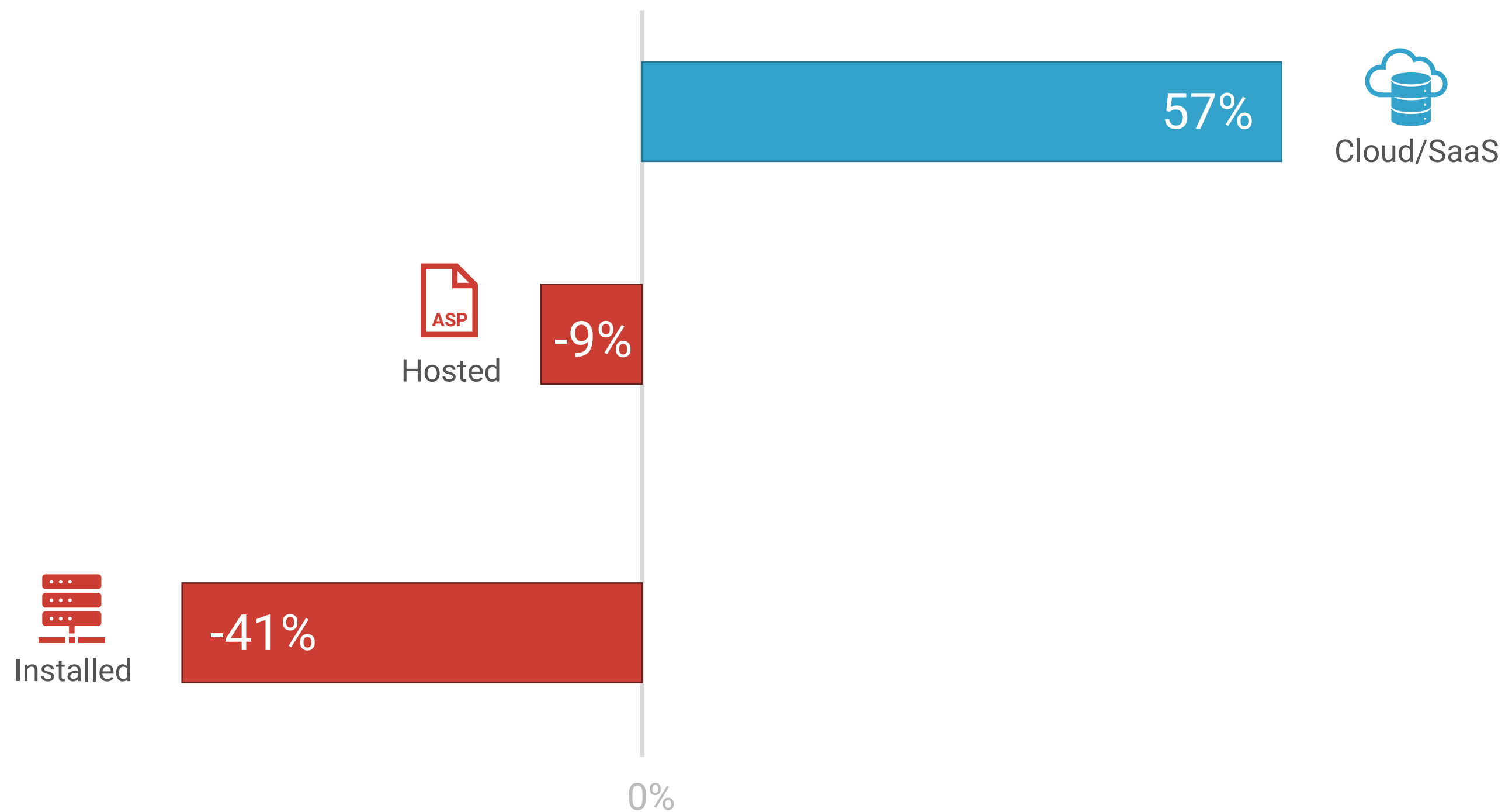
CLOUD/SaaS

DOMINANCE

The perception of value is highly divergent between the platform options.

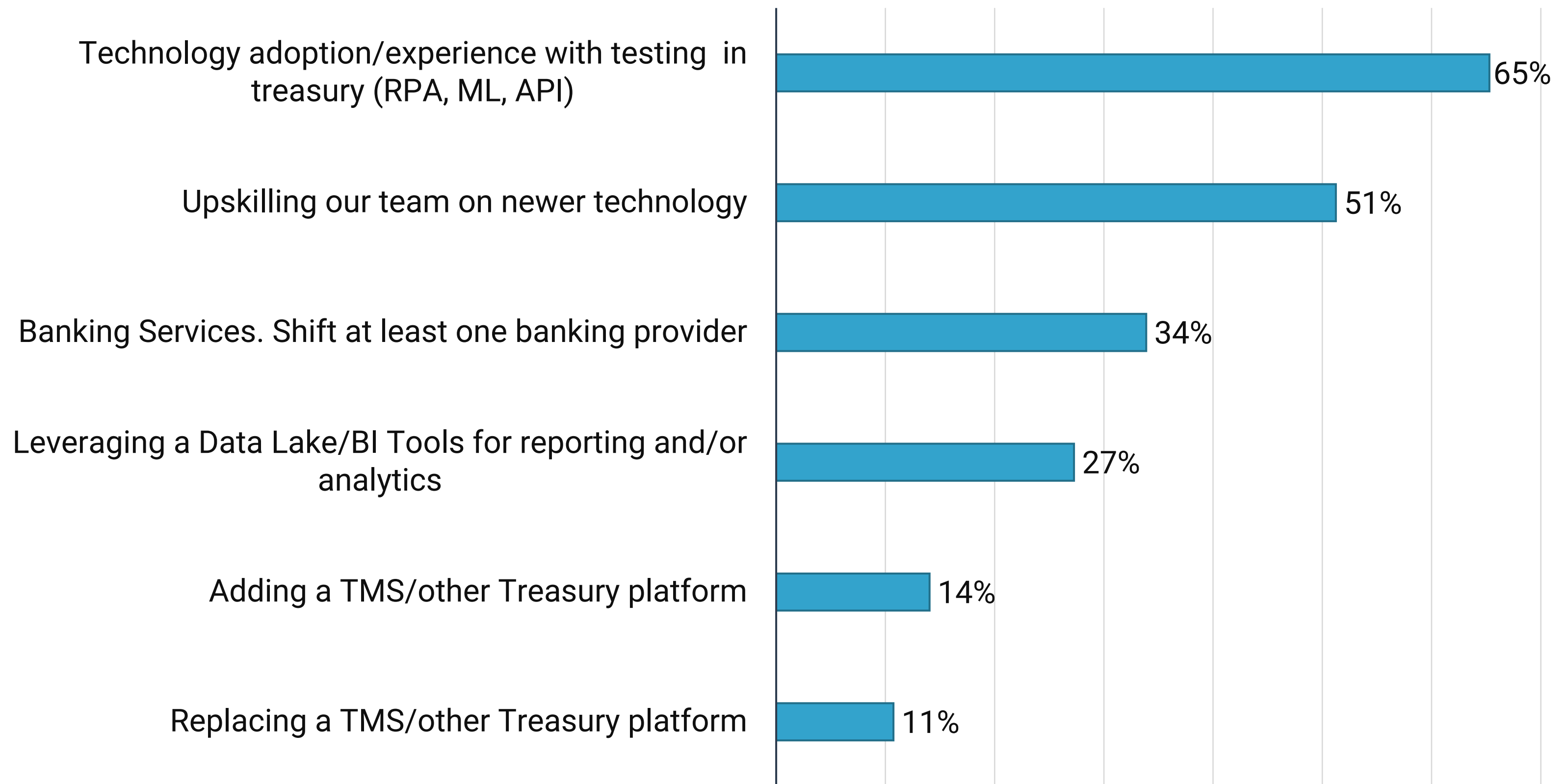
DECREASING IN VALUE

INCREASING IN VALUE



POLL QUESTION

Plans for Structure/Technology over the next 12 months:





Discussion & Implications

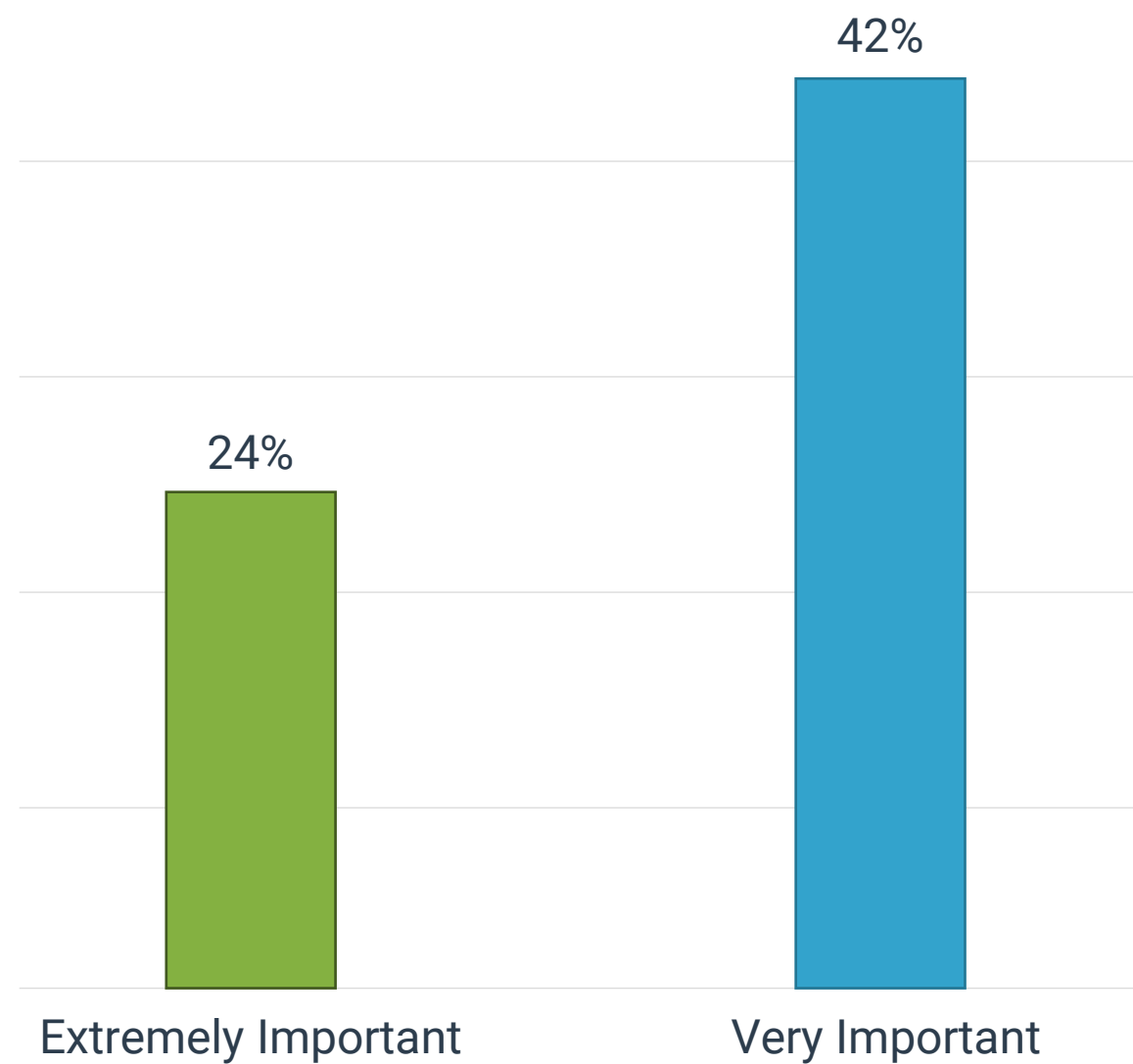
NEW AND OLD TECH

APIs ARE HIGHLY IMPORTANT

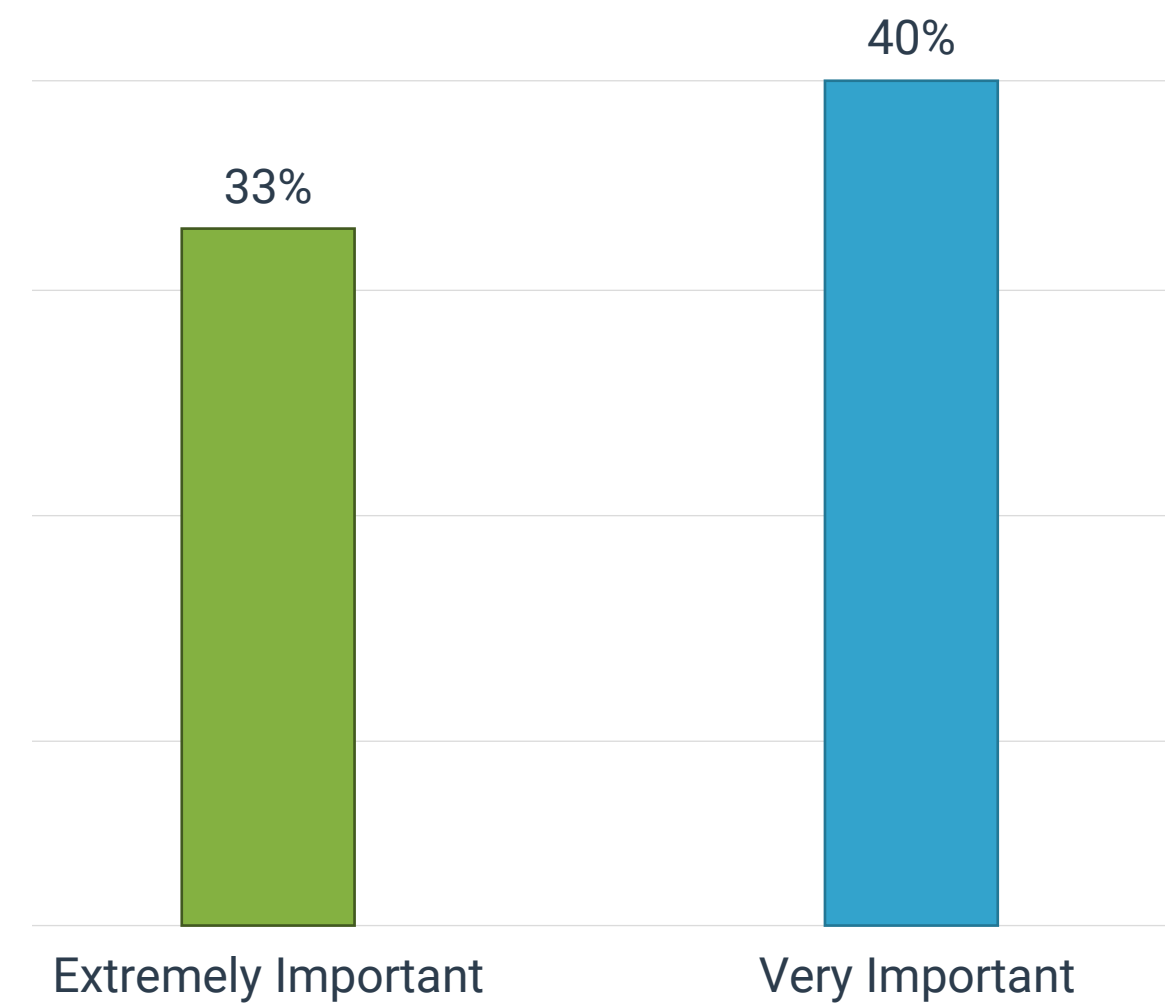
TO CORPORATE TREASURY GROUPS

There is a heavy focus on new technologies on the part of buyers, with the use of APIs and machine learning most significant.

» Importance that TMS/TRMS uses a platform that allows APIs for connectivity is:



» Importance that banks support APIs for connectivity is:



APIs' HEAVIEST USE

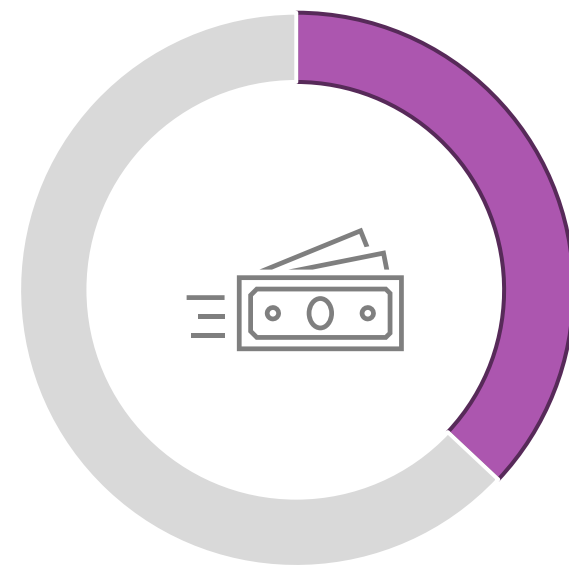
INFORMATION REPORTING

Information reporting leads the pack for API usage through TMS/TRMS vendors.



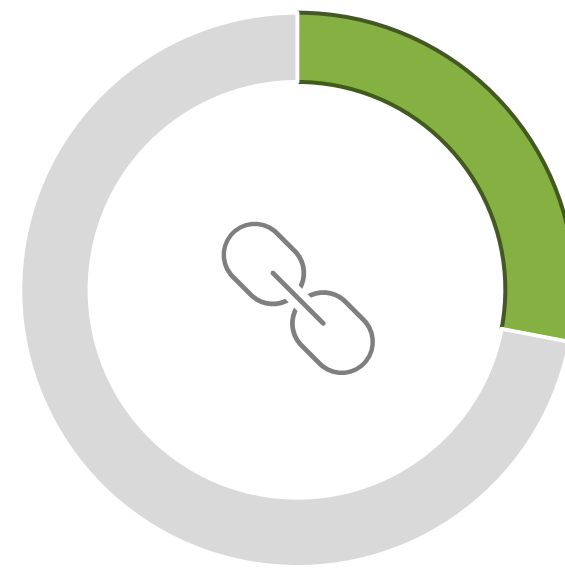
56%

For connecting to banks for information reporting



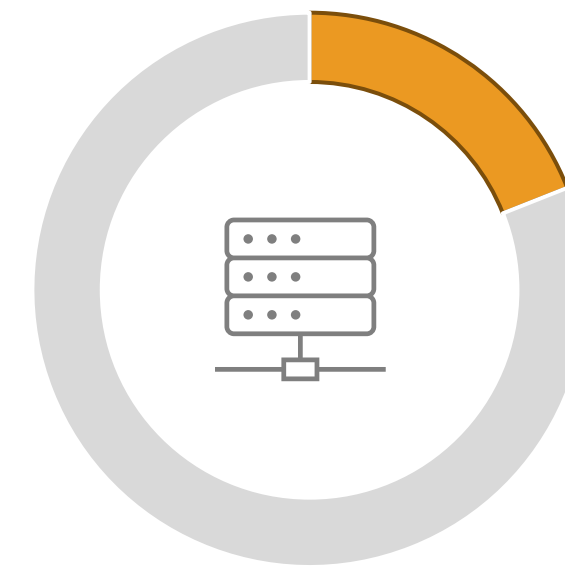
37%

For connecting to banks for payments



28%

To connect to ERPs



19%

To connect to information/data providers



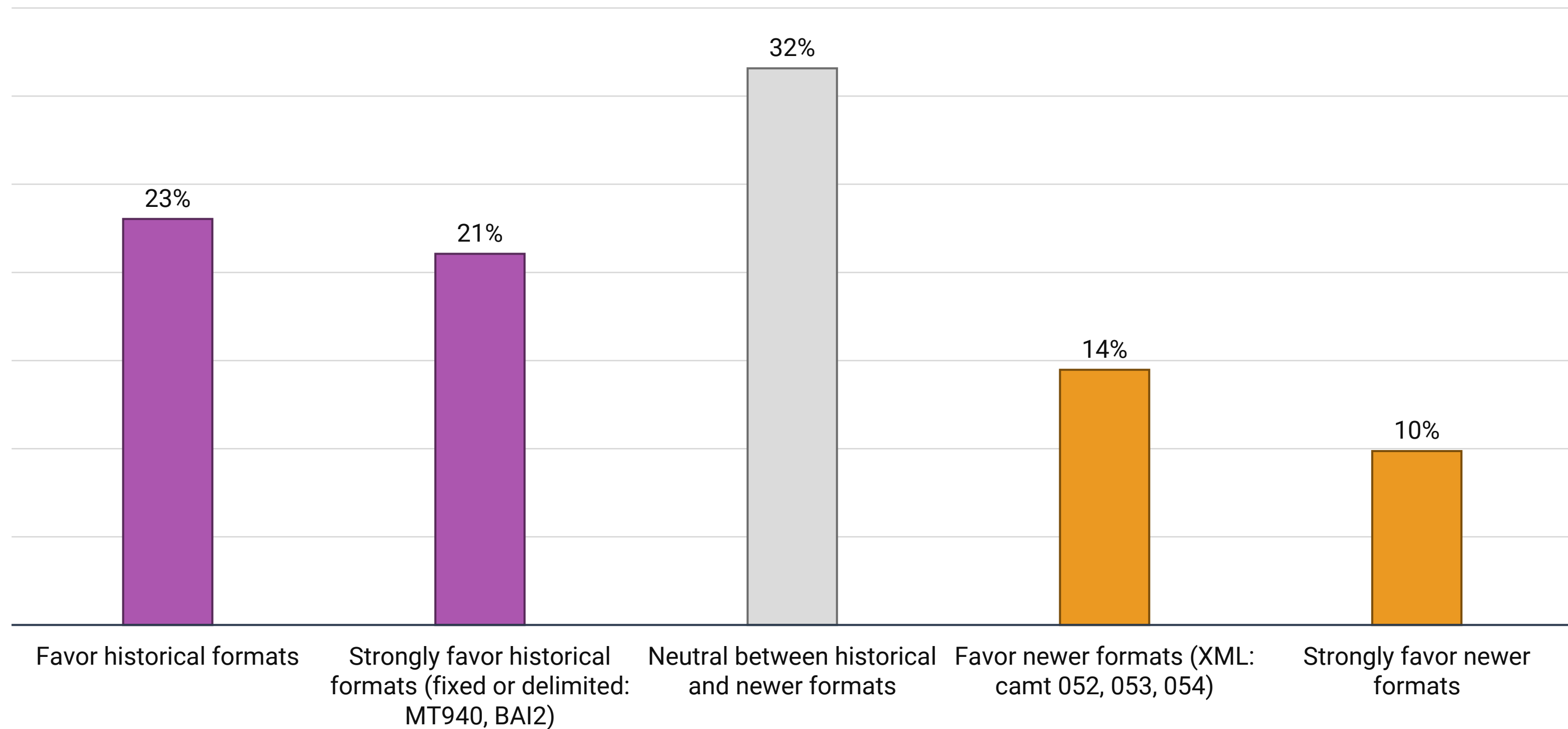
13%

To connect to other BI tools (Power BI, Tableau, etc.)

THE HOLDOUTS

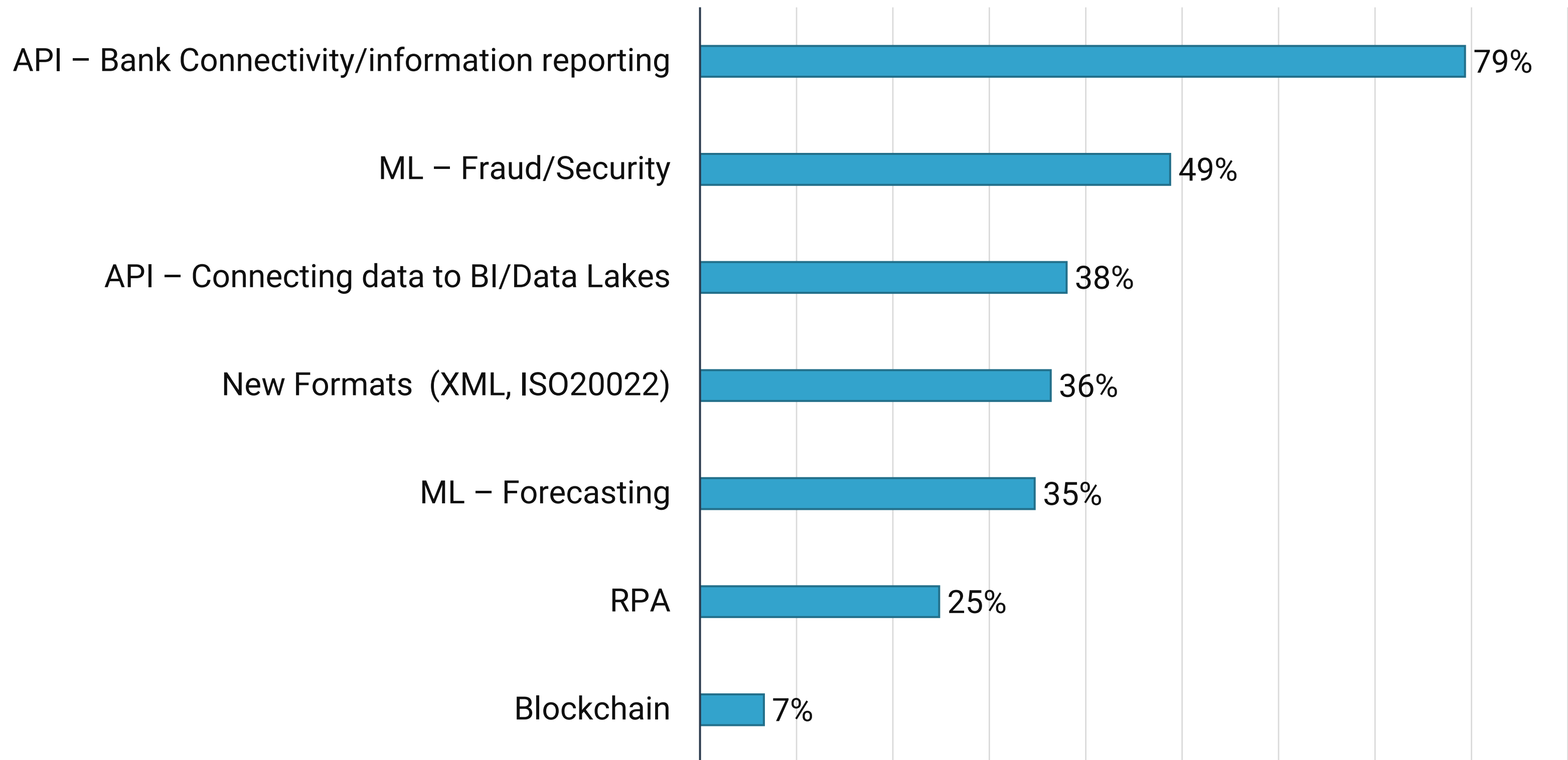
POCKETS OF RESISTANCE

There appears to be a desire to hold onto older formats rather than adopting newer, enriched ones that use XML.



POLL QUESTION

Which technologies do you most want to use and require your tech vendors to support:



PRIORITIES

FRAUD PREVENTION SIGNIFICANT

Out of a list of twelve functionalities that are important to respondents in product development, AI/ML took top places in the rankings.

- 1** AI/ML – AGAINST FRAUD
- 2** BENCHMARKING
- 3** RPA (BOTS)
- 4** AI/ML – FOR FORECASTING

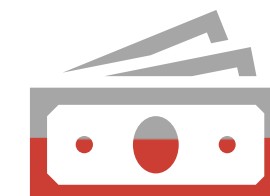
Fraud prevention is also a top item on the mission-critical priorities for automation.



43% CASH MANAGEMENT



37% FRAUD PREVENTION



**32% ACCOUNTING/TREASURY
PAYMENTS**



Discussion & Implications

FORECASTING

THE SHORT STORY

ON FORECASTING

FORECASTING IS VERY IMPORTANT,



BUT IT TAKES A LOT OF TIME,



AND OUR CURRENT PROCESS ISN'T VERY ACCURATE.



WE WANT AI/ML TO HELP SOLVE OUR FORECASTING PROBLEMS!

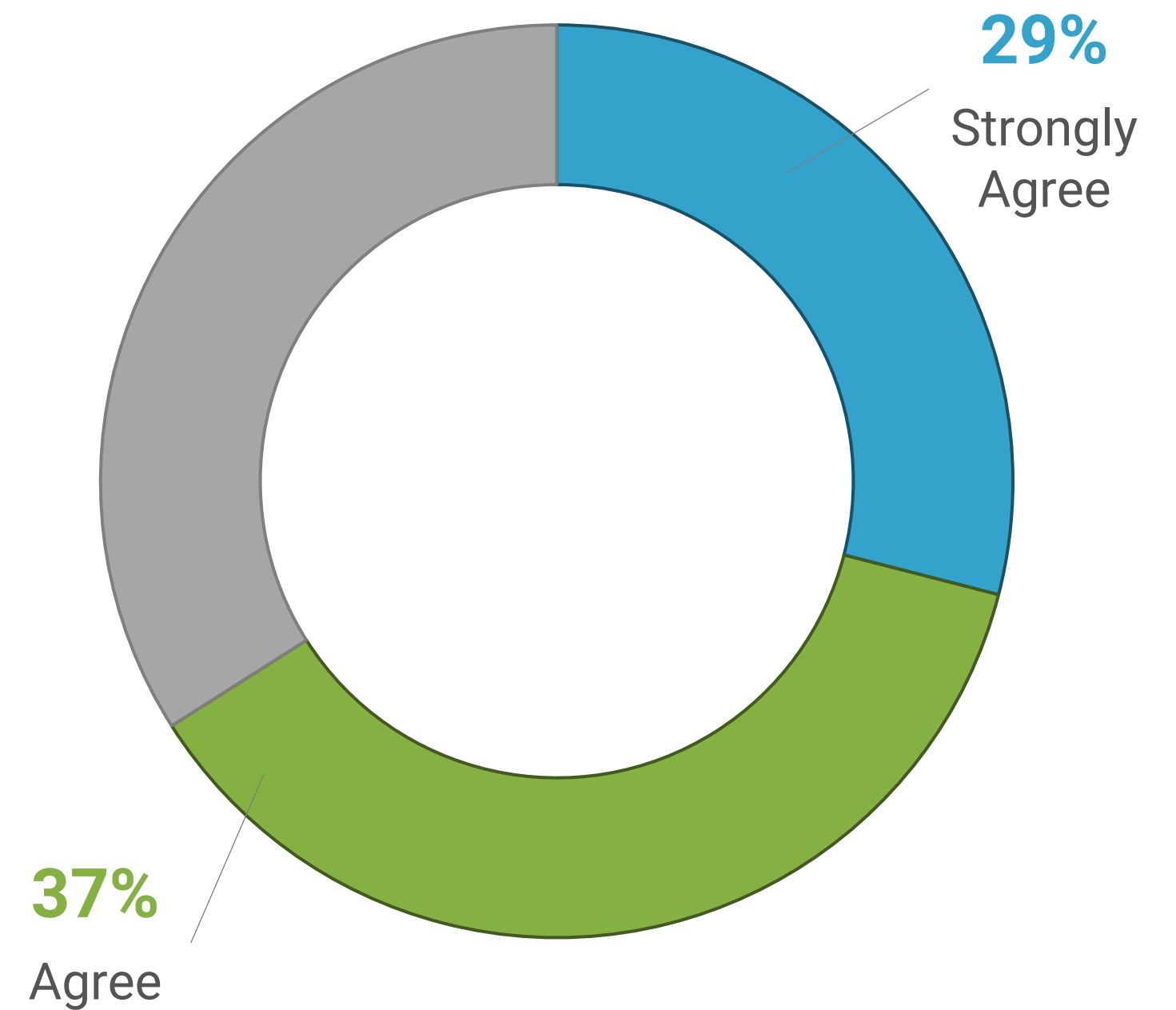
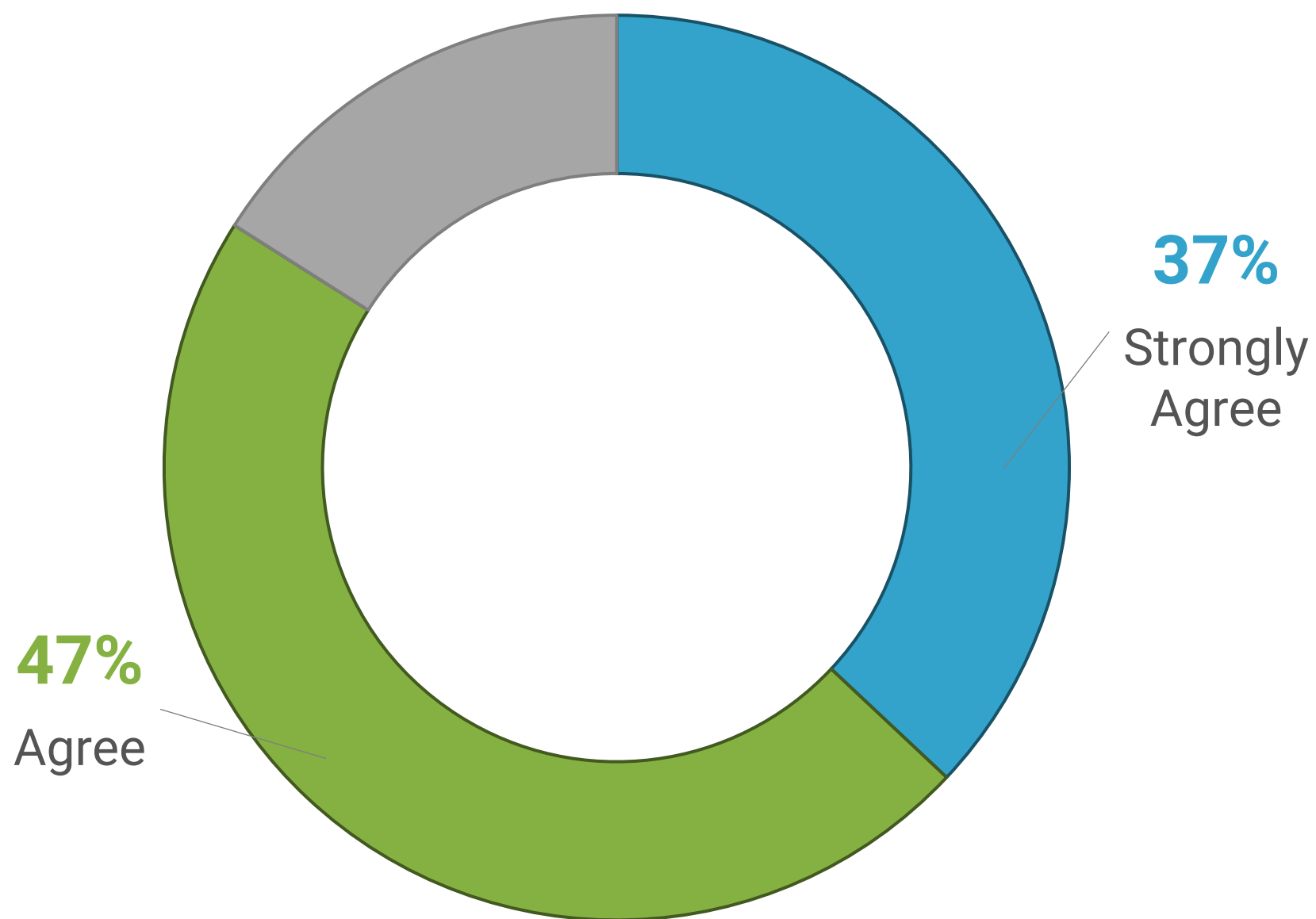


FORECASTING IS IMPORTANT

AND INCREASING IN IMPORTANCE

84% indicate forecasting is very important to Treasury

66% report forecasting has increased in important over the past 12 months



FORECASTING IS TIME CONSUMING

AND MOST WOULD LIKE TO SPEND EVEN MORE TIME ON IT



FORECASTING TAKES SIGNIFICANT TIME FOR 67% OF CORPORATES

- 25% Strongly Agree
- 42% Agree
- Large organizations (>\$5B) report agreeing at 76%

OVER HALF OF RESPONDENTS WOULD SPEND MORE TIME ON FORECASTING IF THEY HAD THE TIME

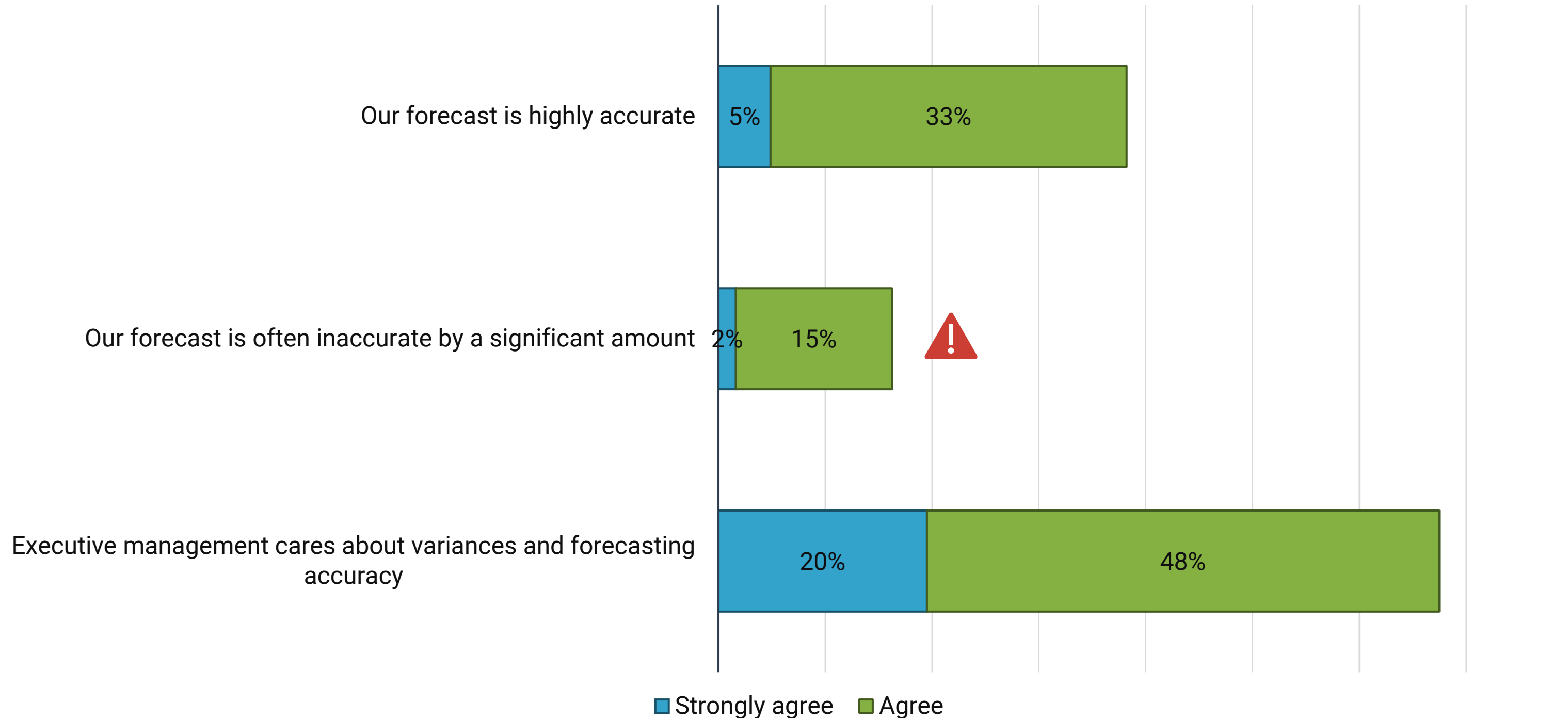
- 17% Strongly Agree
- 39% Agree
- 72% of large organizations agree



FORECASTING ACCURACY

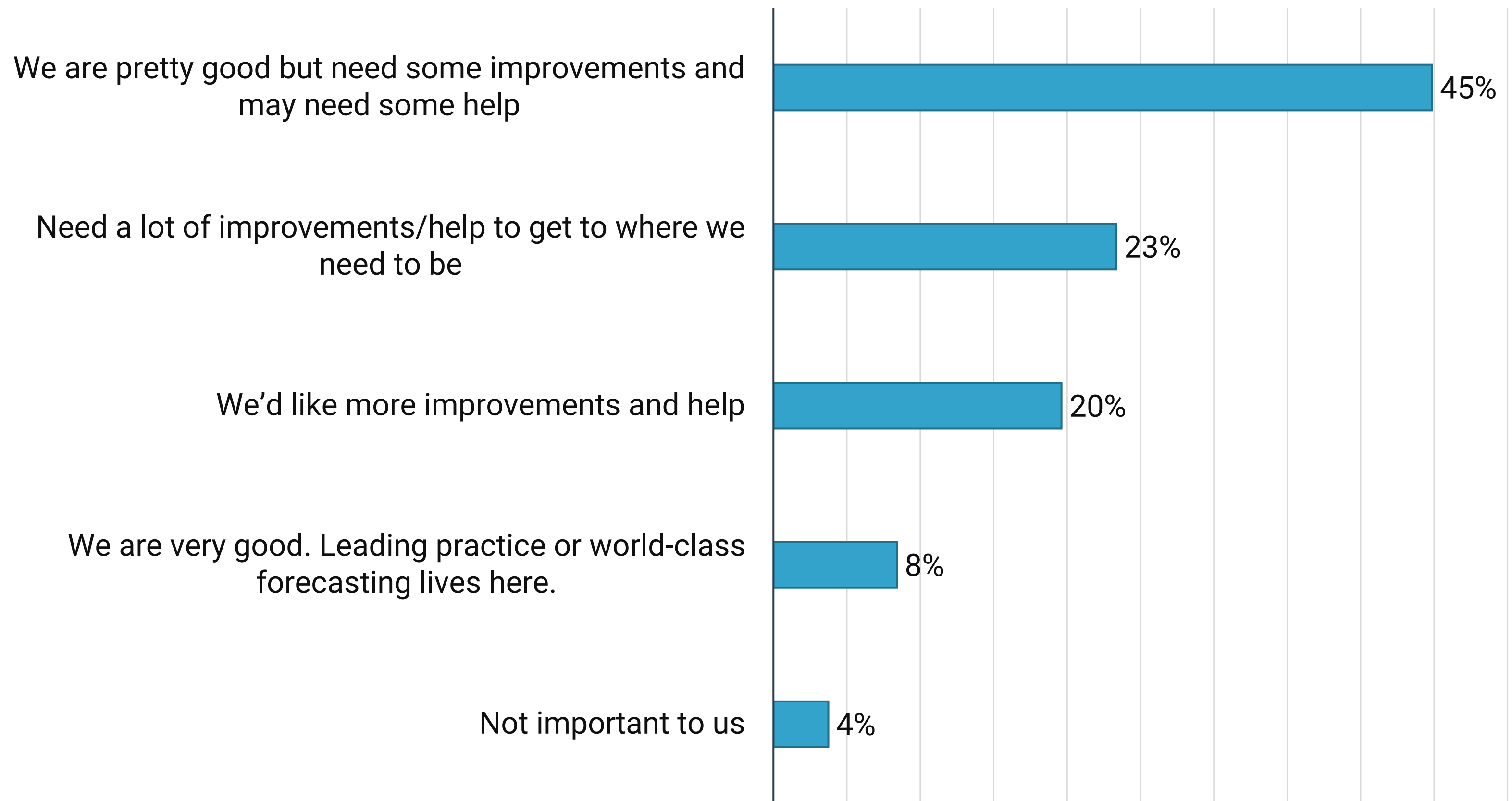
ROOM FOR IMPROVEMENT

Organizations are not achieving high rates of accuracy with their forecasting, even after spending significant time on it.



POLL QUESTION

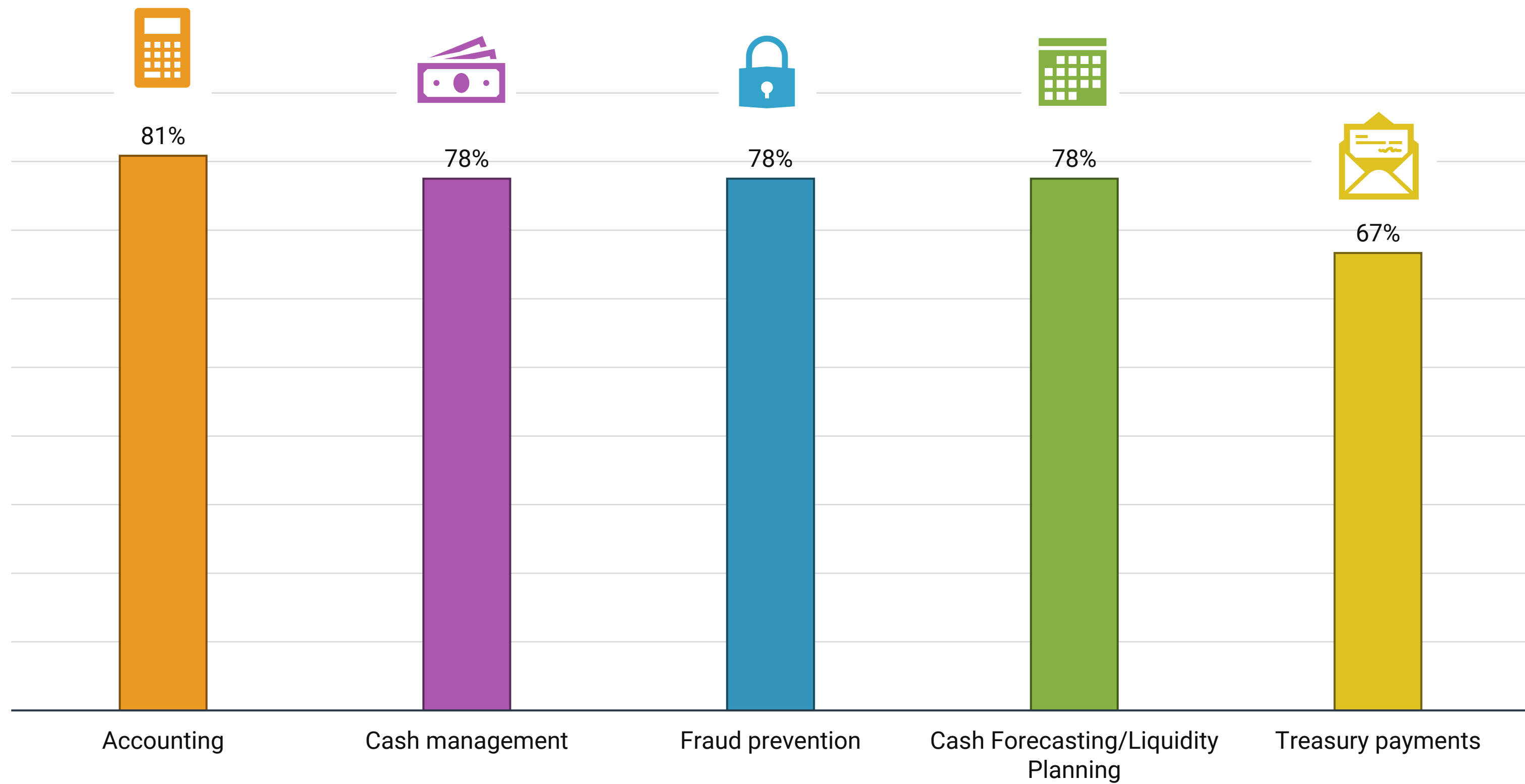
Forecasting:



TOP PRIORITIES

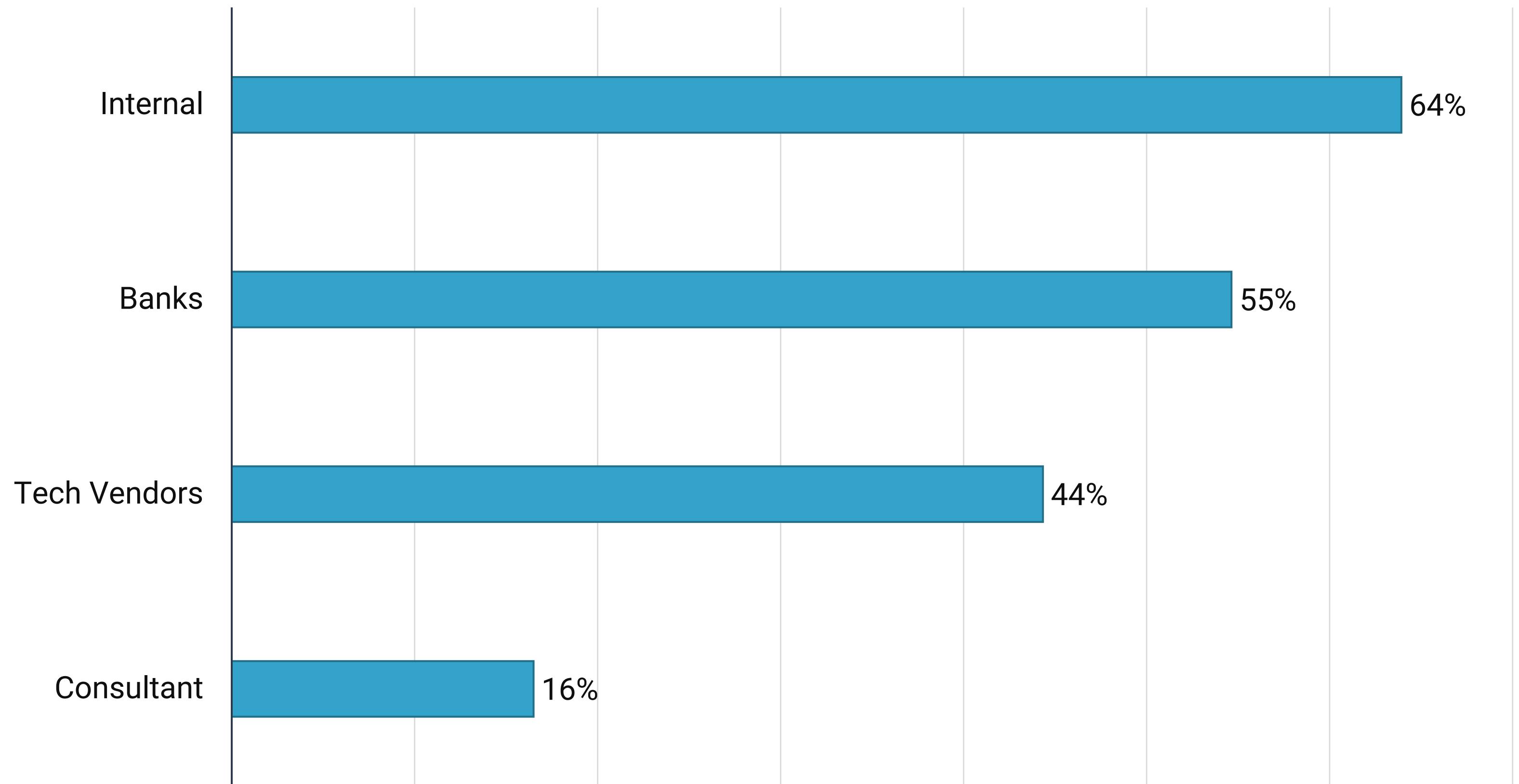
FOR AUTOMATION

The top five priorities for automation when it comes to treasury management software:



POLL QUESTION

Corporates: Who are you looking for support from?



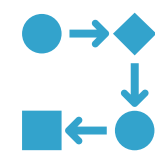
KEY TAKEAWAYS

FINAL THOUGHTS TO TAKE BACK TO THE OFFICE

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DETERMINE AREAS TO IMPROVE OUR TECHNOLOGY

- Payments
- Replace
- Security
- Process support



PLAN FOR CONNECTIONS & ANALYSIS

- Strategy for upgrading
- Prioritize
- Link to company analytical plan (pilot)



GROW YOUR TECHNOLOGY EXPERTISE

- Assess gaps
- Assign areas: RPA, API, ML, BI
- Upskill team
- Play, pilot, produce, promote
- Share progress to increase excitement

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,
Founder & Managing Partner

✉ craig@strategictreasurer.com

☎ +1 678.466.2222

🎧 The Treasury Update Podcast

📄 [linkedin.com/in/strategictreasurer/](https://www.linkedin.com/in/strategictreasurer/)



GTREASURY

Pete Srejovic,
Chief Technology Officer

✉ contactus@gtreasury.com



Survey Report & Infographic

Download the 2021 Treasury Technology Report for in-dept commentary. The Treasury Tech infographic is also available for download.



DOWNLOAD TODAY