

# CASH FORECASTING & VISIBILITY

## 2021 Survey Results



### **ROGER COMINS**

*Vice President of Product Management*  
GTreasury

### **CRAIG JEFFERY**

*Founder & Managing Partner*  
Strategic Treasurer



### **WHAT.**

Findings from this year's Cash Forecasting and Visibility Survey that explores the current landscape.



### **WHEN.**

Tuesday, October 26, 2021  
2:00 PM – 3:00 PM EDT



### **WHERE.**

Live online presentation.  
Replays at [StrategicTreasurer.com](https://StrategicTreasurer.com)



This presentation is provided by Strategic Treasurer and GTreasury.

# SPEAKERS

GET TO KNOW YOUR SUBJECT MATTER EXPERTS



## ROGER COMINS, CTP

Roger Comins is Senior Product Manager at GTreasury with responsibility for defining the product vision, prioritization, and delivery of the Payment Factory and Partner Ecosystem solutions. He is a CTP and SWIFT for Corporate Qualified Specialist.



## 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



**SURVEY OVERVIEW**



**BANK ACCOUNT  
ACTIVITY**



**CASH REPORTING  
AND POSITIONING**



**TECHNOLOGY**



**FORECASTING**



**KEY TAKE-AWAYS**


# SURVEY QUICK STATS

## 2021 CASH FORECASTING AND VISIBILITY



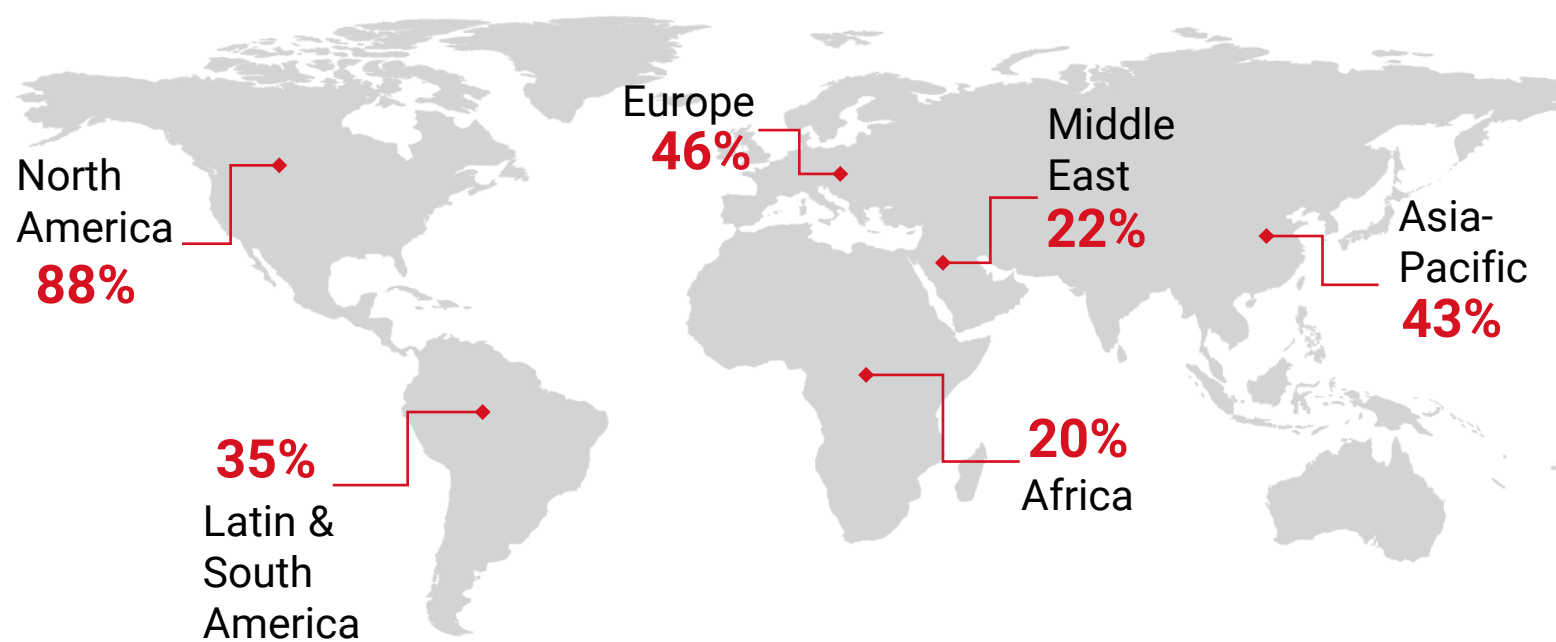
 **~250**  
Corporate Respondents

**12**   
Year History

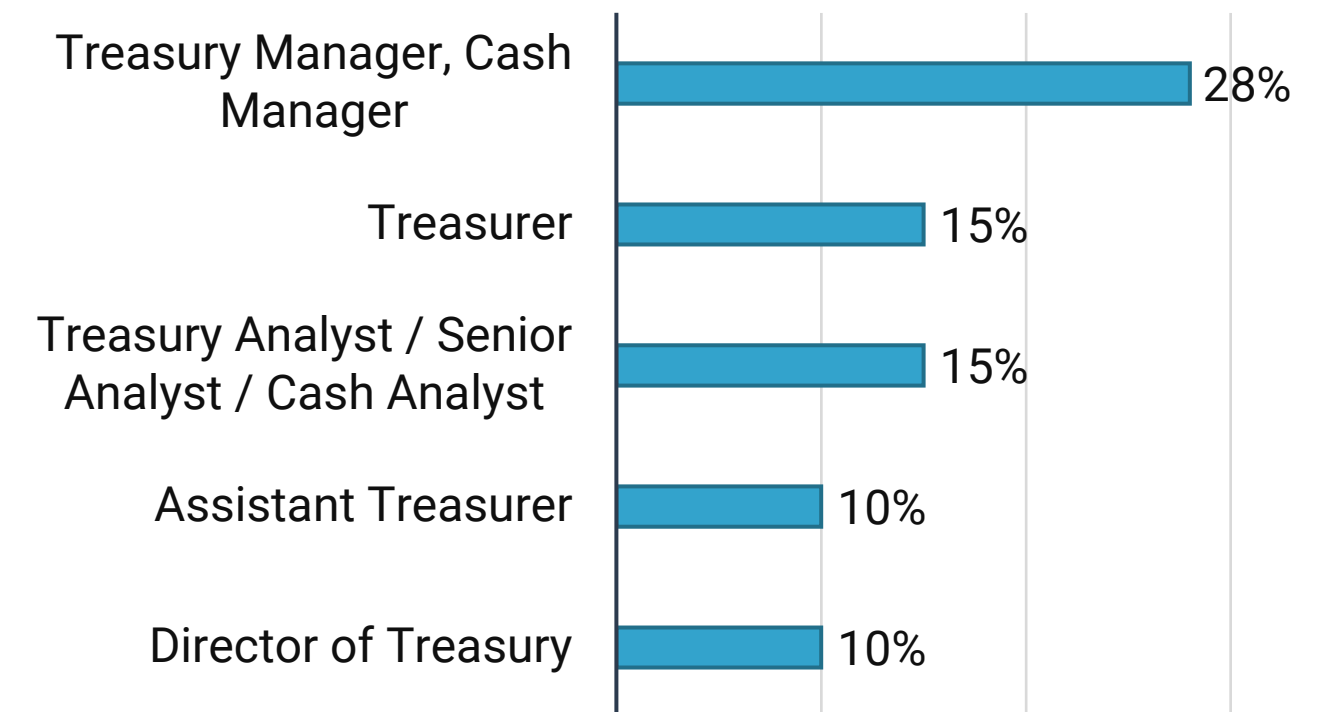
 **4** Week  
Survey Run Time

**50+**   
Questions

### Regions of Operations



### Top Respondent Roles





*Discussion & Implications*

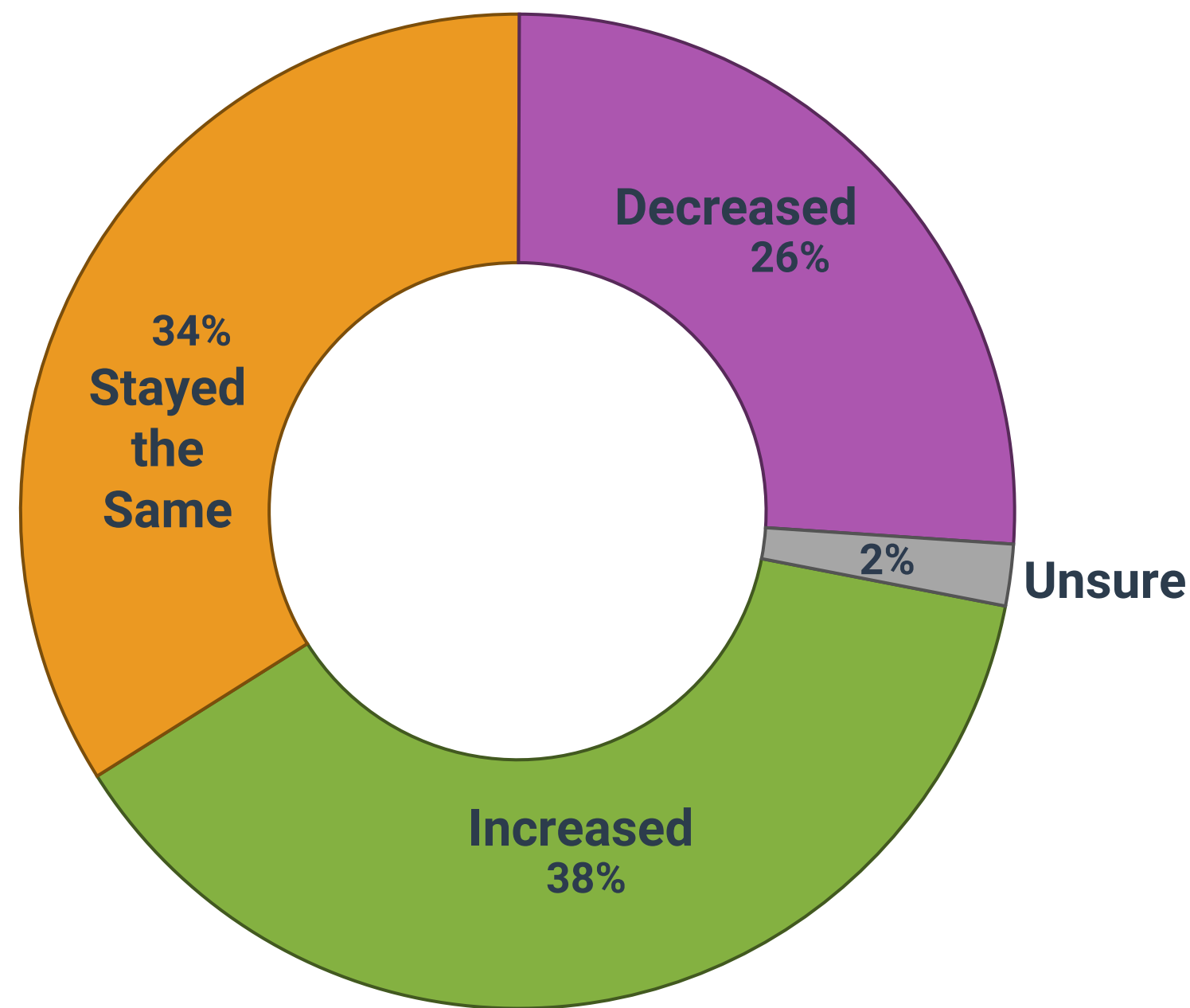
# **BANK ACCOUNT ACTIVITY**

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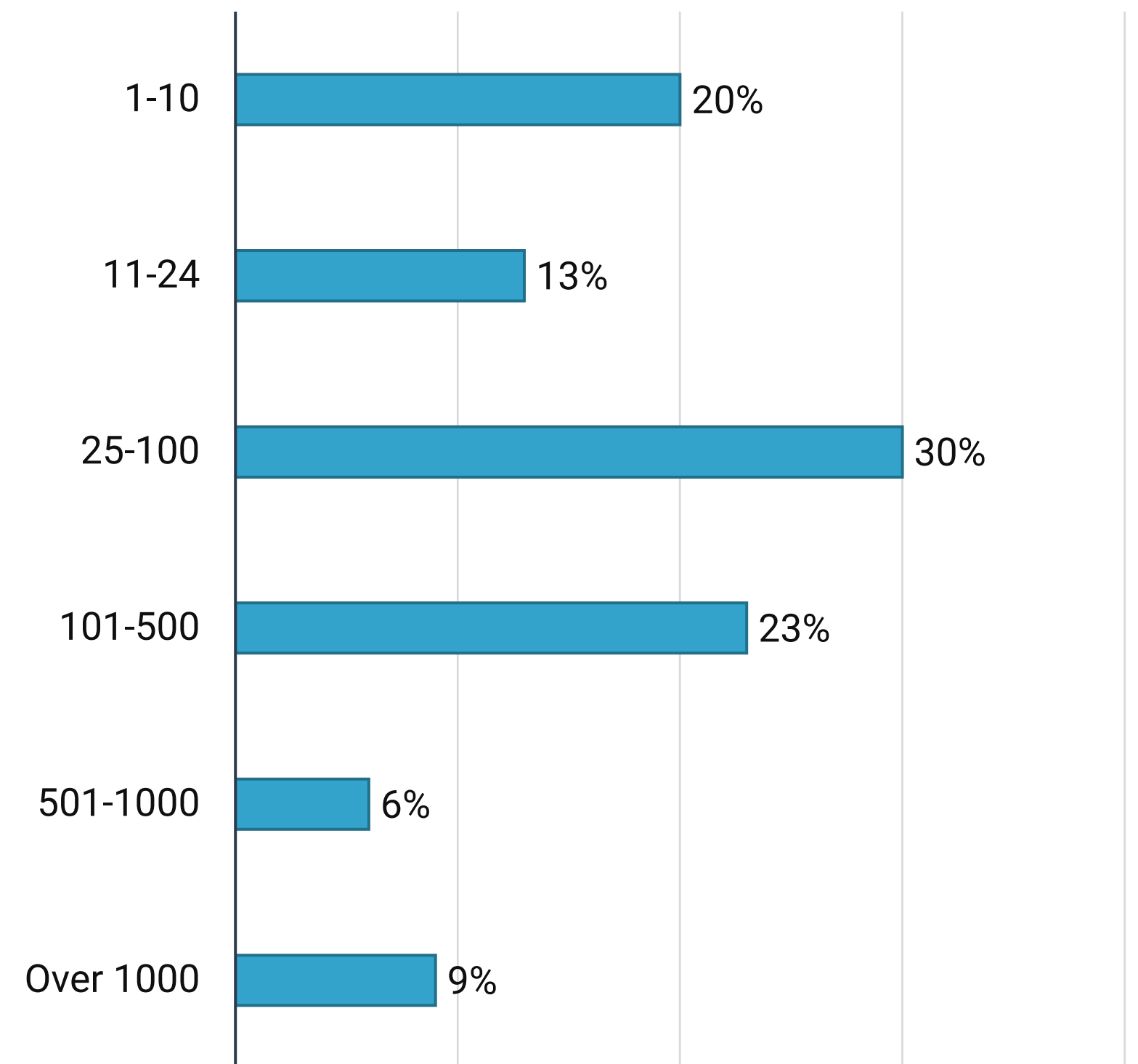
# INCREASING COMPLEXITY

## MANAGING MANY ACCOUNTS

» In the past year, has the number of bank accounts you used:



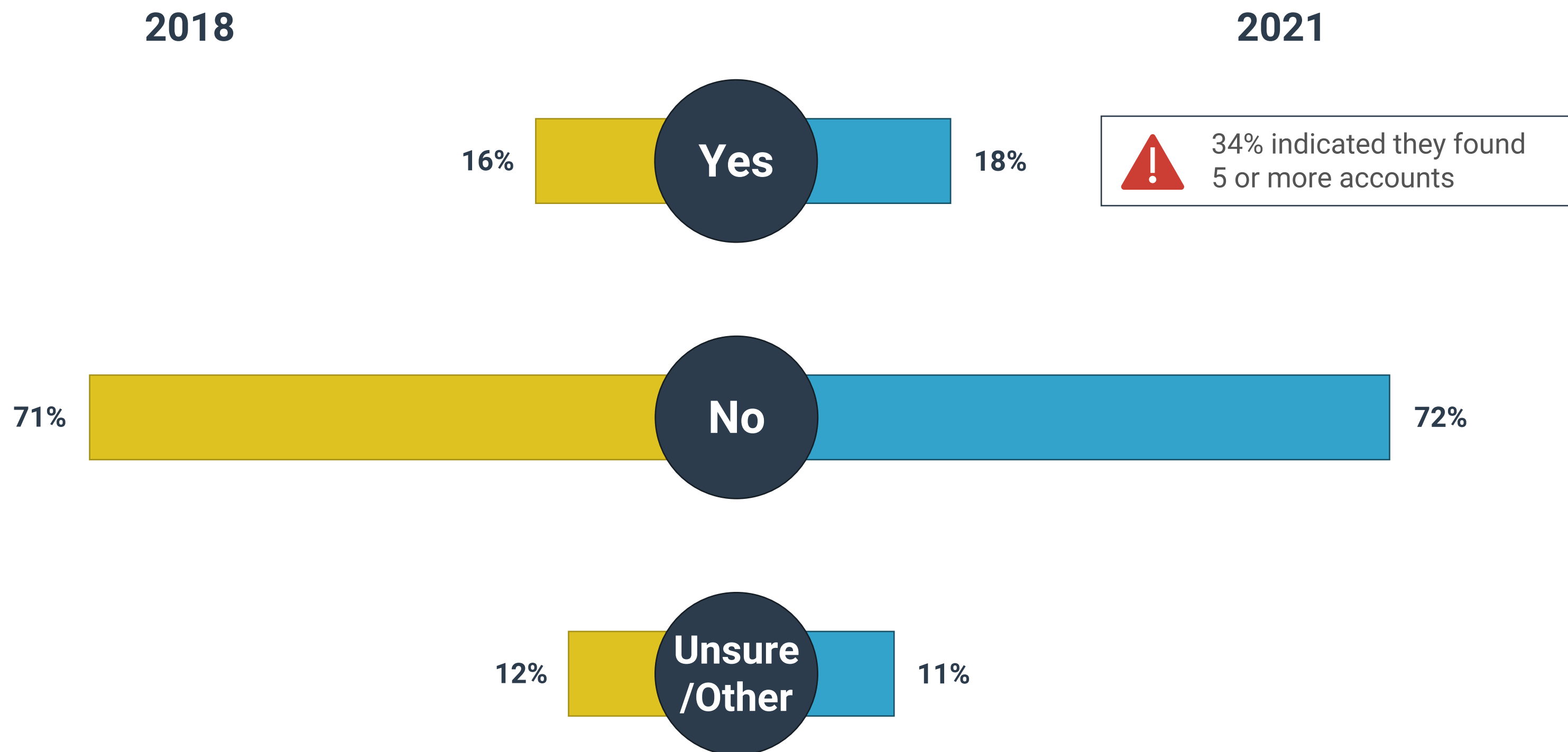
» How many bank accounts do you have?



# STILL FINDING ACCOUNTS

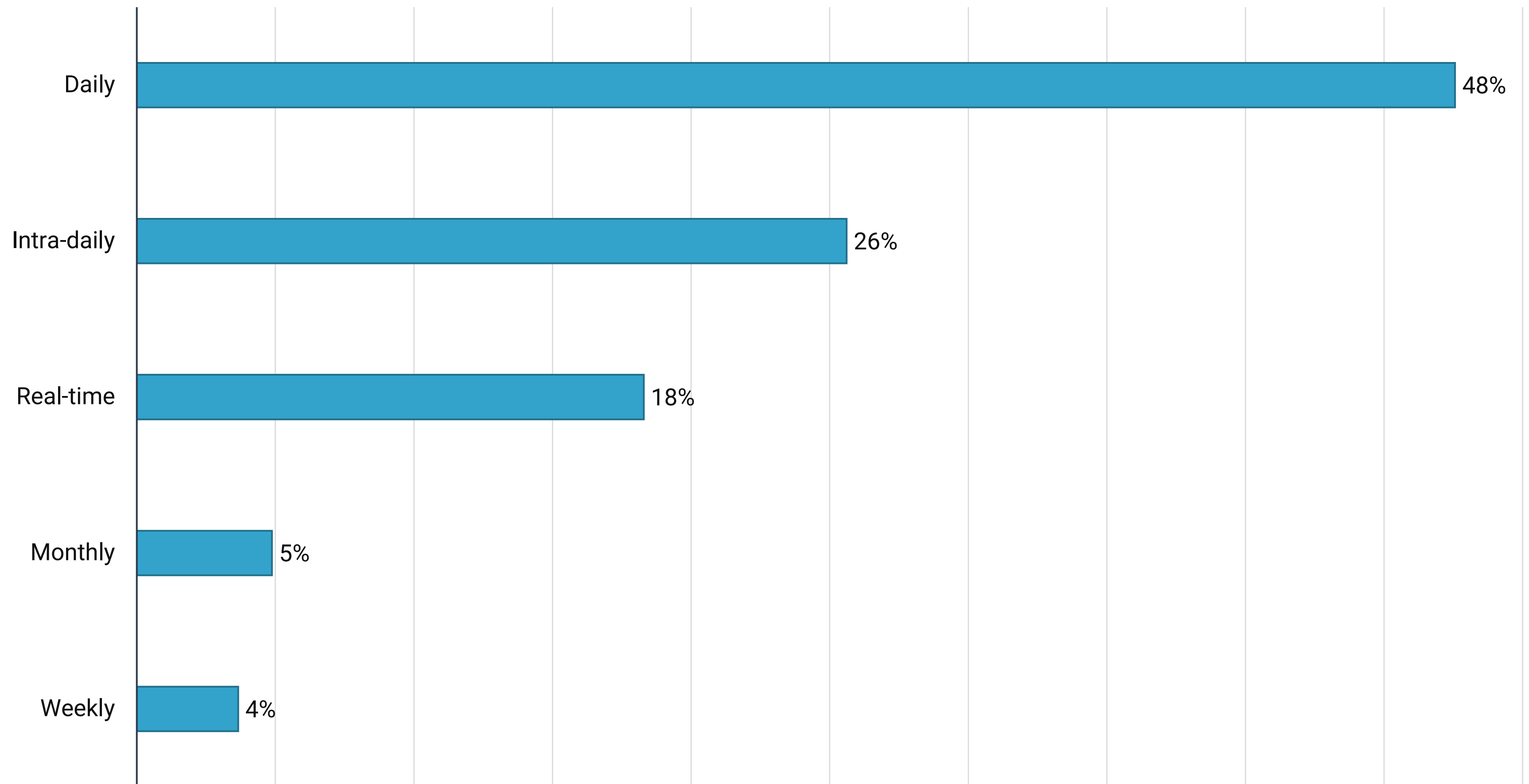
LITTLE CHANGE OVER THREE YEARS

» Within the past two years have any active bank accounts been discovered that were previously unaccounted for by treasury?



# POLL QUESTIONS

## Treasury visibility matters to us:







*Discussion & Implications*

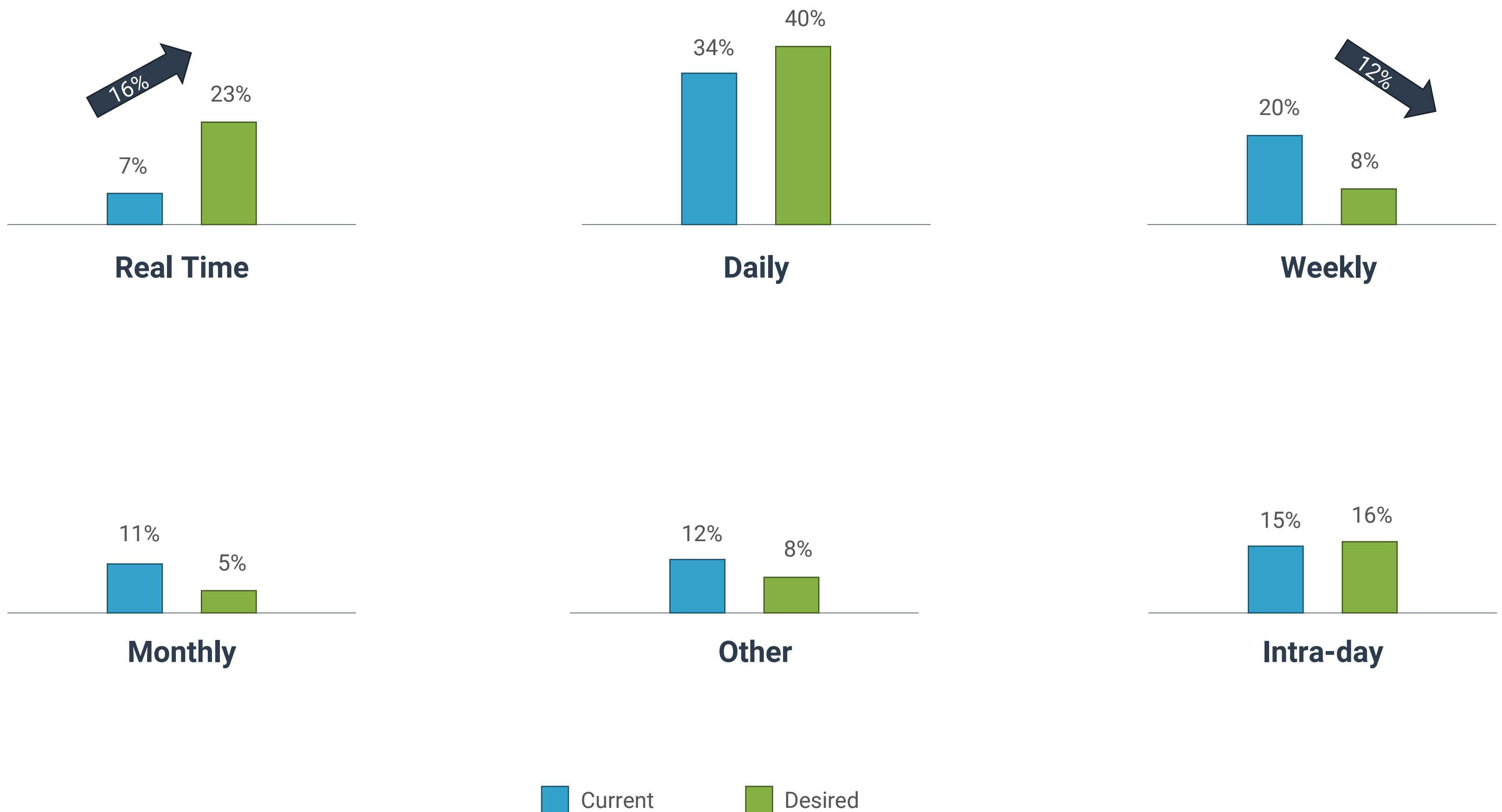
# CASH REPORTING & POSITIONING

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# WANT IT FAST

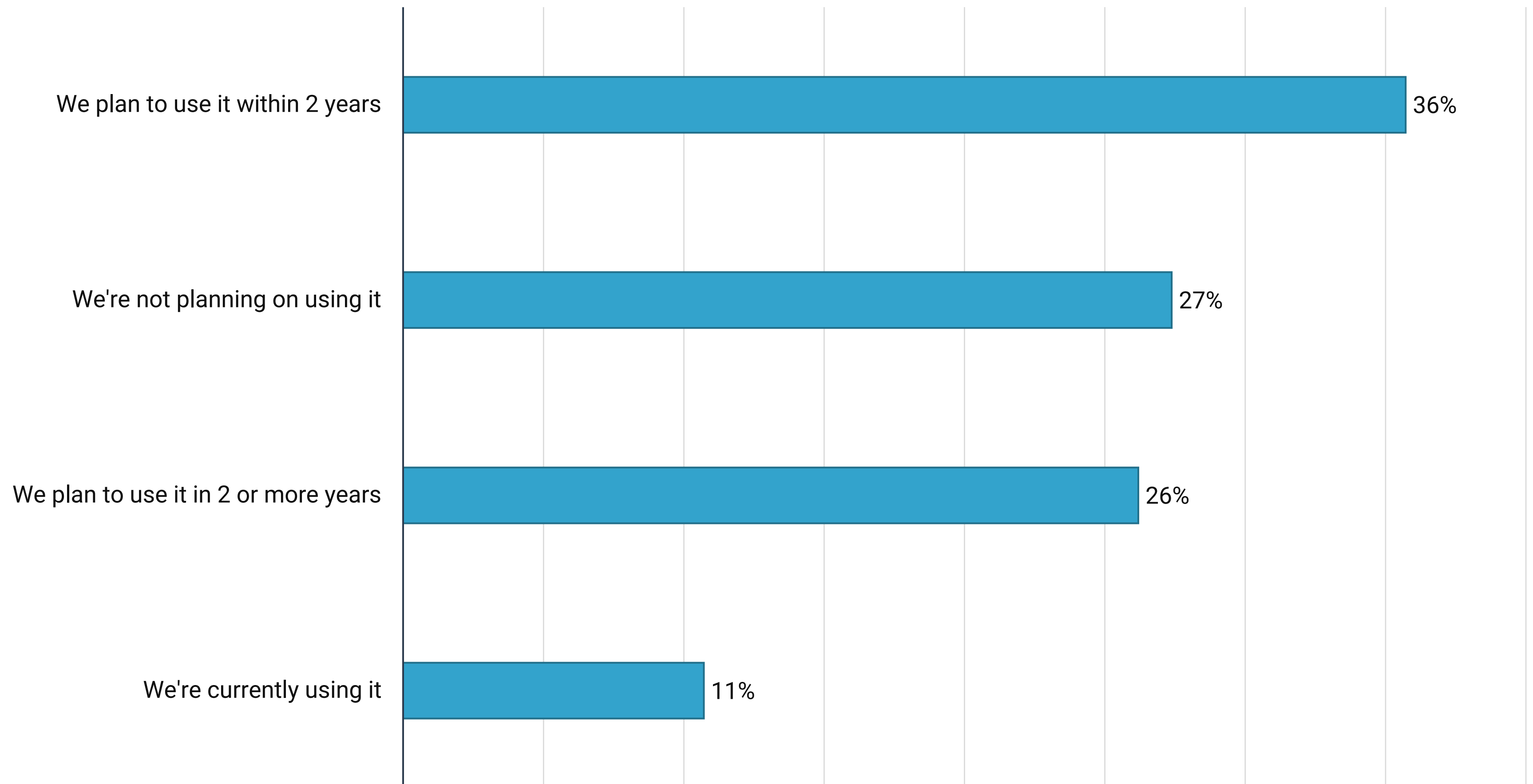
## REALITY vs WISH

» How frequently is your global cash position updated / how frequently would you like your global cash position updated



# POLL QUESTIONS

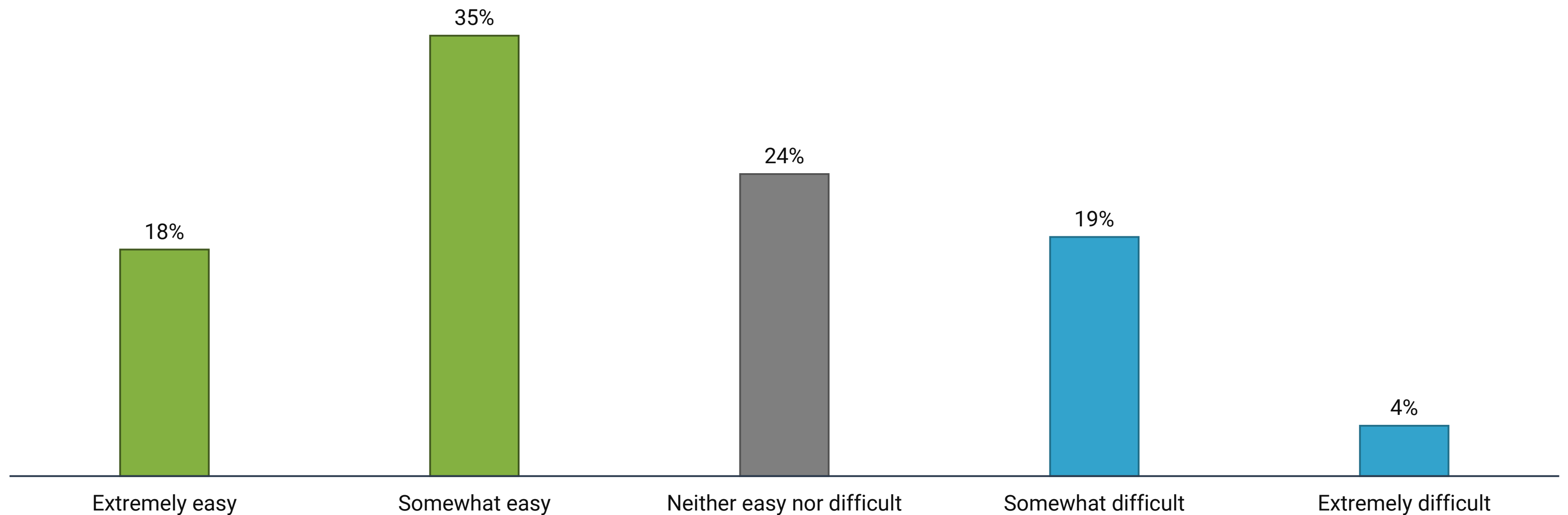
## Regarding the use of AI/ML:



# NOT AN EASY TASK

## EVEN HARDER WITHOUT A TMS

» How challenging is it for your treasury department to generate cash positions?



**TMS users maintain a 27-point spread for easy cash positioning**

69% for those who have a TMS  
42% for those not using a TMS

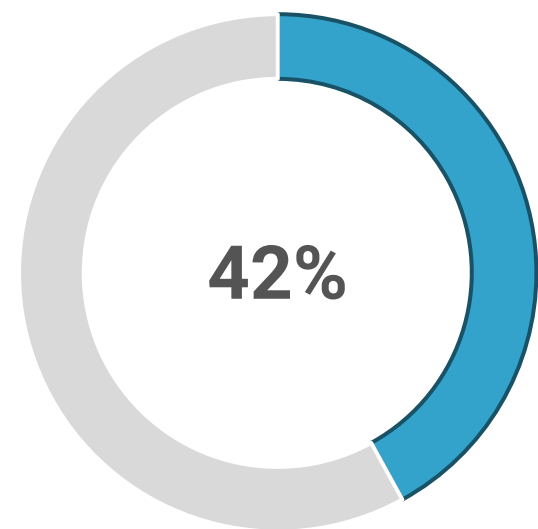
**Those not using a TMS report difficulty at more than 3X compared to those with a TMS.**

10% for those who have a TMS  
33% for those not using a TMS

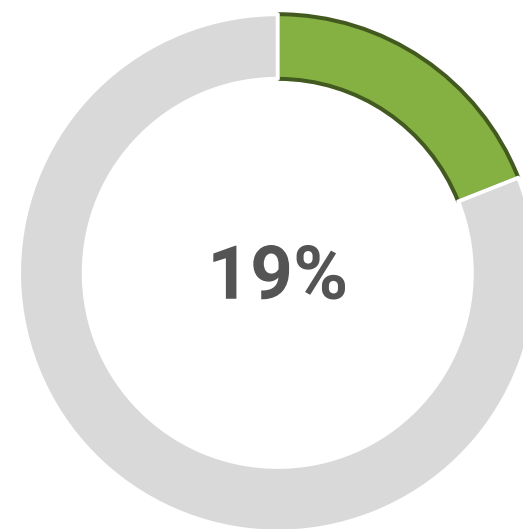
# MULTIPLE SYSTEMS

## MAKE CASH POSITIONING DIFFICULT

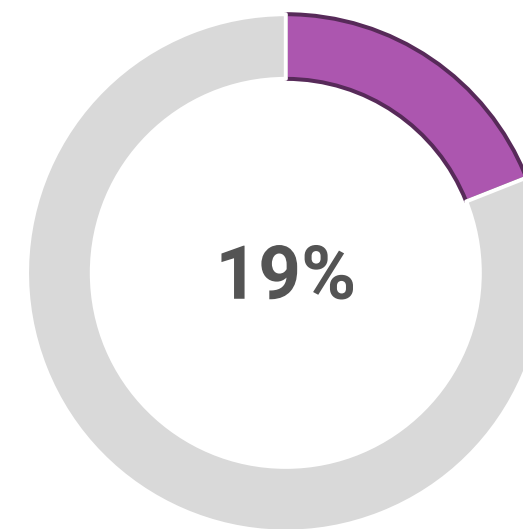
» What is the most significant challenge you have with cash positioning?



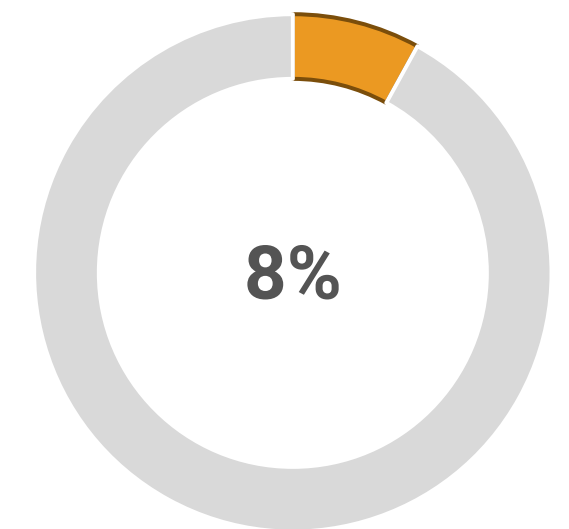
Having to gather data from multiple systems / bank portals to create positions



Not receiving data from regional offices in time to generate accurate positions



Manual errors/delays related to our use of spreadsheets



The level of complexity we maintain with regards to banks, accounts, currencies, etc. makes it difficult to generate accurate positions in a timely manner



Increase of 5% since 2018 survey



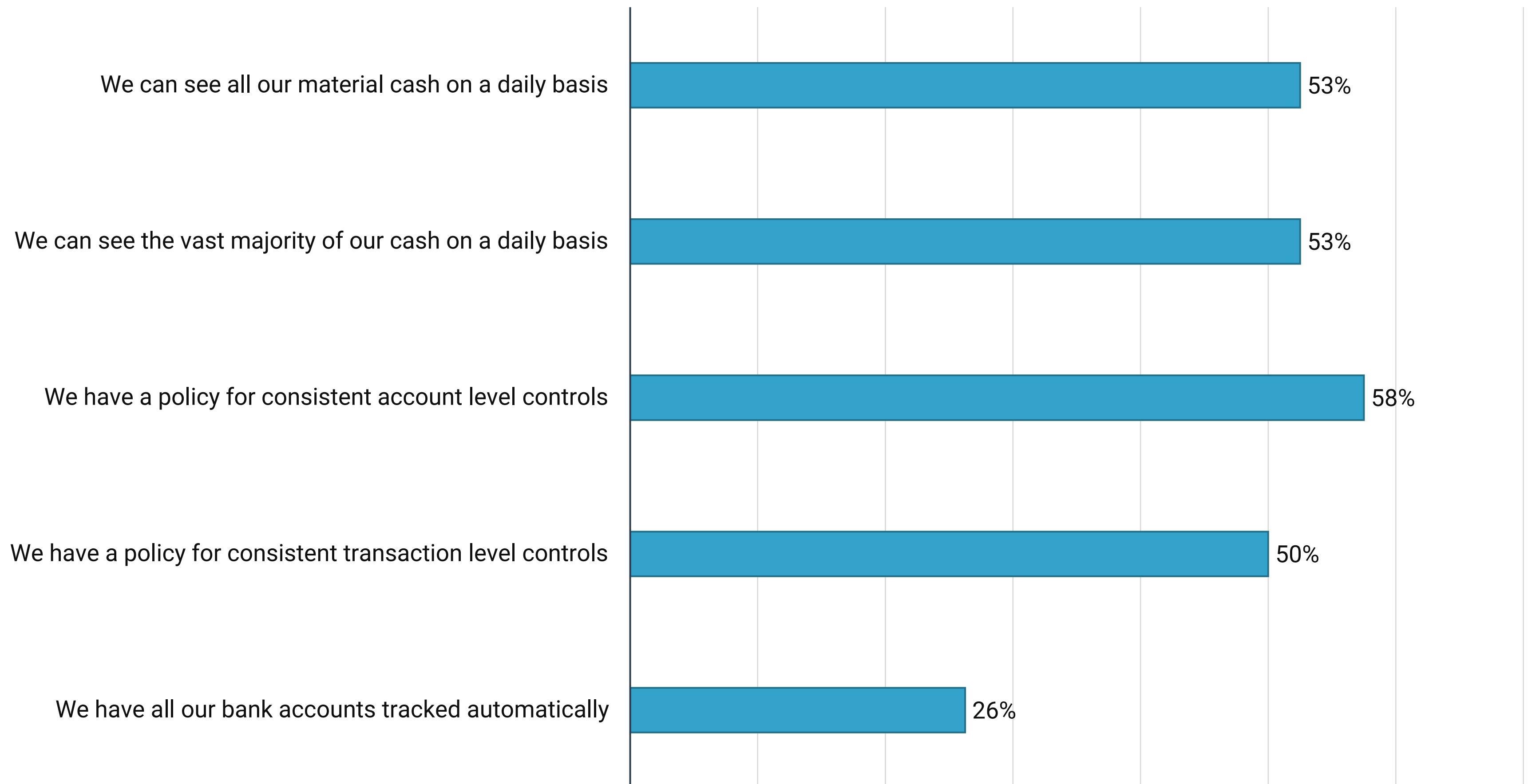
*Discussion & Implications*

# TECHNOLOGY

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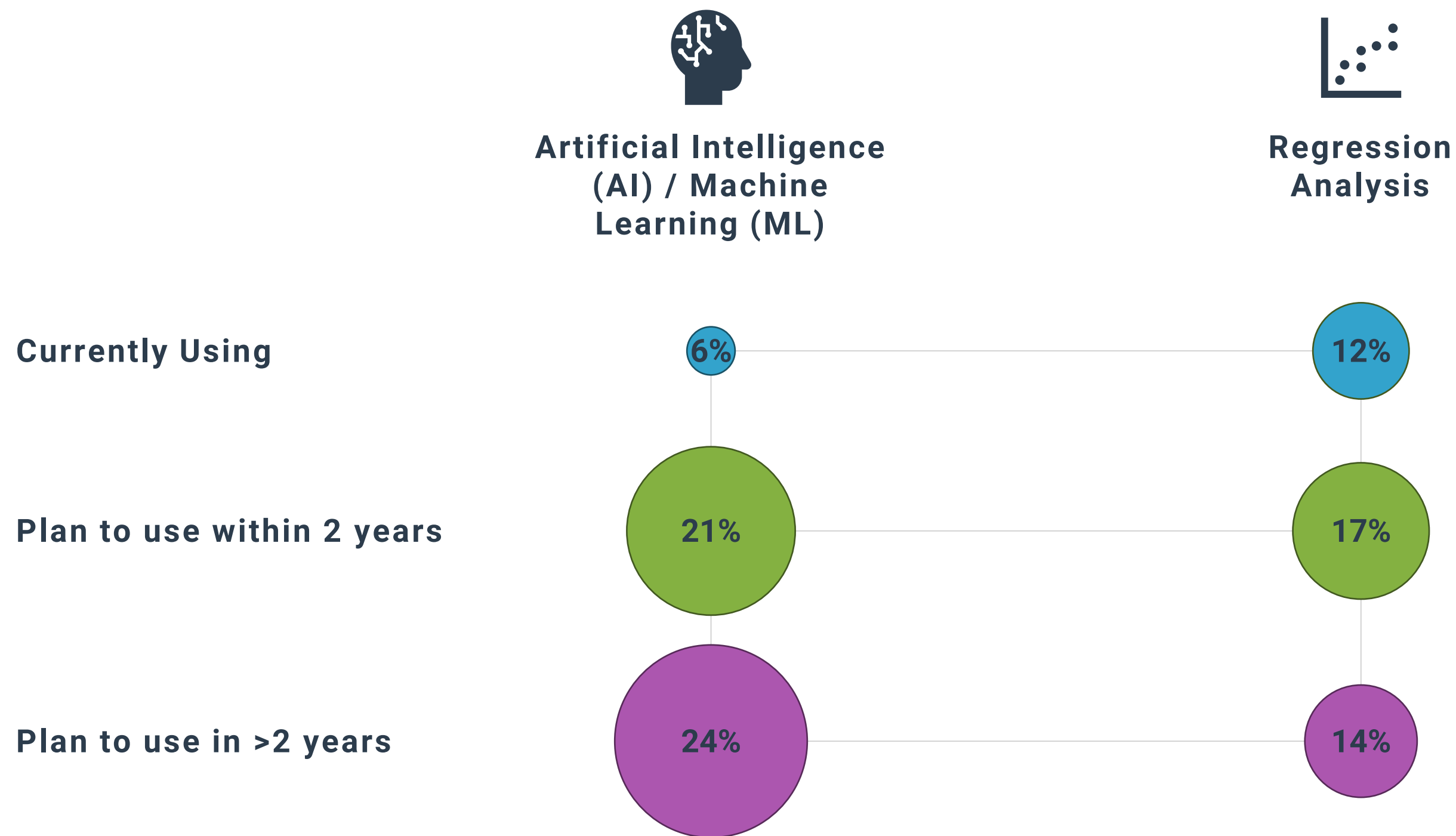
# POLL QUESTION

**The following are true statements about our organization**



# RISE OF AI/ML

## IN THE NEAR FUTURE

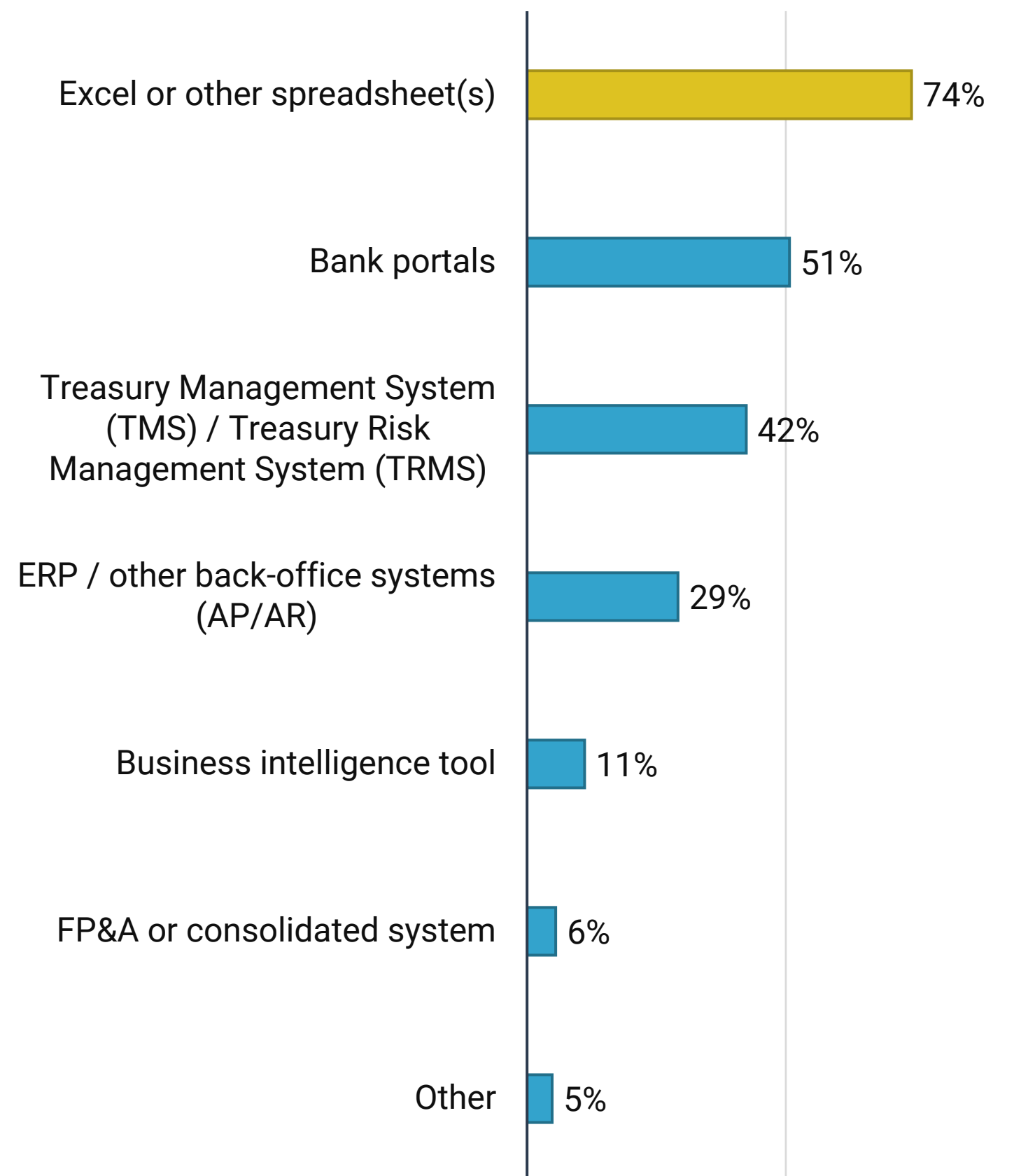




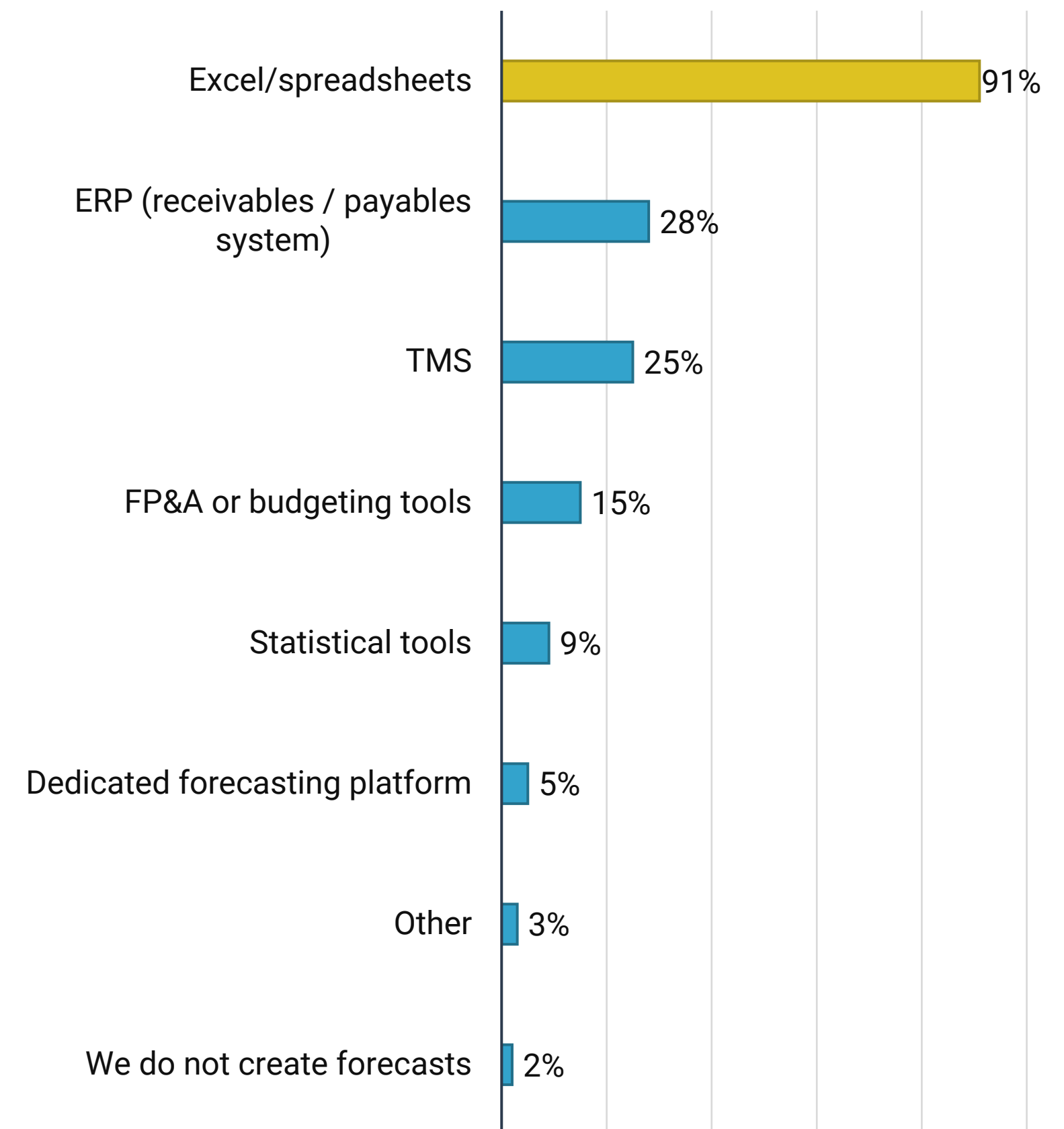
# STUCK ON SPREADSHEETS

## FOR CASH REPORTING & FORECASTING

» Which tools are you currently using for cash reporting? (Select all that apply)



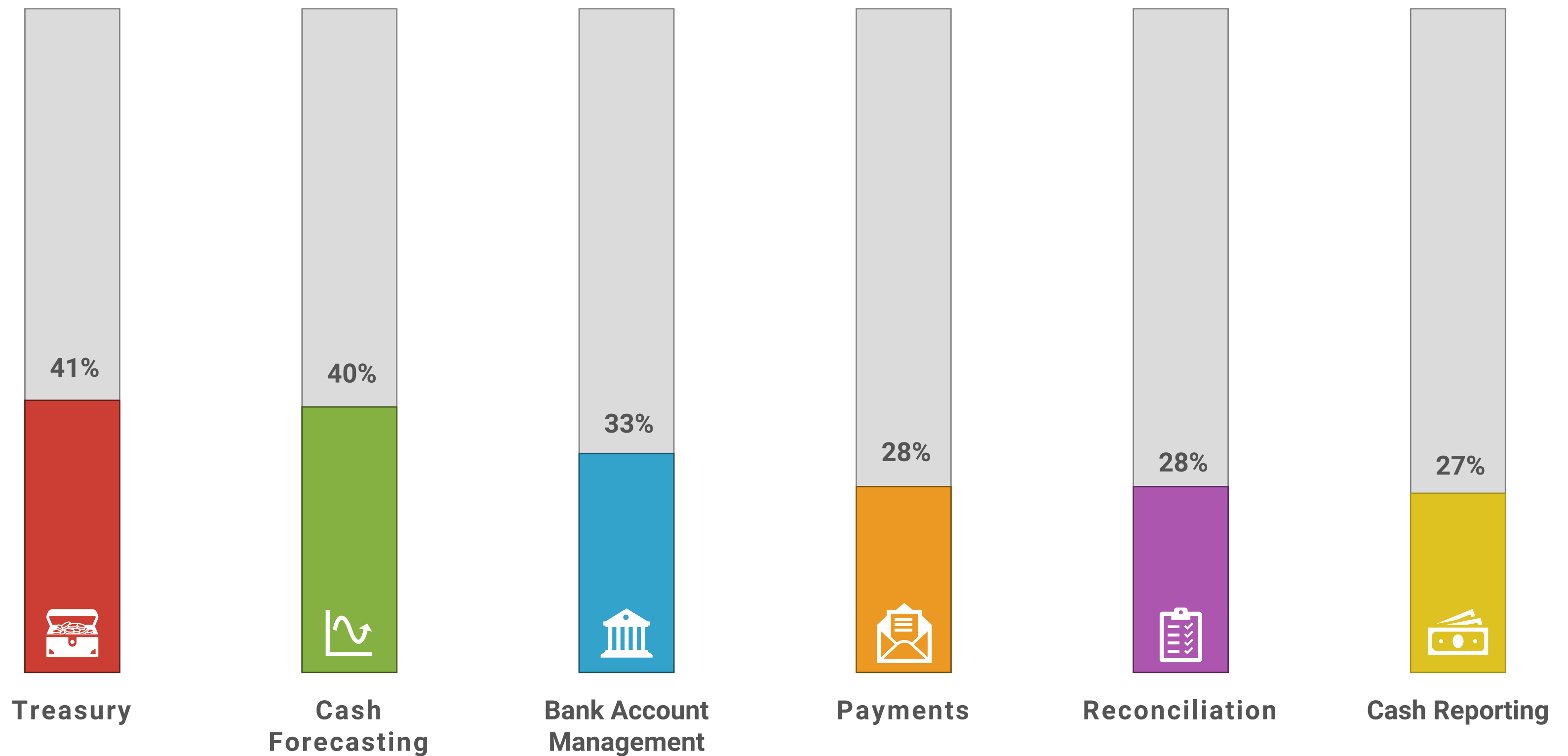
» What tools do you use to create and manage your forecast? (Select all that apply)



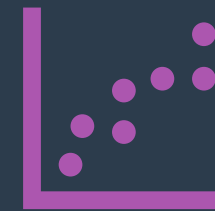
# SPENDING ON TECH

## HEAVY ON TREASURY SYSTEMS AND FORECASTING

» We intend to make significant information technology investments in the next year in the following areas:  
(Select all that apply)



Note: Top six responses displayed



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*Discussion & Implications*

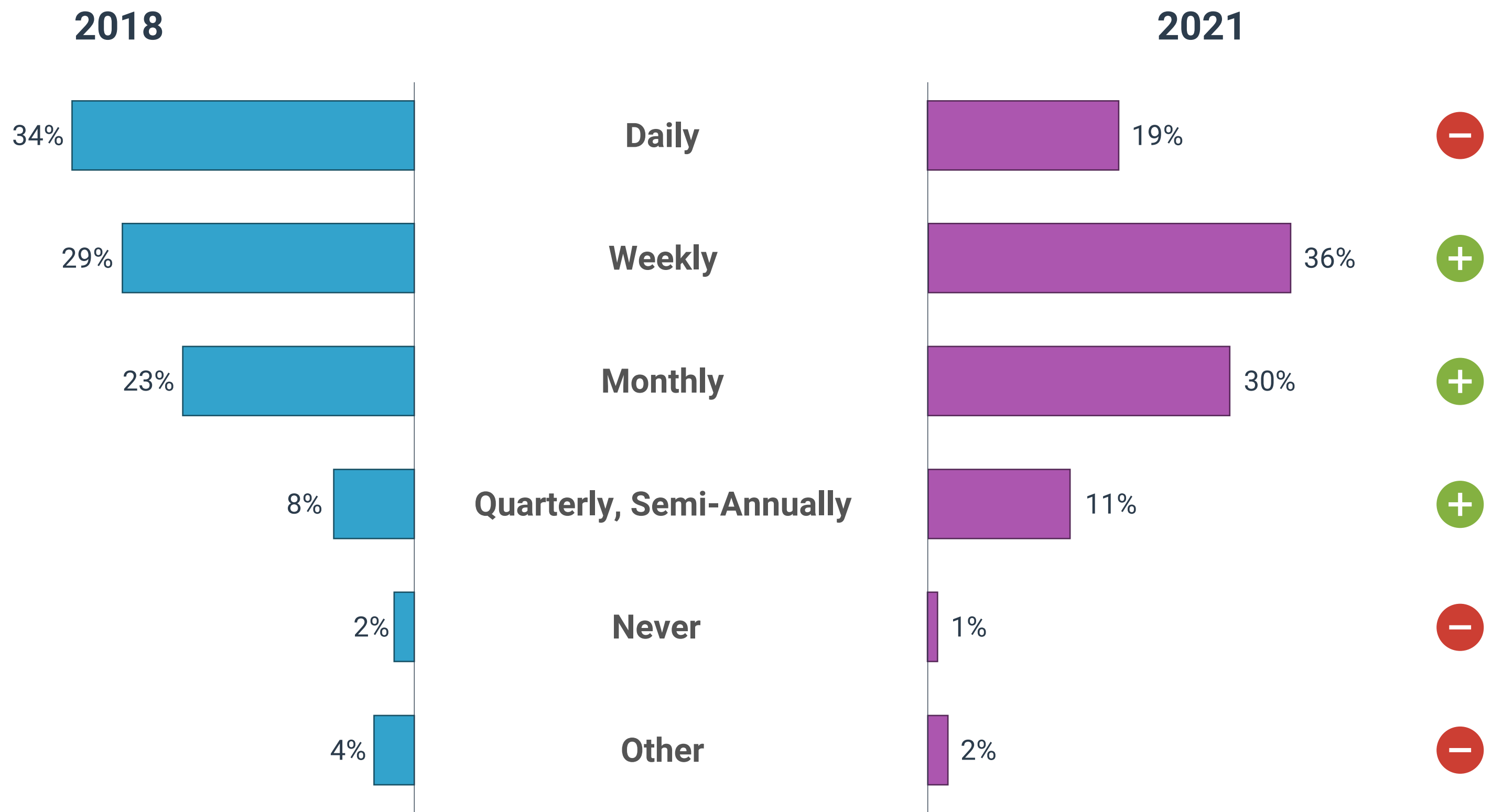
# FORECASTING

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# FORECASTING FREQUENCY

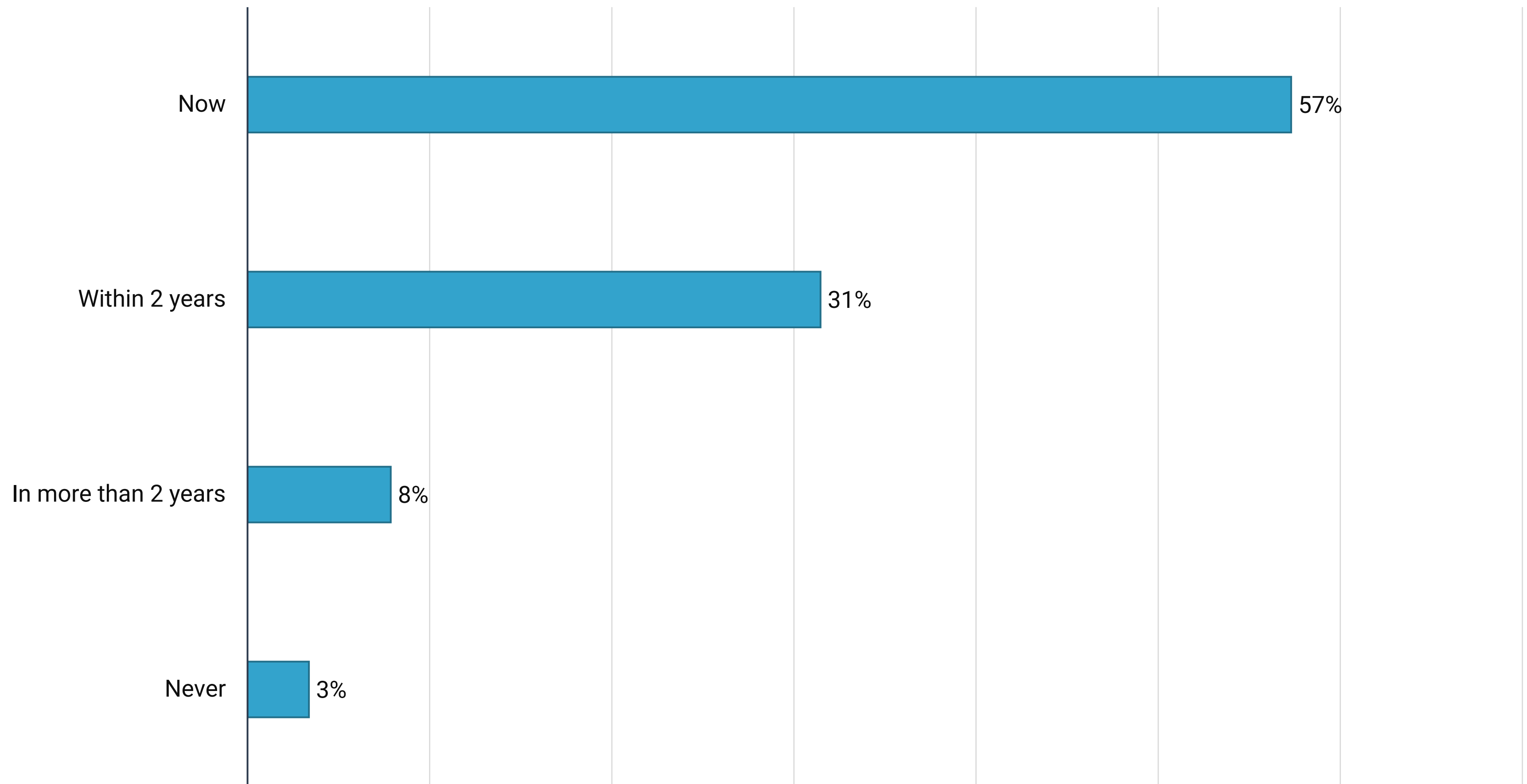
SHIFTING AWAY FROM DAILY

» How often do you do cash forecasting?



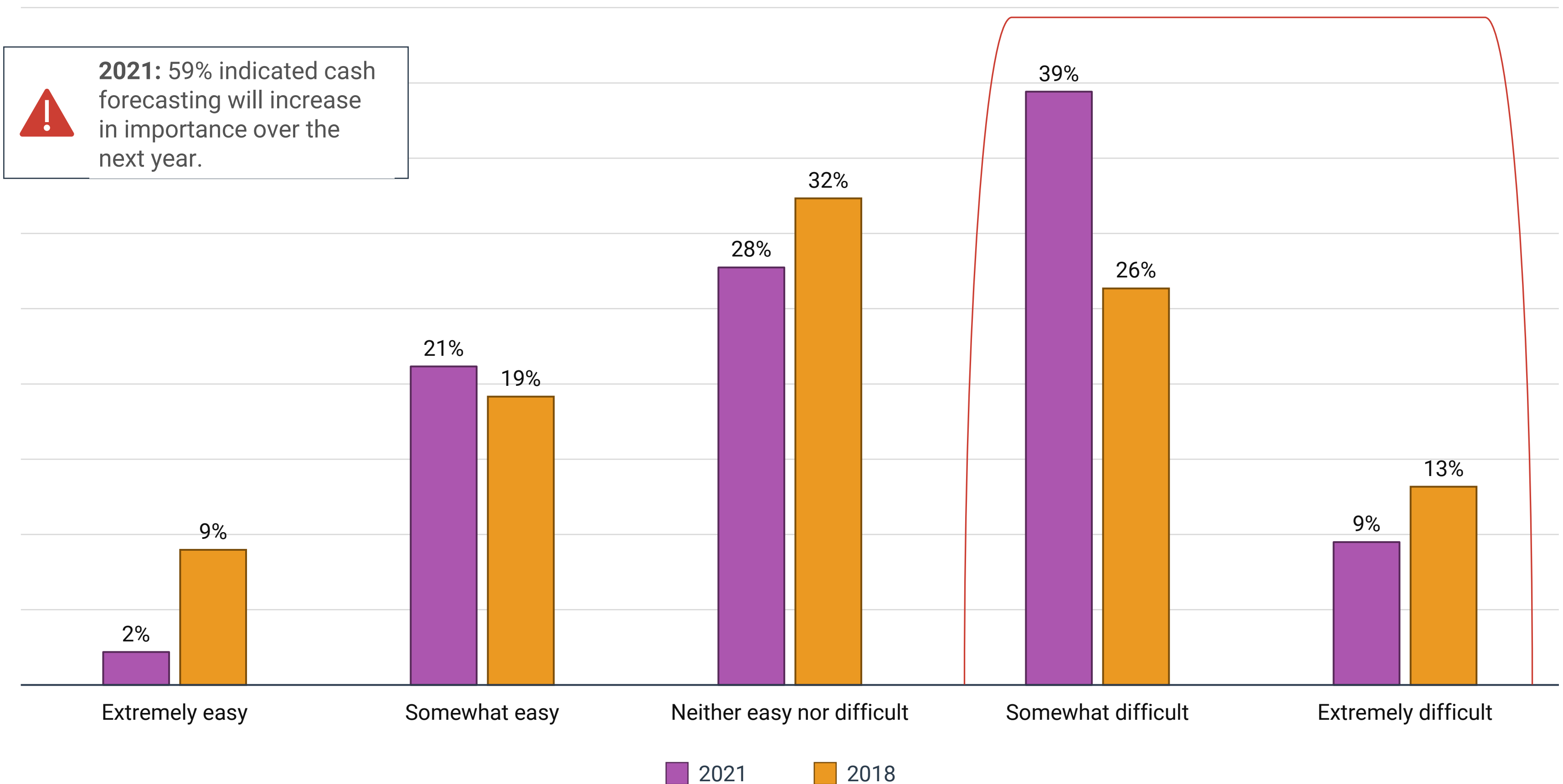
# POLL QUESTION

**When does/will real-time visibility matter?**



# FORECASTING IS IMPORTANT BUT DIFFICULT

» How challenging is it for your treasury department to generate cash forecasts?



# KEY TAKE-AWAYS



## AI & ML IS A BIG DEAL

- Its relatively new and accelerating
- Where is your opportunity?



## CASH POSITIONING

- Cash positioning is hard for 50%
- 3x as many excel users say its hard compared to TMS users
- How many models can you run a week in a manual environment?



## TECH SPENDING

- Your peers are spending a lot on forecasting and positioning
- Where is the value in your organization?



## VISIBILITY

- 100% daily visibility is the minimum standard
- Leverage tools to get this done
- What is your excuse?

# 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](mailto:craig@strategictreasurer.com)

☎ +1 678.466.2222

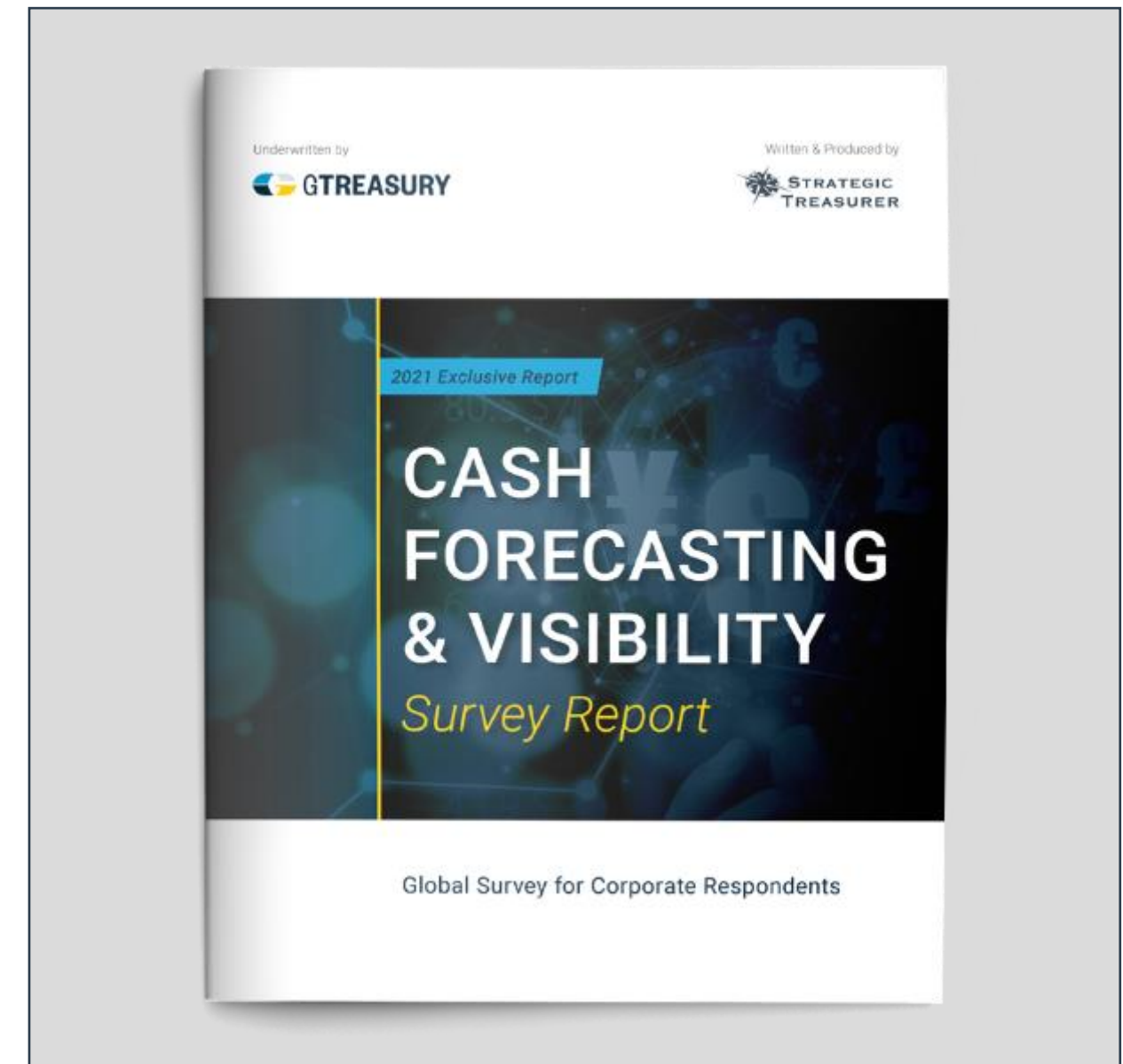


## GTREASURY

Roger Comins  
*Vice President of Product  
Management*

✉ [rcomins@gtreasury.com](mailto:rcomins@gtreasury.com)

☎ +1 847.847.3706



## SURVEY REPORT

Thanks to those who completed this year's survey! Treasury Ambassadors and Respondents to the 2021 Cash Forecasting & Visibility Survey Report will be emailed a comprehensive results report upon release.

Non-respondents can pre-request the summary report to be emailed upon release.



[Request Report](#)