

Alexander Hamilton

Best Practices Summit and Awards Program

Technology Session

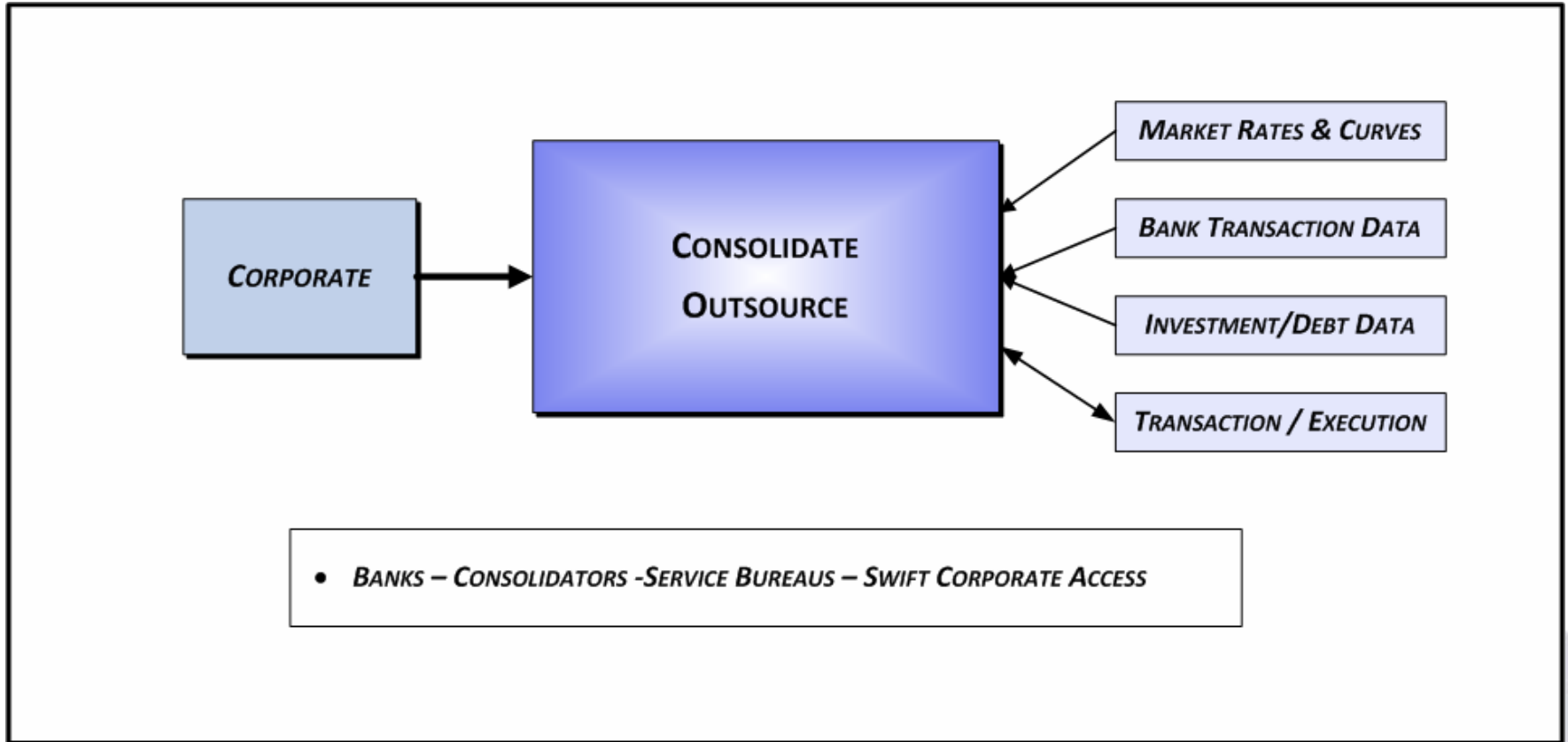


October 27-28, 2008

Treasury Technology Trends

- **Data as a Necessity –**
 - *Outsourced*
- **Connectivity/ IT Support –**
 - *Dominating and Being Outsourced in many sectors*
- **New Players –**
 - *Entering TWS Market at TWS Cash/Mid-Level*
- **Bank Distractions –**
 - *Quieting the Vendor Acquisition / Partnership Market*
- **Risk Management and Visibility Tools –**
 - *Back on the menu at the top*

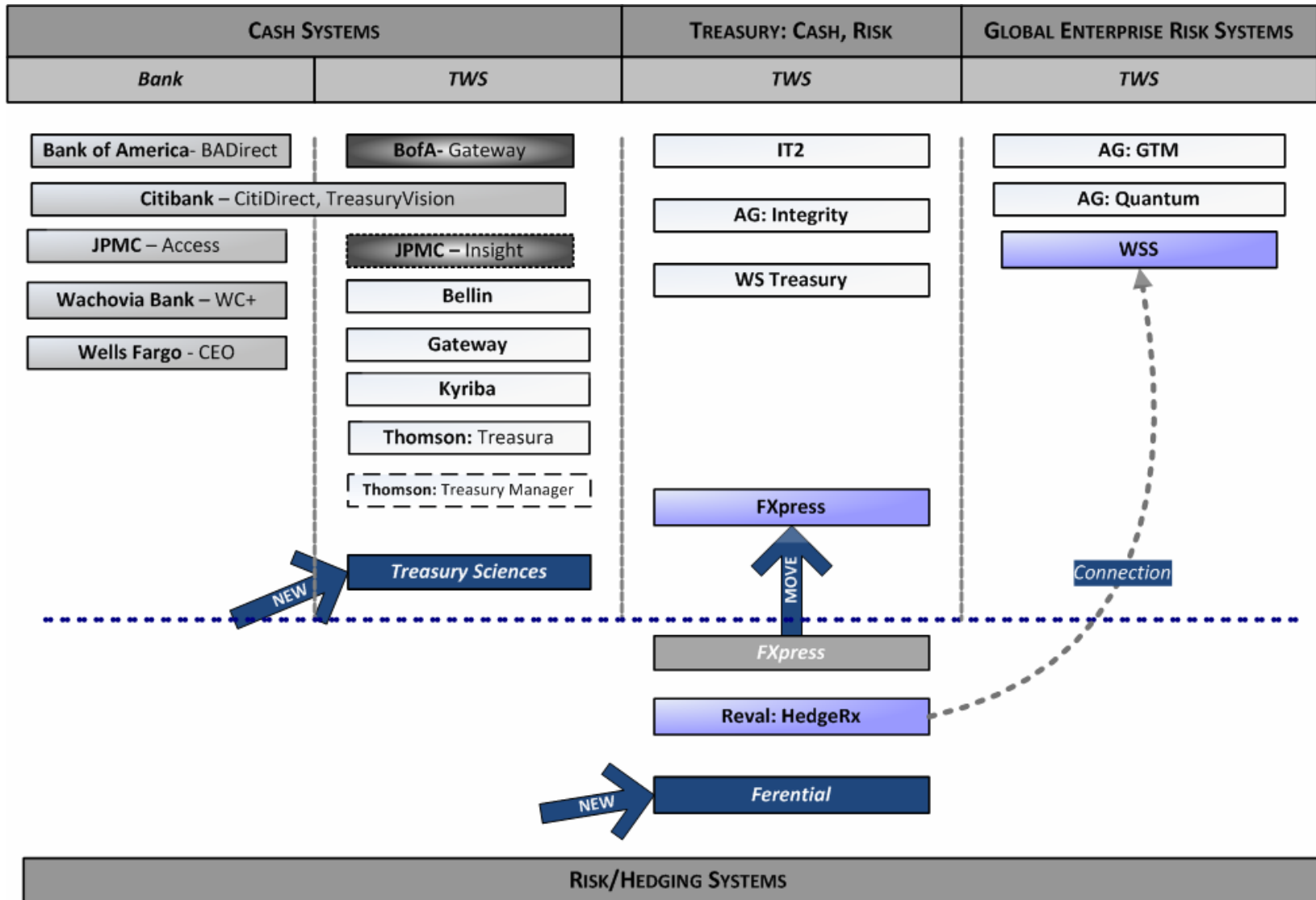
Data as a Necessity



Connectivity/IT Support Domination

- **ASP – SaaS**
 - Software as a service is pervasive or dominating across lower level and mid level treasury needs
- **Service Bureaus**
 - Ultra-Large MNCs are going the route of build it yourself
 - Others are using service providers to handle the plumbing
- **2008-2010 – ‘Year’ of SWIFT Corporate Access**
 - Trend is towards growth and downstream
 - Misperceptions take some time to dispel

TWS/Risk: New Players and Movements

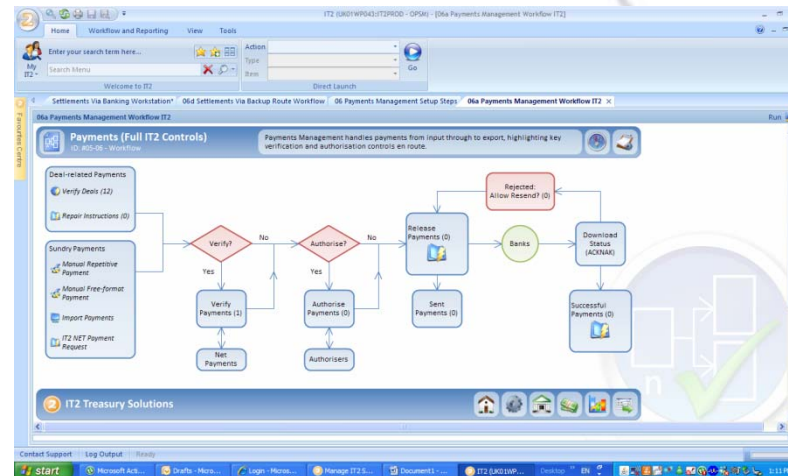
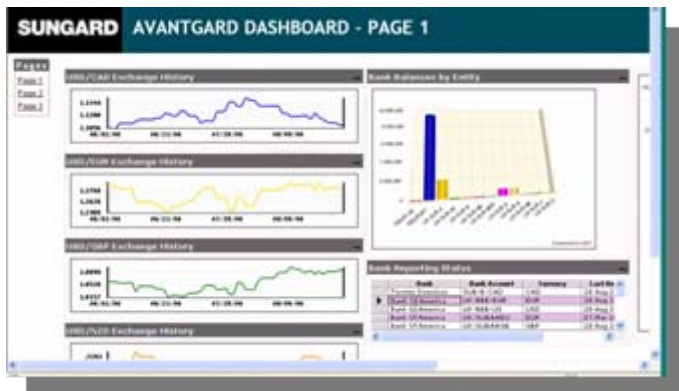
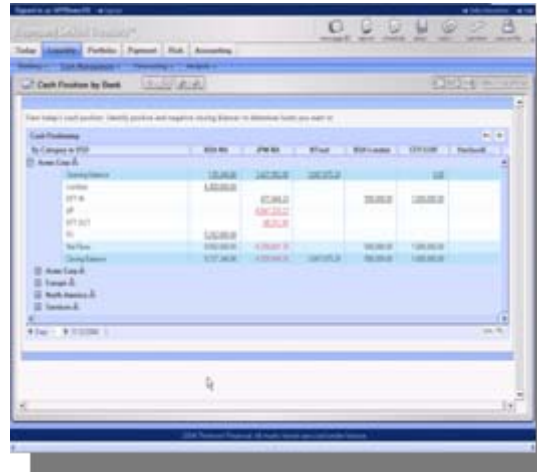


Partnerships & Technology Projects

- **Bank Distractions**
 - A sudden quietness on the acquisition front
- **Best of Breed Facilitation**
 - Partnerships Between Risk / Trading / TWS
 - WSS and Reval – FAS 133 Add-On
 - FXall and various TWS
- **Technology Projects – the Economic Situation**
 - The pregnant pause
 - Projects move forward if they are focused on:
 - *Visibility – Risk – Liquidity*
 - Technology and Economics
 - Lease vs. License – Domination by ASPs in a Number of Sectors

Technology Decisions

- Technology must support and enhance the business process and underlying needs
- Choices include:
 - Build
 - Buy
 - Buy and Configure



Technology of the Year Award Winners

- **Winners/Speakers**

- Lynda McGoey, Manager, Trade and Project Finance, General Electric Company
- Jiro Okochi, CEO & Co-Founder, Reval
- Amit Shroff , Corporate Finance Director, Toyota Financial Services

- **Moderator**

- Craig Jeffery, Managing Partner, Strategic Treasurer



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