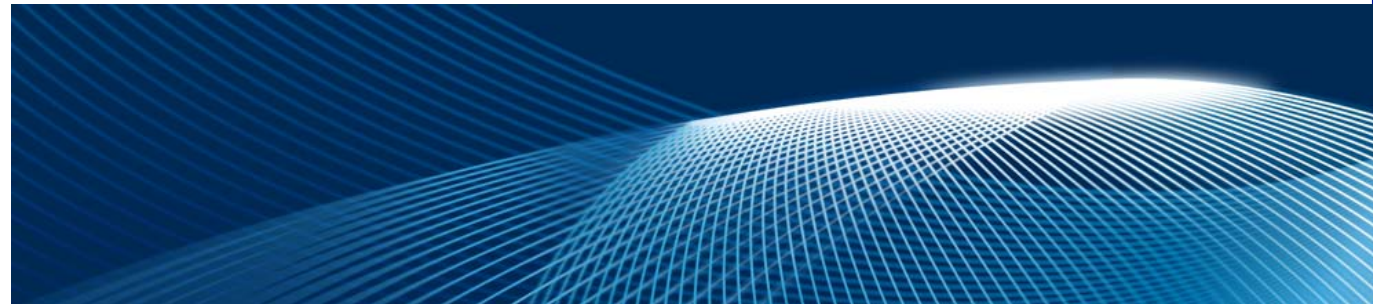


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# Implementing a Robust Financial Supply Chain Solution

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# Global Transaction Banking within Deutsche Bank



## Developing a business plan and execution strategy

### Business Plan

- Determine the objectives and define the scope of your program:
  - Working capital
  - Process optimization
  - Improved relationships with trading partners
  - Transparency/Visibility
- Identify benefits/value generation you hope to achieve for:
  - Your department
  - Your company
  - Your trading partners
- Evaluate the cost and payback period of the program:
  - Upfront cost
  - Running cost
  - Time to implement

### Execution Strategy

- Choose the right solution provider:
  - Select a program that best suits your needs
  - Consider the end to end service, not just the core functionality
- Approach to execution:
  - Strong project governance
  - Communicate early and often
  - Involve stakeholders

## Obtaining buy-in from internal and external stakeholders

- Know the players, address their concerns, quantify the value to them
  - Treasury/Finance
  - Procurement
  - Legal
  - AP/AR
  - Controller/Accounting
  - Sales
  - CFO, CIO, CEO
  
- Actively participate in convincing your trading partners to join the program
  - Partners may be skeptical, solution may sound too good to be true
  - Stay involved and do not leave adoption 100% in the hands of your service provider

## Overcoming common obstacles

### Barriers to Adoption

- Lack of Information – Unclear on the value proposition – Unable to define ROI
- Cost – direct, administrative/overhead
- Limited resources
- Technical limitations
- Incomplete/Inaccurate contact information
- Difficult to change current process
- Legal/Accounting issues

### Overcoming Barriers

- Clearly communicate the benefits
- Keep the program simple
- Make it easy to join
  - Online enrollment
  - Integration tools
- Work in partnership with your service provider
- Develop tools and creative solutions
- Leverage trading partner relationships

## Best practices in implementing a financial supply chain solution

- Select a provider who offers an end to end solution
- Gain experience and some early successes
- Start with a select group of trading partners
  - Focus on larger relationships
  - Low barriers to entry
- Keep your presentations simple
- Utilize solid project management and tracking tools
- Make sure tracking tools are able to:
  - Keep all participant information in one place
  - Provide robust reporting
  - Allow for a coordinated effort
  - Keep a record of contact history and next steps
- Do not limit your options – consider multi provider solutions for a best in class approach

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