

Moderator: Craig Jeffery, Managing Director, Strategic Treasurer LLC

Panelists:

- Randall Durling, Director of Int'l Finance, The Boeing Company
- Tracy Stover, Managing Director, Citi
- Jeanne Ewing, Manager, Accts Payable, Continental Airlines
- Frank Fiorille, Director of Enterprise Risk Mgmt, Paychex, Inc
- Jiro Okochi, CEO, Reval

Tool of the Year

Treasury & Risk's 12th annual

alexander hamilton
BEST PRACTICES SUMMIT

Alexander Hamilton Awards

Tool of the Year Winner's Panel

Technology & Technology Marketplace Overview

November 7, 2007

Craig A. Jeffery

STRATEGIC TREASURER LLC



Drivers of Technology and Processes

1. Process efficiency
2. Controls & Risk Management
3. Enhanced Visibility & Information Management
4. Working Capital Optimization
5. Selective Outsourcing



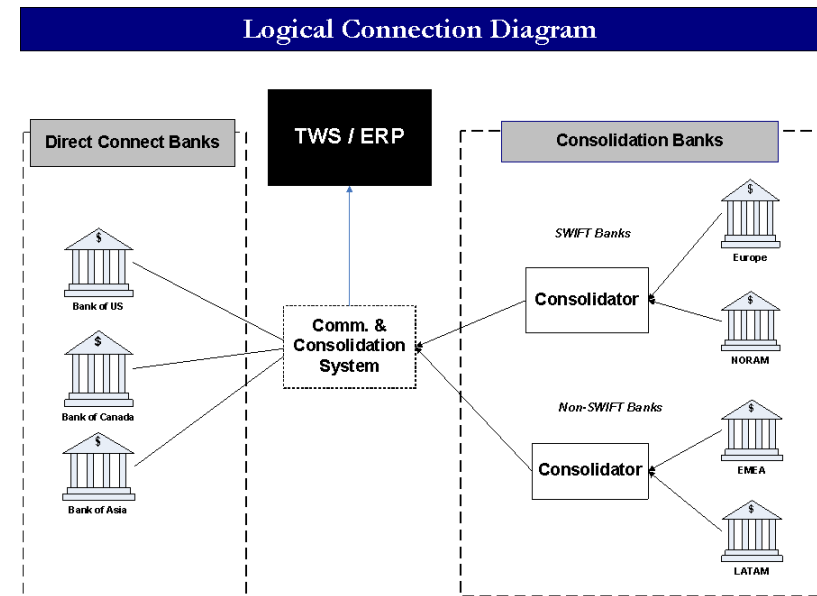
Major Trends or More of the Same

- Bank/Vendor Differences
 - Most banks are not funding innovation
 - Banks are partnering with or buying vendors
 - Vendors are buying other vendors strategically
 - Banks lend money and vendors don't



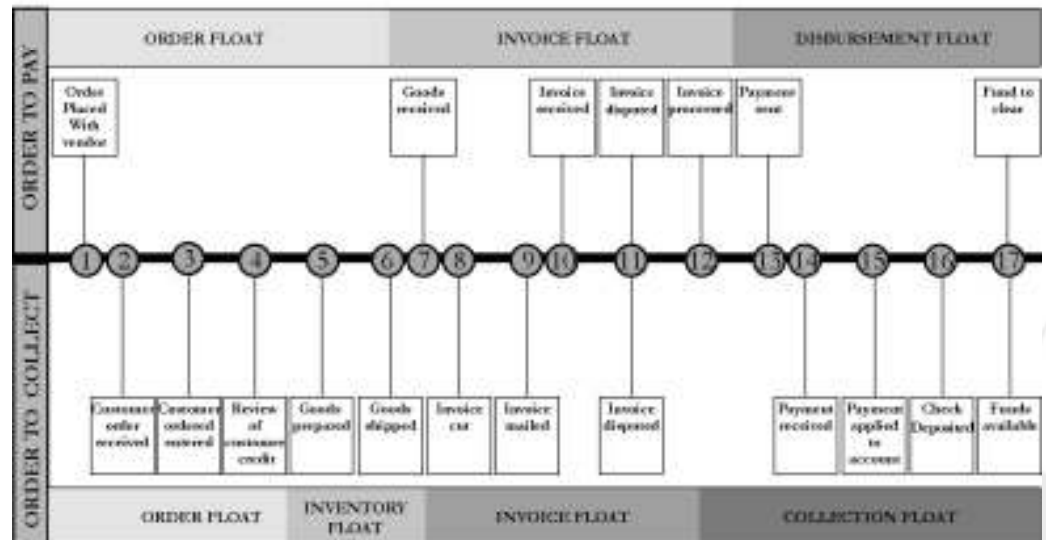
Major Trends

- Connectivity – Consolidators Dominate
 - Visibility is crucial on many fronts
 - Consolidators (eTX, Fides, SWIFT, Dataflow) provide an excellent service
 - Rise of SWIFT SCORE
 - Outsourcing the plumbing and repair work



Major Trends

- Working Capital Systems are going mainstream
 - Cash Conversion Cycle solutions
 - Bank involvement
 - Financing links
 - Xign
 - Ariba
 - Banks



Major Trends

- Acquisitions and partnerships make sense—mostly
 - JPMChase
 - Xign
 - Wachovia
 - Payformance
 - SunGard
 - Trax
 - Aceva
 - Getpaid

