



The Power of Experience®

Bulletproofing Treasury: How Prepared Are You?

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PRESENTED BY:

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Treasury Strategies, Inc.

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Our Panel



Elyse Weiner

Managing Director, Citigroup

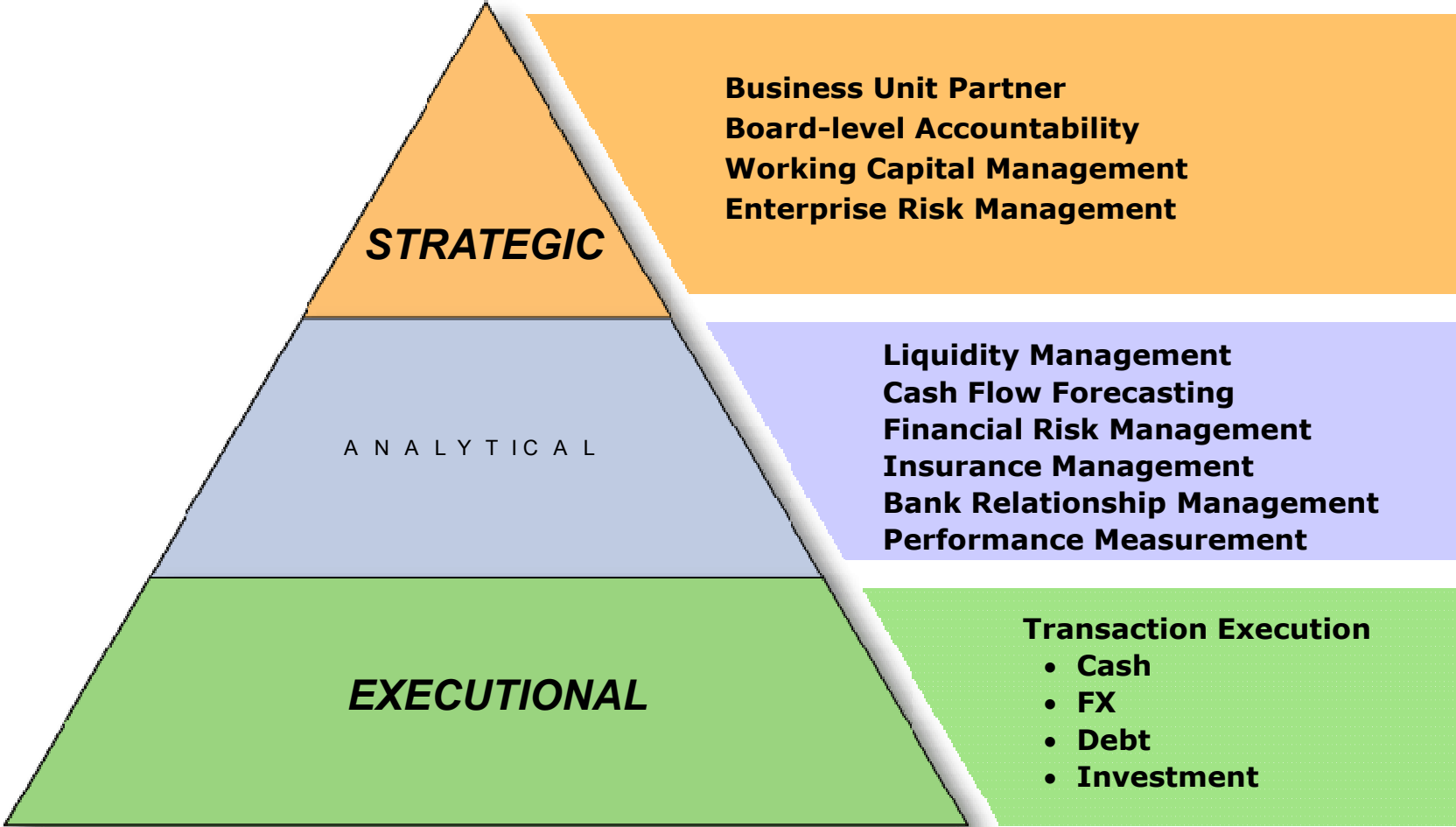
Ann Svoboda

**Regional Treasurer - The Americas,
Cadbury Schweppes**

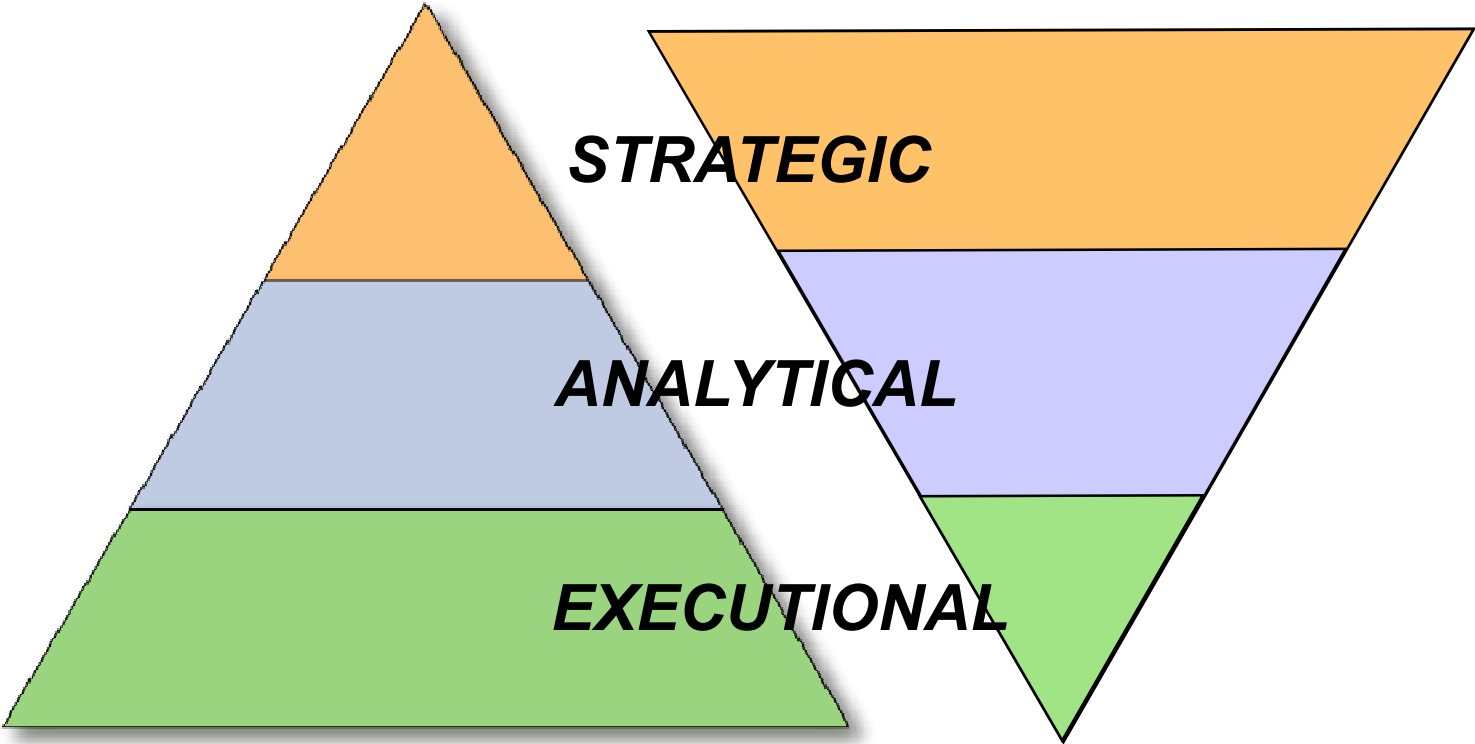
William Faulkner

**Cash Management Manager -
PepsiCo, Inc.**

Strategic versus Tactical

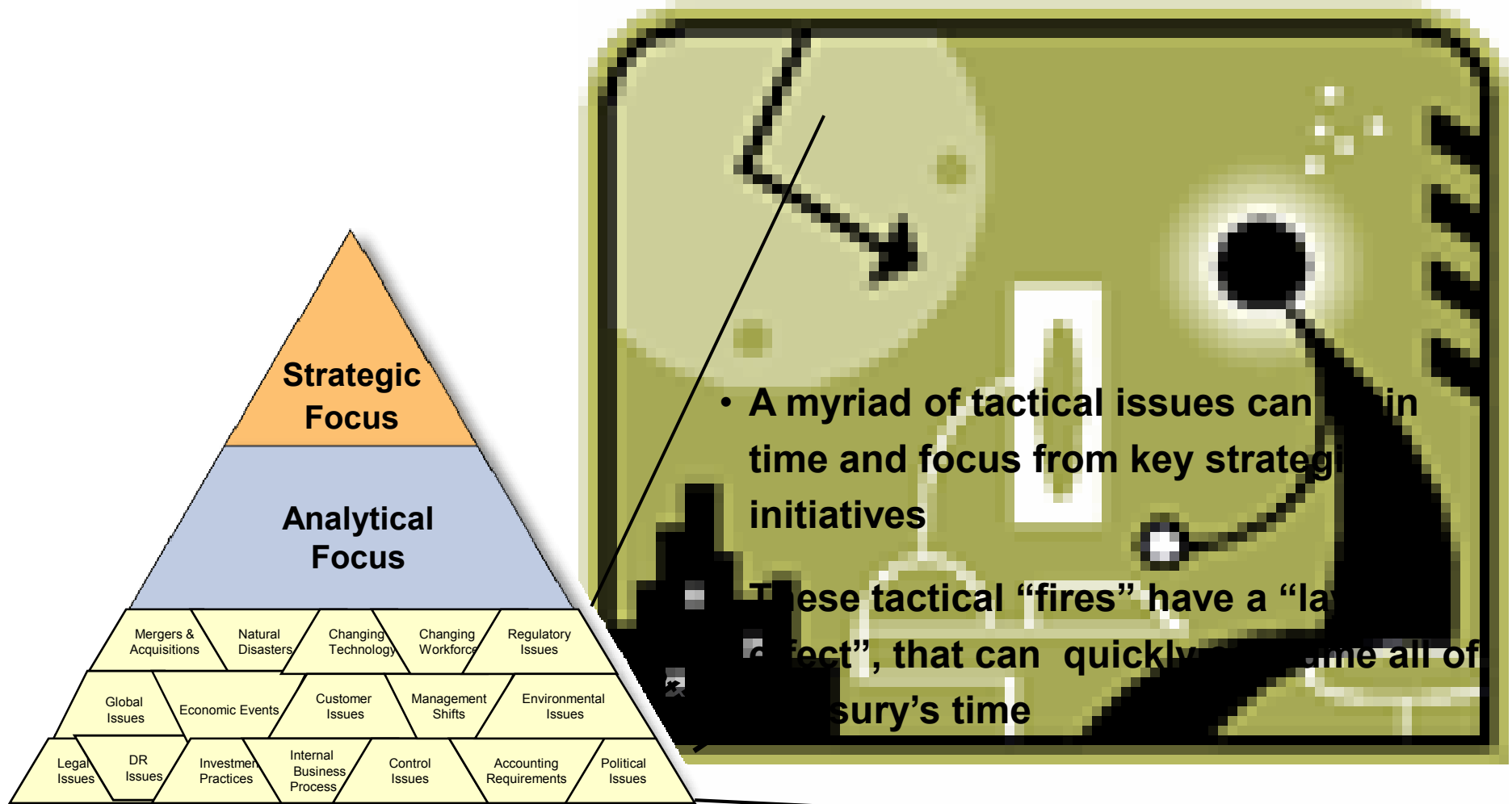


Optimizing Distribution of Time



What Keeps us Tactical?

One-off Events Often Push Treasury Into Tactical Mode



Bulletproofing Treasury: Where are the Opportunities?



Treasury Technology

- 28% of companies with revenues under \$500M use a workstation
- 84% with revenues over \$25B use TWS

Processes & Practices

- Most organizations do not apply treasury best practices
- In 2007, process improvement was one of the top 5 projects on the priority list of most treasury departments

Staffing & Organization

- 50% of mid-corporate treasury groups have 4 to 6 FTEs
- Few Treasury groups have > 10 FTEs

Policies & Procedures

- Approximately 25% of companies do not have investment policies in place
- 80% of firms review policies regularly

Source: Treasury Strategies Research Programs

What Can You Do to Bulletproof Treasury?:



Treasury Technology

- Add, modernize or optimize TWS
- Look at other technologies

Processes & Practices

- Review and assess treasury processes
- Implement best practices
- Put metrics and performance goals in place

Staffing & Organization

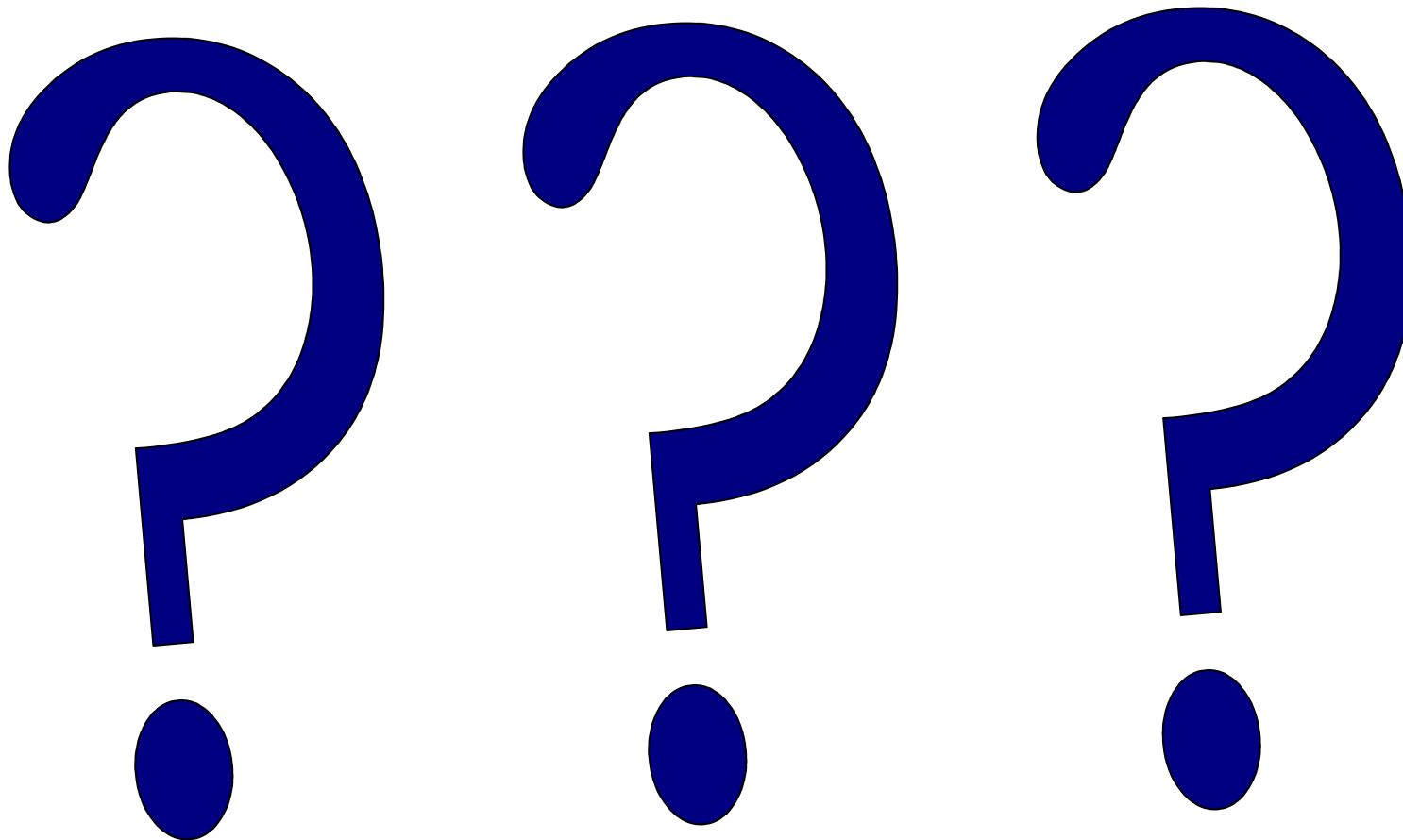
- Assess your organizational structure
- Establish sufficient bench strength
- Promote training and cross-training

Policies & Procedures

- Ensure that effective policies are in place for treasury, banking, investing and F/X
- Establish a process to review policies

Source: Treasury Strategies Research Programs

Questions for the Panel?





About Treasury Strategies, Inc.

Who We Are

Treasury Strategies, Inc. is the leading Treasury consulting firm working with corporations and financial institutions. Our experience and thought leadership in treasury management, working capital management, liquidity and payments, combined with our comprehensive view of the market, rewards you with a unique perspective, unparalleled insights and actionable solutions.

What We Do

Corporations

We help you maximize worldwide Treasury performance and navigate regulatory and payment system changes through a focus on best practices, technology, liquidity and controls.

Financial Institutions

Our experience, analytic approach and benchmarks provide unique consulting solutions to help you strengthen and grow your business.

Market Intelligence

We deliver the keys to informed decision making through customized research that gets to the heart of what's happening in the marketplace.