

# Staying Ahead of the Automation Curve:

*How Treasurers & CFOs Can Take  
Advantage of Enterprise-Wide Technology*



**Vision Conference**

March 18-19, 2008

# Panel Introduction

- **Moderator**
  - **Craig A. Jeffery**, Managing Director – Strategic Treasurer
- **Panelists**
  - **Craig Mondschein**, Director of Finance – Honeywell, Inc.
  - **James Maxell**, Assistant Treasurer – Hanesbrands, Inc.
  - **Manish Jain**, Director – Citibank



# Focus Areas

## **Consolidation vs. Convergence**

- BI systems being acquired by ERP vendors
- Bank acquisitions of various tech/process firms
- Bank information and TWS convergence in the cash arena

## **Dashboard Essentials**

- What metrics count?
- Real time (or faster) business and financial visibility
- Gaining access to the proper touch points in the organization

## **An Intellectual Checklist**

A checklist for your technology partnership and purchase

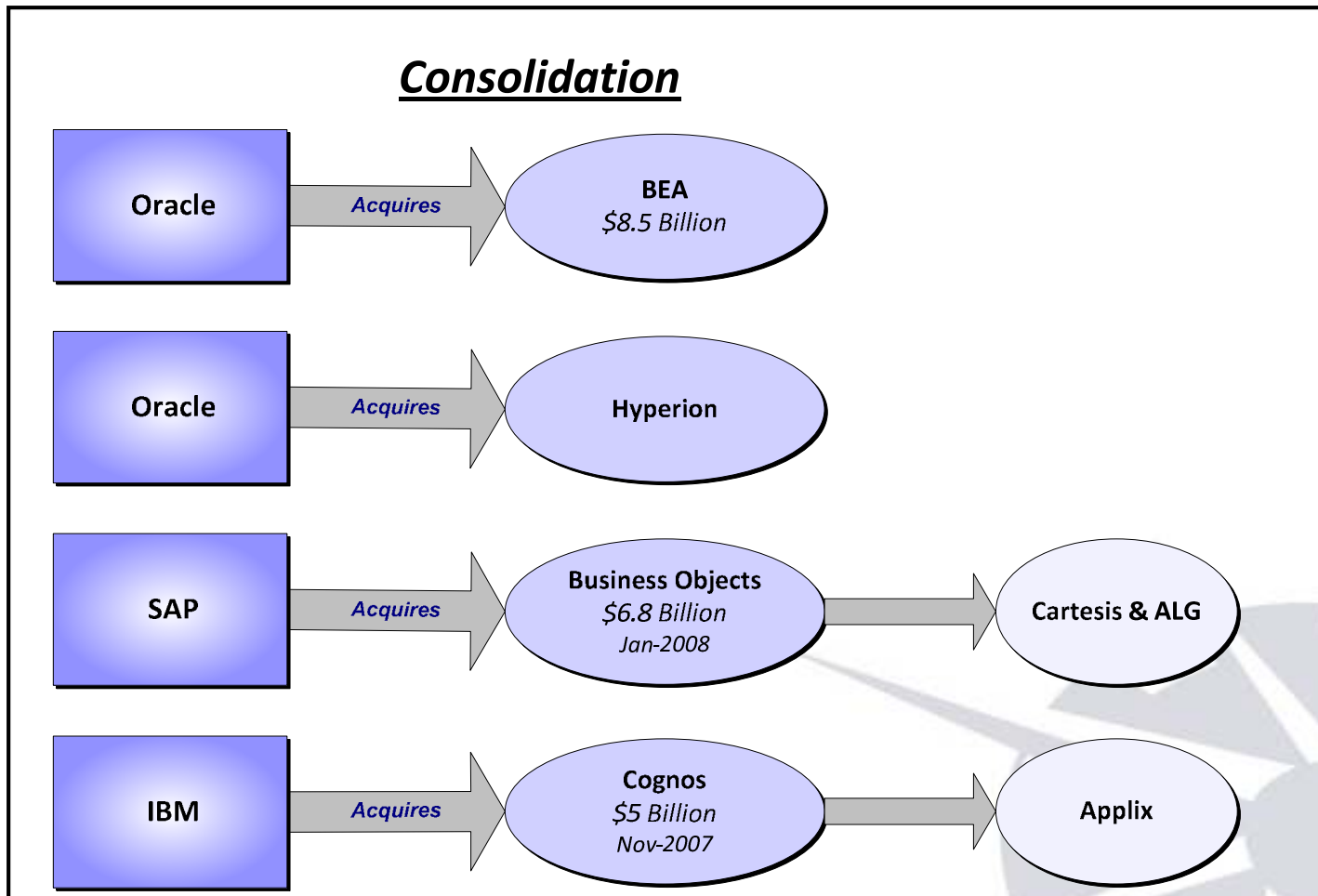
- Enterprise-wide vs. best of breed – does SOA impact the landscape
- Key criteria

## **Roles of Banks Enterprise Technology**

- Banks expanding into various areas:
  - Working capital
  - Cash conversion cycle
  - Security, etc.



# Consolidation



# Treasury Workstations News

## *Recent and selective reporting*

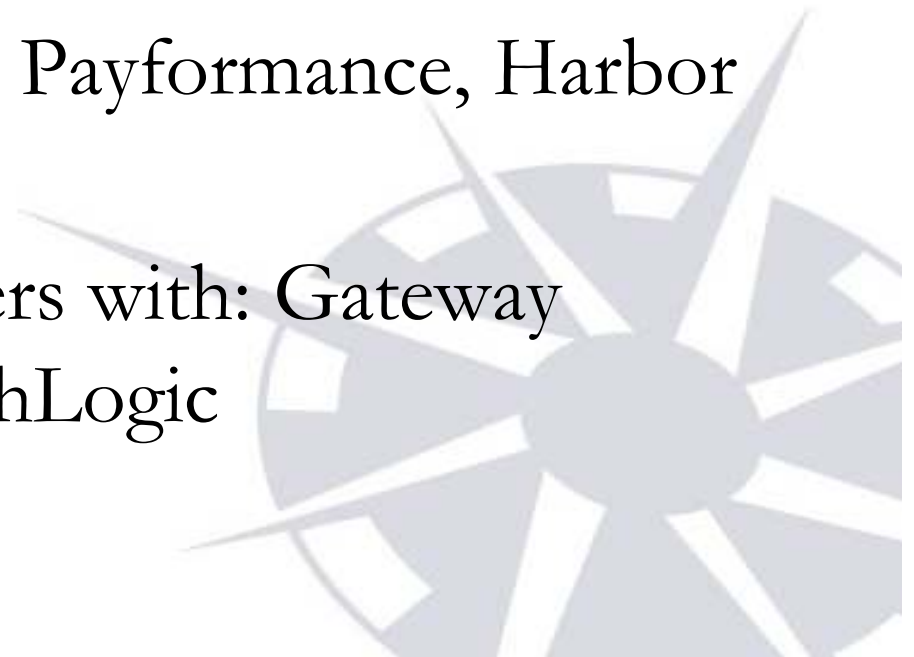


- Trema acquires Alterna
- Trema acquires Richmond
- SunGard buys Integrity
- SunGard acquires GetPaid/Aceva/Trax/Payformance
- Thomson acquires Selkirk
- Bellin enters North America
- Bank of America uses a whitelabeled TWS
- FXPress and Bancbridge alliance
- Wall Street Systems and Trema 'team up'

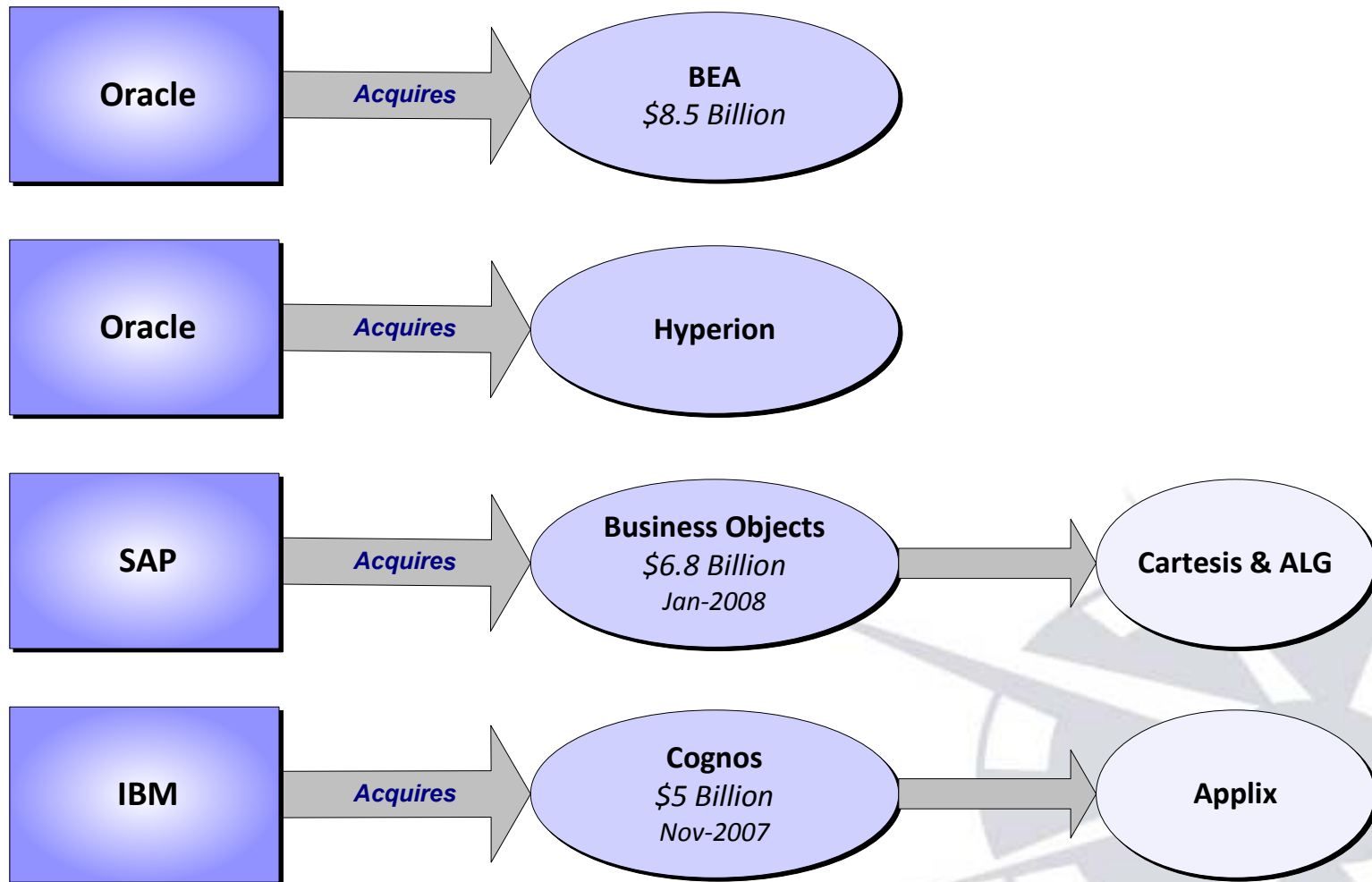
# Bank News

## *Recent and selective reporting*

- **JPMorgan** partners with: Xign, Vastera, & Fisacare
- **CitiBank** partners with: Ecount (prepaid card solution)
- **Wachovia** partners with: Payformance, Harbor Payments, and Xign
- **Bank of America** partners with: Gateway (TWS), Works and HealthLogic

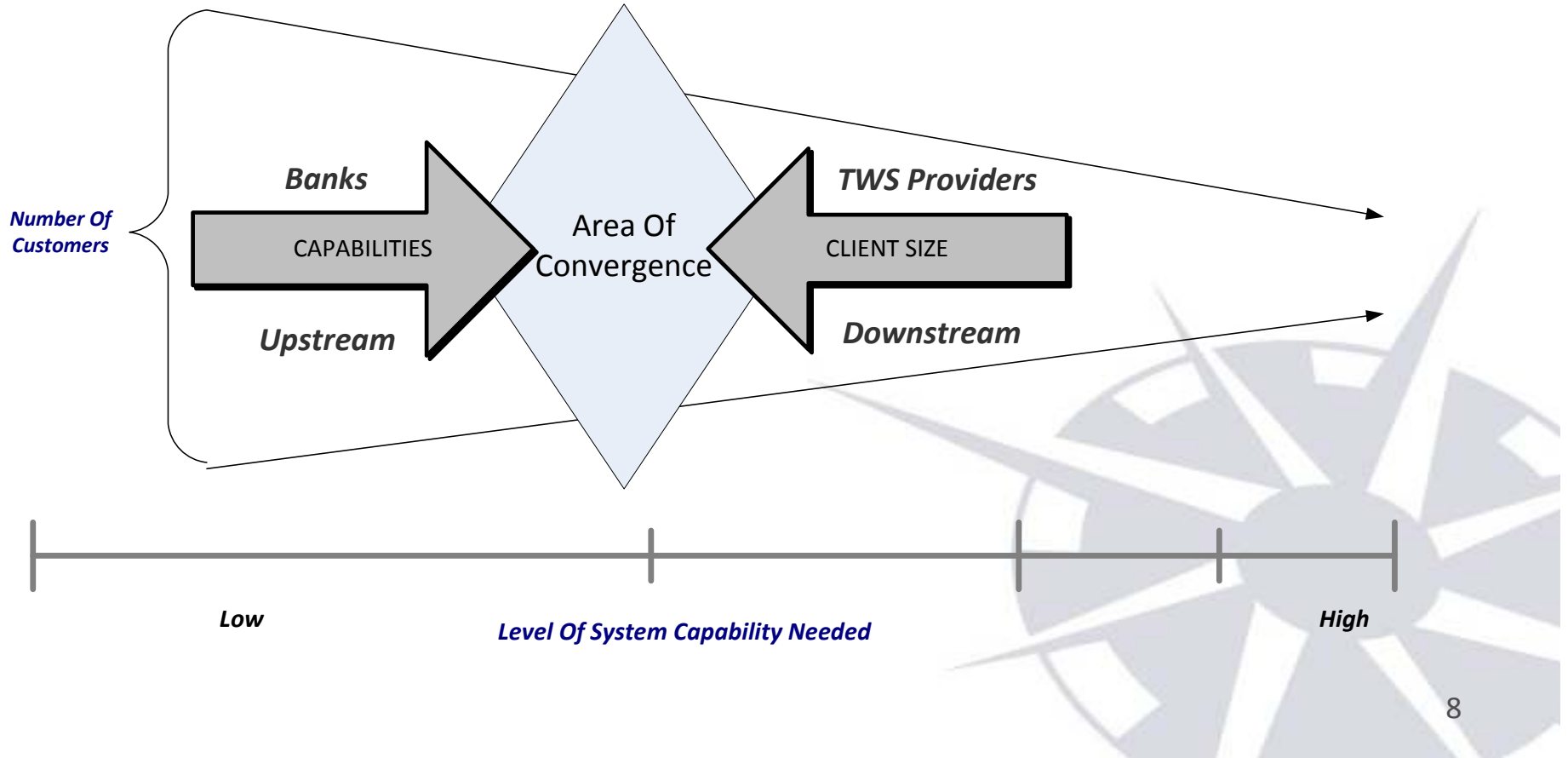


# Consolidation



# Convergence

<b>Cash Systems</b>		Treasury: Cash, Risk	Global Enterprise Risk Systems
<i>Bank</i>	<i>TWS</i>	<i>TWS</i>	<i>TWS</i>



# Dashboard & Tools Update

## Dashboard

- Operational
- Informational
- Warning/Alerts
- Tool Chest



# Role of Banks with Enterprise Technology

- Security
- Transaction Financing
- A/R Securitization
- A/P Financing tools

