

360 Strategic Visibility for Treasury to Drive Business Growth

Eric Stokes

Senior Director of Finance,
Tri Star Energy

- Leads enterprise-wide budgeting processes
- Experienced in implementing new technologies

Agenda

1. About Tri Star Energy
2. Initial Treasury Process at Tri Star Energy
3. AI-enabled Treasury Suite
4. The Age of Digital Treasury



**In one word how would you describe
your business from 2020 to 2023?**

In one word how would you describe your business from 2020 to 2023?

Pandemic

2020

Disruptive
Supply
Chain

2021

Economic
Crisis

2022



2023: What Next?





About Tri Star Energy

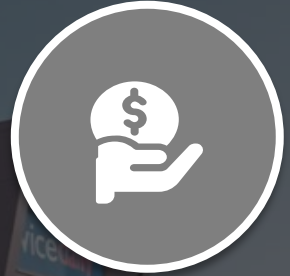
About Tri Star Energy



**Headquartered In
Nashville, Tennessee**



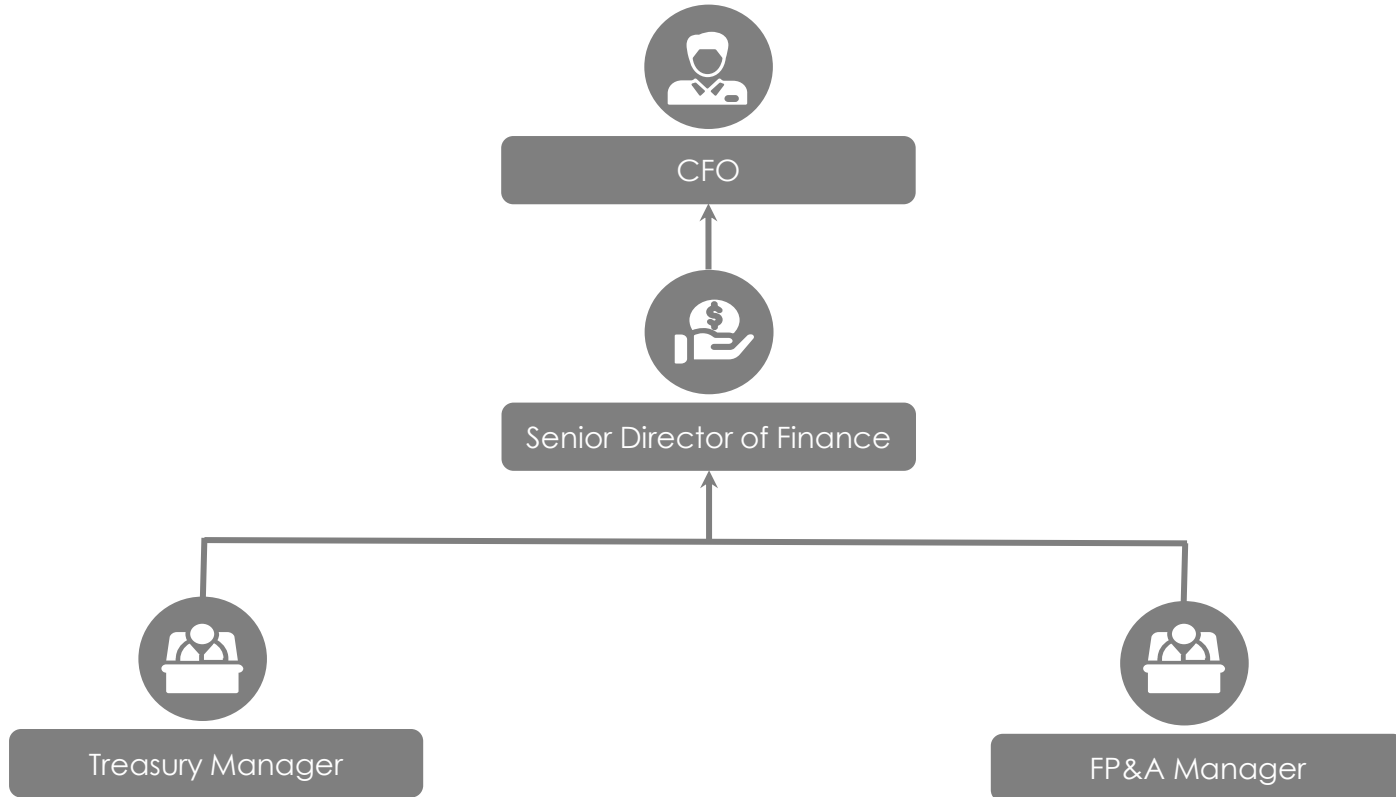
**Industry
Retail**



**Revenue
\$3B**

Since 2000, Tri Star Energy has existed to serve the communities of Middle Tennessee with dependable fuel services and top-quality convenience stores.

Treasury Landscape at Tri Star Energy



Objectives of Treasury at Tri Star Energy



Gaining 360 degree cash visibility to make informed and confident decision

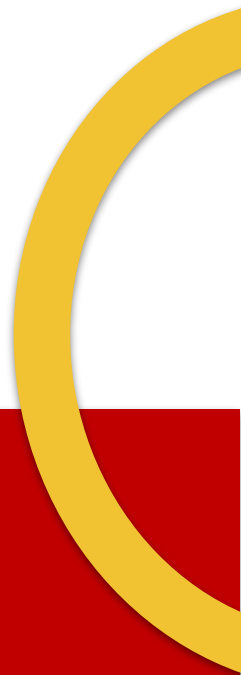

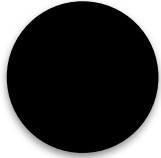


Streamlining the forecasting process and having a higher level of granularity



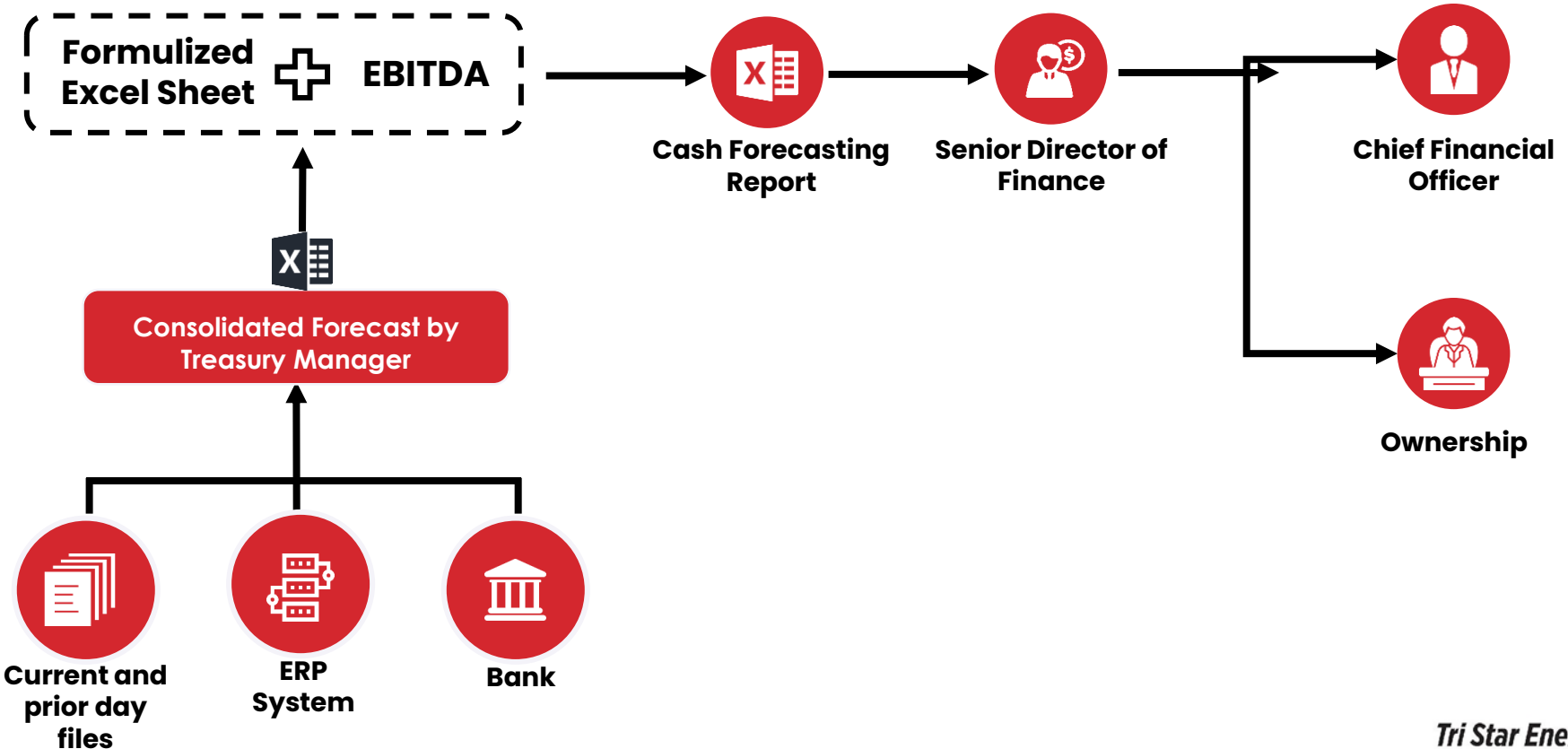
Automating connectivity with bank to consume bank statement information easily

Moving from Transactional Treasury **Strategic Treasury**



Initial Treasury Process at Tri Star Energy

Initial Treasury Processes at Tri Star Energy



Challenges Faced by Tri Star Energy



**Redundant
cash sheets**



**Distributed
data sources**



Seasonality

Implications



Low forecasting accuracy across short and long-time horizons



Zero visibility into cash across cash categories like cash invoices





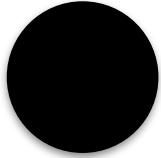
Difficult to scale up - putting assumptions into the system for M&A



Low-quality reporting to the C-suite and ownership

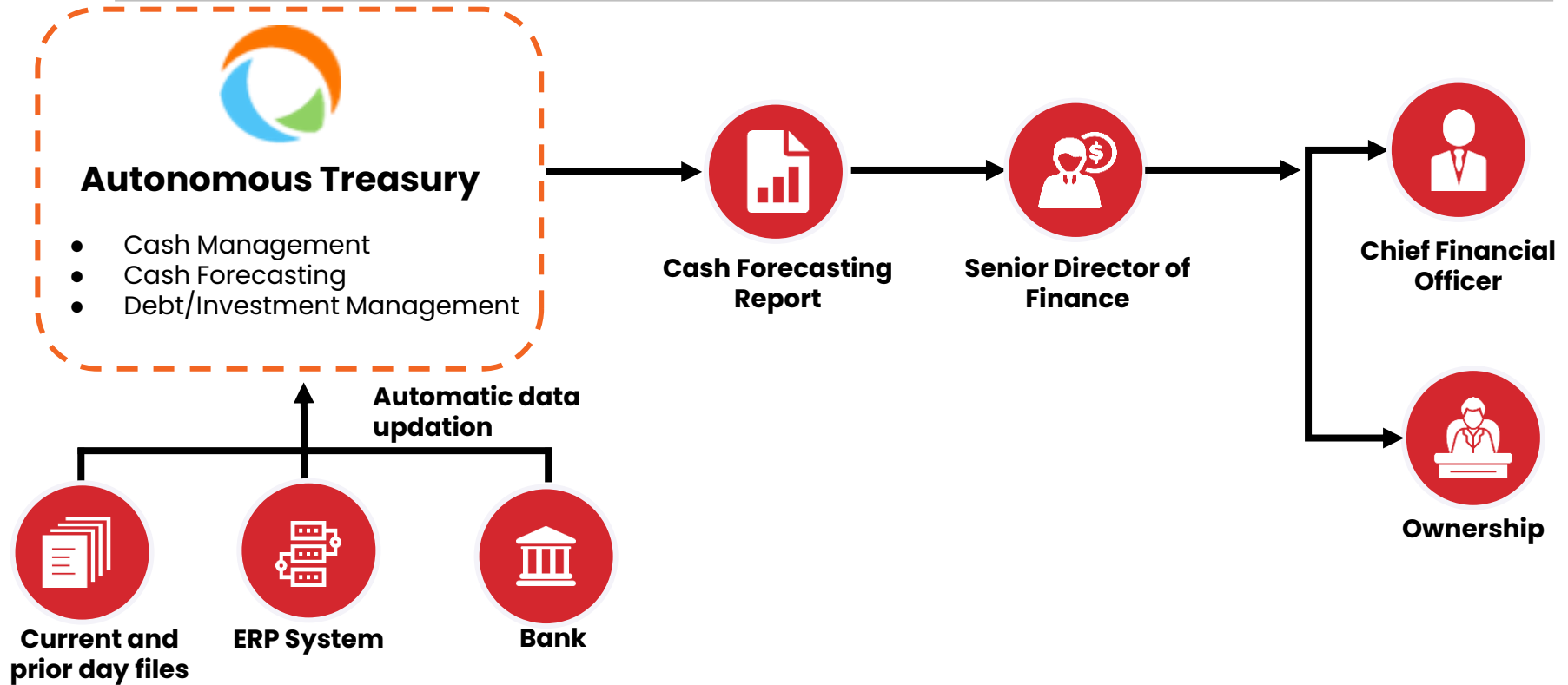
2023: Digitalization





AI-enabled Treasury at Tri Star Energy

AI-Enabled Treasury at Tri Star Energy



Statement Items for Each Account



Session expires in: 59 mins and 19 secs
 Welcome amber thompson
 Last Logged in Time : 31 January, 2023, 9:01:31 am CST

[Invoice](#)
[Administration](#)
[Exports](#)
[Cash Application](#)
[Consulting Administration](#)
[RDC](#)
[Analytics](#)
[Auto Scaling](#)
[Cash Management](#)
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[Job](#)

[Dashboard](#)
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[Cash Position Worksheet](#)
[Account Status](#)
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[Statement Items](#)
[Intercompany Balances](#)

Select filter to search... Advanced Search

Account Code: All Accounts Date: [Jan 30 2023 00:00-Jan 30 2023 23:59]
Search Bulk Edit Refresh Print Export

Opening Available: Opening Ledger: Closing Available:
 Closing Ledger: Total Credits: Total Debits:
 Total Controlled Disbursing Debits: Total Controlled Checks Paid Early Amount: Total Controlled Checks Paid Late Amount:

Account Code	Company	Bank	Group	Account Number	File Type	Currency	Transaction Type	Transaction Code	Statement Date	Value Date	Amount	Bank Ref.	Customer Ref.	Cashflow Category	Comments
TSE-USD-6266	TSE	Bank of America		003784756266	Prior Day	USD	Credit	164	Jan 30 2023	Jan 30 2023	40128.84	906627020093353	000000000000	AR	WAYNE FARMS DES:EDIPYMT ID:1054998-IINDN:Tri Sta
TSE-USD-6266	TSE	Bank of America		003784756266	Prior Day	USD	Credit	164	Jan 30 2023	Jan 30 2023	525.50	902527007402439	000000000000	AR	REYNOLDS MARKETI DES:1088880538 ID:US38200121I-
TSE-USD-6266	TSE	Bank of America		003784756266	Prior Day	USD	Credit	165	Jan 30 2023	Jan 30 2023	32651.71	906627015884266	000000000000	AR	FLEET ONE DES:ACH ID:9523209IINDN:TRI STAR ENERG
TSE-USD-6266	TSE	Bank of America		003784756266	Prior Day	USD	Credit	165	Jan 30 2023	Jan 30 2023	22584.03	906627018568280	000000000000	AR	PETROLEUM TRADER DES:PETRO TRAD ID:32078IINDN:T
TSE-USD-6266	TSE	Bank of America		003784756266	Prior Day	USD	Credit	165	Jan 30 2023	Jan 30 2023	17841.17	906627015884372	000000000000	AR	WEX INC DES:ACH ID:9525208IINDN:TRI STAR ENERGY
TSE-USD-6266	TSE	Bank of America		003784756266	Prior Day	USD	Credit	165	Jan 30 2023	Jan 30 2023	7739.41	906630009191465	000000000000	AR	MERCH BANKCARD DES:NET SETLMT ID:12473599IINDN
TSE-USD-6266	TSE	Bank of America		003784756266	Prior Day	USD	Credit	165	Jan 30 2023	Jan 30 2023	5091.23	906627015884259	000000000000	AR	EPS TRANSPORTATI DES:ACH ID:9522357IINDN:TRI STA
TSE-USD-6266	TSE	Bank of America		003784756266	Prior Day	USD	Credit	165	Jan 30 2023	Jan 30 2023	3439.75	906630018166950	000000000000	AR	MERCH BANKCARD DES:NET SETLMT ID:12473599IINDN
TSE-USD-6266	TSE	Bank of America		003784756266	Prior Day	USD	Credit	165	Jan 30 2023	Jan 30 2023	2830.12	906630010920999	000000000000	AR	AMERICAN EXPRESS DES:SETLMT ID:4410062772I
TSE-USD-6266	TSE	Bank of America		003784756266	Prior Day	USD	Credit	165	Jan 30 2023	Jan 30 2023	2311.79	906630018166950	000000000000	AR	MERCH BANKCARD DES:NET SETLMT ID:12473599IINDN

Debt/Investment Management Dashboard



Session expires in: 59 mins and 57 secs
 Welcome amber thompson
 Last Logged in Time : 31 January, 2023, 9:01:31 am CST

- Invoice
- Administration
- Exports
- Cash Application
- Consulting Administration
- RDC
- Analytics
- Auto Scaling
- Cash Management
- Cash Forecasting
- Financial Instruments
- Access Utility
- Job

Debt/Invest

Select filter to search... Advanced Search

Tran Mode: 🔄 📄 🔍 🗑️ 🔗 📁 📄 📄

Deal ID	Mirrored Deal ID	Ext. Reference	Deal Type	Deal Status	Product	Company	Counterparty	Group	Trade Date	Effective Date	Maturity Date	Borrow/Invest	Fixed/Float	Principal	Currency	Current Principal	Supporting Documents
19			Actual	Active	Term Loan	TSE	Bank of America		Dec 31 2021	Dec 31 2021	Mar 06 2025	Borrow			USD	99239937.50	
13		39233243-1-1	Actual	Active	IR Swap Out	TSE	Wells Fargo		Aug 03 2020	Aug 03 2020	Mar 06 2025	Borrow			USD	114840169.25	Swap Confirmation Signed.pdf, ISDA Amendm
17			Actual	Active	Term Loan	TSS	Bank of America		Dec 01 2021	Dec 01 2021	Oct 31 2026	Borrow			USD	2668116.16	Amended Restated Promissory Note 11.30.21.pdf
15		39233243-1-1	Actual	Active	IR Swap In	TSE	Wells Fargo		Aug 03 2020	Aug 03 2020	Mar 06 2025	Invest			USD	114840169.25	
12			Actual	Active	Revolver	TSE	Bank of America		Dec 31 2021	Dec 31 2021	Mar 06 2025	Borrow			USD	127325000.00	
11		T00000068138084	Actual	Active	Letter of Credit	TSE	Bank of America		Mar 05 2021	Mar 05 2021	Mar 06 2023	Borrow			USD	49000.00	
10		T00000068181975	Actual	Active	Letter of Credit	TSE	Bank of America		Sep 23 2022	Sep 23 2022	Sep 25 2023	Borrow			USD	5000000.00	
8		T00000068132295	Actual	Active	Letter of Credit	TSE	Bank of America		Dec 31 2021	Dec 31 2021	Mar 20 2023	Borrow			USD	439000.00	
7		T00000068173174	Actual	Active	Letter of Credit	TSE	Bank of America		Dec 31 2021	Dec 31 2021	Sep 01 2023	Borrow			USD	2950000.00	
6		T00000068173955	Actual	Active	Letter of Credit	TSE	Bank of America		Dec 31 2021	Dec 31 2021	Nov 03 2023	Borrow			USD	11704.07	
5		T00000068176897	Actual	Active	Letter of Credit	TSE	Bank of America		Dec 31 2021	Dec 31 2021	Jul 24 2023	Borrow			USD	107000.00	
4		T00000068177379	Actual	Active	Letter of Credit	TSE	Bank of America		Dec 31 2021	Dec 31 2021	Aug 29 2023	Borrow			USD	284000.00	
3			Cancelled	Cancelled	Term Loan	TSE	Bank of America		Dec 31 2021	Dec 31 2021	Mar 06 2025	Borrow			USD	102341187.50	
18			Cancelled	Cancelled	Letter of Credit	TSE	Bank of America		Nov 01 2022	Nov 01 2022	Nov 01 2023	Borrow			USD	1000000.00	
16			Cancelled	Cancelled	Term Loan	TSS	Bank of America		Dec 01 2021	Dec 01 2021	Mar 06 2025	Borrow			USD	2668116.16	Amended Restated Promissory Note 11.30.21.pdf
14		39233243-1-1	Cancelled	Cancelled	IR Swap In	TSE	Wells Fargo		Aug 03 2020	Aug 03 2020	Mar 06 2025	Invest			USD	114840169.25	
9			Cancelled	Cancelled	Revolver	TSE	Bank of America		Dec 31 2021	Dec 31 2021	Mar 06 2025	Borrow			USD	128325000.00	
1			Cancelled	Cancelled	Revolver	TSE	Bank of America		Dec 31 2021	Dec 31 2021	Mar 06 2025	Borrow			USD	133325000.00	
2			Cancelled	Cancelled	Term Loan	TSE	Bank of America		Dec 30 2021	Dec 30 2021	Dec 30 2022	Borrow			USD	0.00	

Expected Benefits

Time Saving

Reducing the time to produce a global Cash Forecast by 30%.

Strategic M&A

Moving transactional treasury to strategic to make effective decisions on M&A



Enhanced Visibility

Gaining granular level visibility in cash position to make confident decisions

Quality Reporting

Generating high-quality reports for CFO/Ownership

A man in a grey suit and tie stands at a clear podium, smiling and gesturing with his right hand raised. He is addressing an audience. In the foreground, the backs of several audience members' heads are visible, and one person's hand is raised in the air. The background consists of light-colored curtains.

Questions?