

Honest Conversation: AI-Treasury

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Controller

- 25+ years of experience in Treasury as a practitioner
- Driving businesses to deliver on their value proposition

Akriti Oswal

Treasury and Cash Manager

- Certified Treasury Professional
- Worked to improve processes to gain efficiencies for teams in multiple companies



Agenda

- **About Us**
- **Journey of Treasury Transformation : People, Process and Systems**
- **Vendor Selection for Better Cash Forecasting**



About Us



Our Mission

To share knowledge, innovation and best practice to make excellence a habit



Our Vision

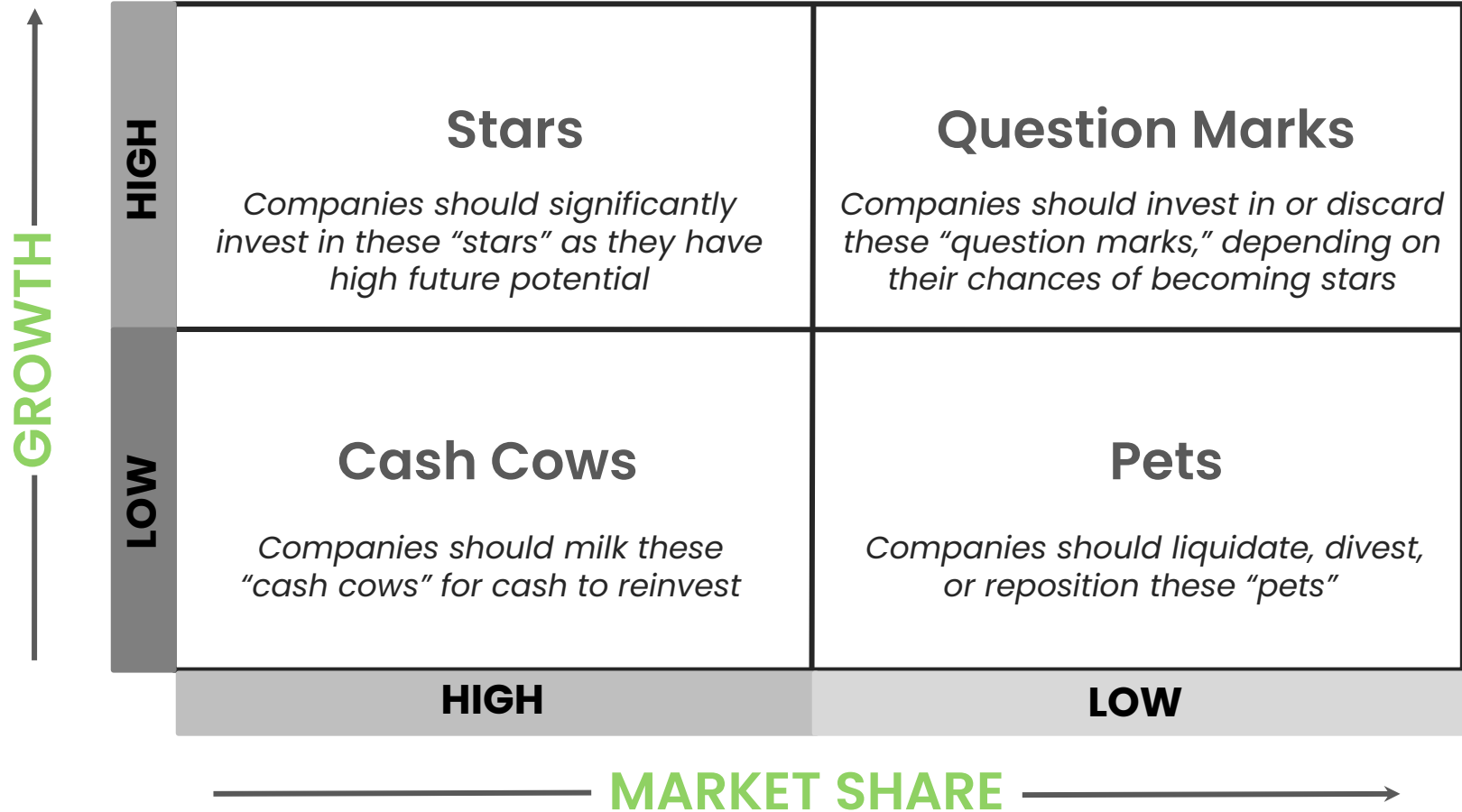
To be the business improvement company that enables organizations to turn standards of best practice into habits of excellence



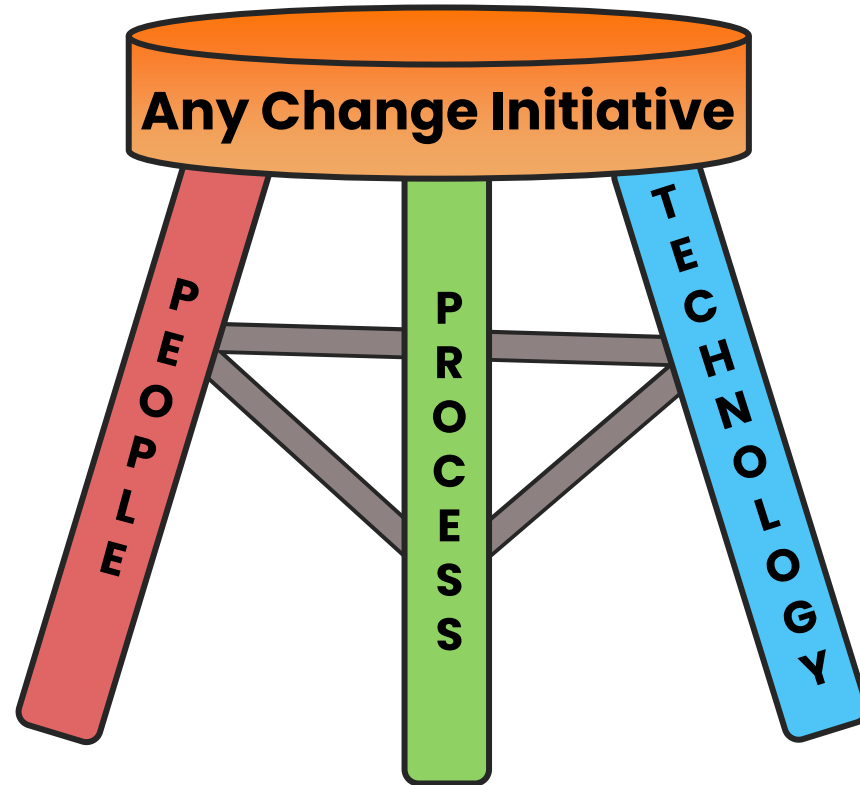
Our Scope

North America and EMEA

Our Business Positioning Drives Project Choices



Journey of Treasury Transformation: People, Process and Technology



Pillar 1: People

Treasury Transformation



People

The level of dependence on people and how to turn them into an asset

Laggards

Dependent on human skill and speed

Cannot be scaled and efficiencies are low

Proactive

Still dependent on human skill and speed

Cannot be scaled and efficiencies are low

Strategic

Dependency on human reduces

Process is largely automated

Best-in-Class

Treasurers are involved only to perform scenario analysis

Reporting will be easy and in real-time

Transactional

Strategic

Pillar 2: Process

Treasury Transformation



Process

The level of optimization of the process

Laggards

No defined process workflow

Analyst productive time is lost in gathering and consolidating data

Proactive

Defined process workflow and streamlined strategies for cash forecasting

Data gathering is still manual and reactive

Strategic

Process is largely automated and streamlined

Builds top down forecasting

Variance analysis is performed at entity level

Best-in-Class

AI and ML are applied to understand past data trends

Builds bottom-up forecasting to get granular visibility

Variance analysis is performed at multiple durations

Ad-hoc

Proactive

Pillar 3: Systems

Treasury Transformation



Systems

The level of dependence on technology

Laggards

Technology is rarely used

Heavily dependent on excel for cash forecasting

Proactive

Use of ERP systems and legacy systems to consolidate and collate the data

Very basic support in terms of systems

Strategic

Technology is used to gather data and consolidate it

Nearly 60% of process is automated

Best-in-Class

Technology is leveraged to perform cash forecasting at entity, region and cash flow category level

AI and ML are used to analyze and forecast cash accurately

Manual

Automatic

The Treasury Transformation Journey

Re-evaluating Treasury Function



Adopting AI-Based Cash Forecasting Model



What's next?



Phase 1: Re-Evaluating Treasury Function

Re-Evaluating Treasury Function



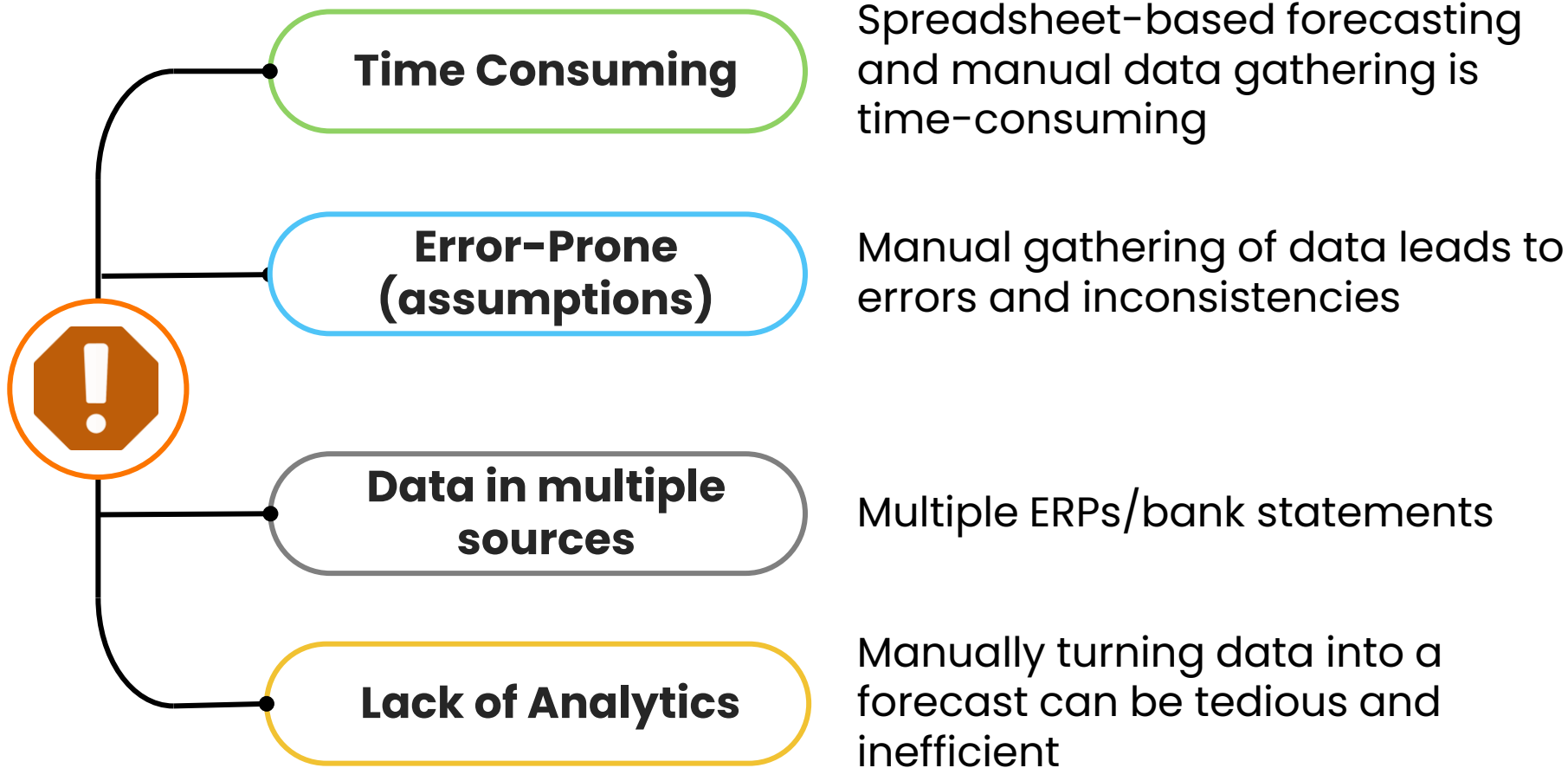
Adopting AI-Based Cash Forecasting Model



What's next?



Challenges



Phase 2: Adopting AI-Based Cash Forecasting Model

Re-evaluating Treasury Function



Adopting AI-Based Cash Forecasting Model



Future Vision



Benefits of AI Cash Forecasting



Improve cash flow forecast and make informed decisions



Monitor cash flow prediction accuracy



Gain better visibility for areas of improvement



Identify behavioural patterns of A/P and A/R through historical and live data



Foresight in implement corrective action – fine tuning payment and collection strategies



Reduce the risk of human error

Phase 3: What's Next

Re-evaluating
Treasury Function



Adopting AI-Based
Cash Forecasting
Model



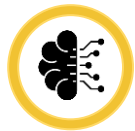
What's Next?



Treasury and AI – From Cost to Contribution



Treasury is considered cost center than a profit center



Focus on forward capability- making technology decisions, ensuring new platforms allow for application of AI



Bank data to be analyzed in new way- revealing value and opportunities across functions and business activities

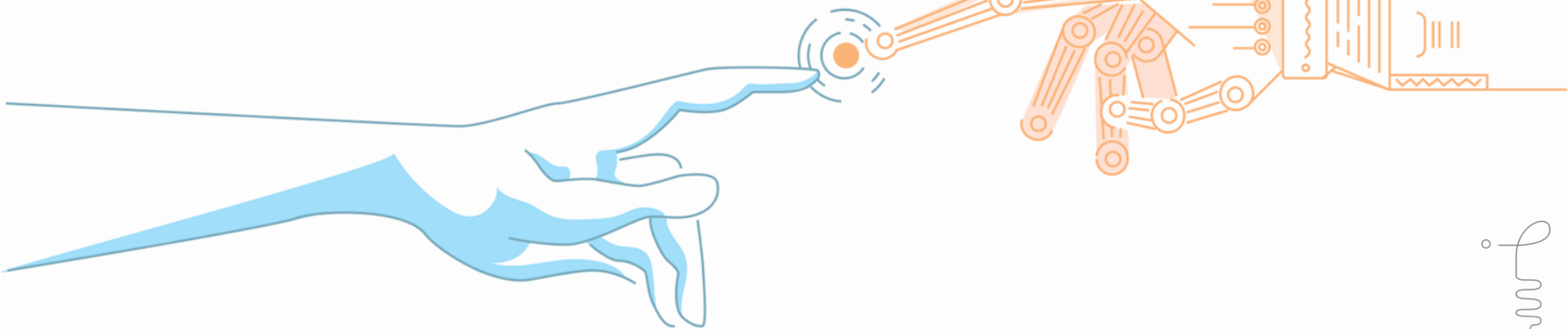


Order to Cash AI



Optimize use of surplus cash

Vendor Selection



1

What were you looking for in a vendor?

2

What key factors helped you choose HighRadius?

3

What were the key success factors of the project implementation?

