



CLIENT LOGIN

TREASURY RESOURCES

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INTERNET MAGIC

* BACKGROUND

* WHERE ARE WE TODAY ?

* WHAT DOES IT ALL MEAN ?



INTERNET MAGIC

- * Corporations .
How does this effect you?
- * Opportunities via the WEB
 - Can a TWS and the Internet help your company?
 - Cost/Benefit Review-Will the TWS pay for itself?

INTERNET MAGIC

* Corporate Game Plan

- Survey your needs . TWS in your future?
- Talk to IT/MIS -Determine Turf Battles?
- Who has Budget Treasury or IT?
- Get Budget !
- Develop Time Table
- Build or Buy is always a key ?
- Cost/Benefit Review



INTERNET MAGIC

- * Internal Development
- * Connecting to Legacy Systems
- * What is Internal Track Record
- * Who has Budget -Treasury or IT
- * Cost Justification
- * The WEB is Different

INTERNET MAGIC

* If You Purchase from a Vendor

- Develop the RF I/RFP/SOW - Use TMA/AFP Standard TWS Questions
- Use a consultant or use internal sources
- Determine YOUR core system
- What do you really need is the key ?
- Look for the Functionally you must have!
- Will the Vendor Customize Screens?



INTERNET MAGIC

* Core System

- Bank Balance & Detail Reporting
- Wire/ACH/EDI Transfers
- Cash Forecasting
- Debt & Investments
- Treasury Worksheet
- Target Balance & Sweeps
- Stop Payments
- Check Image
- Positive Pay
- Cash Concentration
- Account Reconciliation
- Signatories Management
- E-Mail
- L/C Manager



INTERNET MAGIC

* Add On's

- Foreign Exchange
- Inter-Company Netting
- Document Management
- General Ledger
- Pooling-In-House Bank
- Ad-Hoc Report Writer
- Import/Export Manager
- Account Analysis
- Bill Payment
- Photocopy Requests
- Securities & Safekeeping
- Statement Retrieval
- Loans & Advances
- Documentary Credits
- Anticipatory Deposit Concentration



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* Question to ask the Vendor

- PC & WEB Access?
- Is It Real Time?
- Interface with all back room systems?
- Can they meet your Internal Security Needs?
- Can they add Security?
- Can they meet your Target Dates?
- How long will this take to install?
- Is Customization available?



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* Cost of the System

- Core System? Varies by Customer
- Additional Applications?
- Payment terms?
- License or Lease?
- Can the system be out sourced !

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Corporate System

- * Cost of a Core System
 - * . Bank/Report Scheduler
 - Bank Balance & Detail Reporting
 - Treasury Worksheet/Target Balance
 - Auto Recommended Transfers
 - Funds Transfer-ACH-Wires-Book Transfers
 - Unlimited users . Hook Up To Lead Bank
 - 40 hours of Install Assistance
 - \$22,500 to \$40,000



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Corporate System

* Cost of a Typical System

- Bank Balance & Detail Reporting
- Treasury Worksheet/Target Balance
- Debt & Investments - Bank Scheduler
- Funds Transfer-ACH-Wires-Book Transfers
- Report Writer - Auto Transfers
- Stop Payments/ Imaging/Positive Pay
 - \$60,000 to \$ 90,000



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Corporate System

- * Cost of a LARGE System \$110,000 TO \$250` 000
 - Bank Balance & Detail Reporting
 - Treasury Worksheet/Target Balance
 - Debt & Investments - Bank Scheduler
 - Funds Transfer-ACH-Wires-Book Transfers
 - Report Writer - Auto Transfers
 - Stop Payments/ Imaging/Positive Pay
 - 7 SPECIFIC Modules +Training & Interfaces

INTERNET - Using Technology

- * Have a good game plan
- * Control the budget
- * Pick a vendor with vision
- * Develop an RFP
- * Schedule Demos
- * Check References
- * Look for added costs
 - Training/Installation
 - Help after the Sale
 - Keep on Schedule
 - Look for other applications to be added later



Internet-Case Study

- * Small, 2 year old community Bank with one customer who had to have the Internet for their customers to get & pay bills

- * Cost

- * \$235.00 per month

Internet-Case Study

- * Medium Sized Company making tax payments for their customers-Separate Bank Accounts for each
- * 160 customers
- * Current cost
- * \$60.00 per month per customer
- * Gateway Solution
- * \$100,000 System using the WEB
- * Pay Back
- * $150 \times \$60.00 = \$9,000$ monthly
- * Pay Back - 11 months



Internet-Case Study

- * Large Multi-National Organization with over 100 World Wide Subs.
- * Internal Mandate to use Latest Technology
- * In-House Bank to their 100 Business Units
- * Multi-Currency Netting System
- * Gateway Solution
 - WEB based
 - 20 different applications
 - Cost - \$400,000
 - 180 days to install



INTERNET MAGIC Case Study

- * Large Up and Coming Financial Company
- * Problem: Turn around time -Customer Wires-Manual approval Process & Review
- * Knowing what Wires have been received each day and if wires to customers were sent.
- * Solution - TWS with inter-day capability & the ability to capture Fed Conf. Numbers \$175,000 to \$225.000



INTERNET MAGIC

* QUESTIONS

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