

Treasury Systems Available to NZ Corporates



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Agenda

- # Introduction
- # Marketplace
- # Vendor/System Appraisal
- # Process for Selection/Implementation
- # Advice from Treasurers
- # Experiences & Key Advice



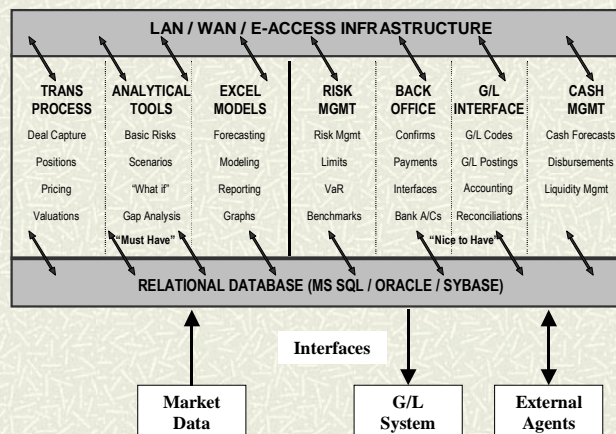
Introduction

1st Hand Experiences & Frequently Asked Questions

- Which is the best system?
- I was impressed by a system demonstration
- I think I need a STP treasury system
- I am not sure what process I should follow
- IT: Treasury has already decided their system
- Treasury: IT do not understand our requirements
- I hear that the vendors do not deliver what they promise
- Should I use an outsource provider?
- What should our budget be?
- How long is the project going to take?



System Infrastructure





Global Marketplace

- # AFA Systems–Musketeer
- # Algorithmics–Algo Suite
- # Bloomberg–Portfolio Trader
- # Brady–Trinity
- # Calypso Technology
- # Capix–CTM 2000
- # CCK–Guava
- # Econintel–ETS
- # FNX–Sierra, eSierra, E2STP
- # FSS–Spectrum
- # FTI Treasury Systems–FTI Star
- # Integrity–Integra-T
- # Lombard–Oberon, FirmRisk
- # Manex Treasury Systems–Parity
- # MKI–Midas, Summit, Opics, RiskVision, Equation etc
- # NetRisk–RiskOps, Risk-in-Time
- # OMR–Trading Assistant
- # PeopleSoft/FEA–Treasury Mgmt
- # Reuters–Kondor+, KVar+, Diagram
- # Richmond Software–Millenium
- # Selkirk–Treasury Manager
- # SimCorp–TMS 2000, IT/2
- # SunGard Trading–Infinity, Panorama, e-Finity, Opus, Devon etc
- # SunGard Tsy–Quantum, QRisk, eTreasury
- # Treasury Management–Monarque
- # Treasury Technology–BenchmarkTM
- # Trema–Finance Kit
- # Ubitrade–Capital Markets, Futures & Options
- # Wall Street Systems–Wall St System



Local Marketplace

- # **Capix–CTM 2000**
- # **CCK–Guava**
- # **Integrity–Integra-T**
- # MKI–Midas, Summit, Opics, RiskVision, Equation etc
- # Reuters–Kondor+, KVar+, Diagram
- # Selkirk–Treasury Manager
- # **Simcorp–TMS 2000, IT/2**
- # SunGard Trading–Infinity, Panorama, e-Finity etc
- # **SunGard Treasury–Quantum, Qrisk, eTreasury**
- # **Treasury Technology–BenchmarkTM**
- # **Outsource Providers??**



Vendor/System Appraisal

Capix–CTM 2000

- Australian company
- Corporate treasury system
- Low cost
- Simple to operate
- MS Access database
- Good security & permissions
- System has potential
- System limitations, eg G/L
- Poor documentation

CCK–Guava

- Well established Australian company
- F/O, M/O, B/O system
- Low-medium cost
- Guava – new “label”
- Easy to use
- Good trade blotter
- Good risk management tools
- Limited user base
- Company struggling?



Vendor/System Appraisal

Integrity–Integra-T

- Well established Australian company
- F/O, M/O, B/O system
- Uses Chrystal Reports
- Medium cost
- User friendly & intuitive
- Good company support
- Accounting & G/L an effort
- Limited risk management

Simcorp–IT/2

- Well established international company
- F/O, M/O, B/O system
- Designed for corporates
- Medium cost
- Only just established in Australia
- Limited client base in region



Vendor/System Appraisal

- # SunGard–Quantum, Qrisk
 - Well established international company
 - F/O, M/O, B/O system
 - Uses Chrystal Reports
 - Medium cost
 - Improving company support (since KPMG)
 - Not as easy to deal with company
 - Slow Qrisk delivery
- # Treasury Technology–BenchmarkTM
 - New Zealand company
 - Risk management system
 - Designed for corporates
 - Low cost
 - Simple to operate
 - Limited client base
 - System has potential



Process

- # Scoping study
- # Requirements / strategy
- # Selection process
 - EOI/RFI → RFT → demos → pilot testing
- # Contract negotiation
- # Implementation
 - Acceptance tests → data input → reports →
// run → cutover → system live



Advice from Treasurers

- # “Before starting the project, get an external view of what your needs are, as opposed to what your perceived needs are.”
- # “Insist on a pilot test – for a capped cost (rebated if system purchased), we got access to their system and a chance to satisfy ourselves in our own time.”
- # “The project took much longer than we expected, about double the time.”
- # “Expectations need to be carefully managed.”



Advice from Treasurers

- # “It is important to have a fallback in case it is not possible to complete a deal with the preferred supplier.”
- # “Use of a documented procedure for logging problems and questions about the system is very useful.”
- # “A good project manager is needed.”
- # “Manual input of data is recommended as data transfers can be difficult and it can be a good training process for users.”



Experiences & Key Advice

These projects are complex and will take time

You will require dedicated resources – sponsor+team

You need to be clear about functionality & priorities

You will need to make tradeoffs during evaluation

Key Advice:

- ◆ Sound project structure
- ◆ Good project manager
- ◆ Careful project management
- ◆ Seek early benefits for users
- ◆ Double the time
- ◆ Reference checks essential
- ◆ Relationship management!!