

# Banking CIO Outlook

TREASURY MANAGEMENT SPECIAL

JANUARY 2016

WWW.BANKINGCIOOUTLOOK.COM

## Top 10 Treasury Management Solution Providers 2016

With the changing global market, crashing of stock events and other economic crisis, Treasury Management Systems (TMS) have become an inevitable part of managing an enterprise's liquidity. It allows firms to govern the policies and procedures of financial activities in real time, while mitigating the operational, financial, and reputational risk.

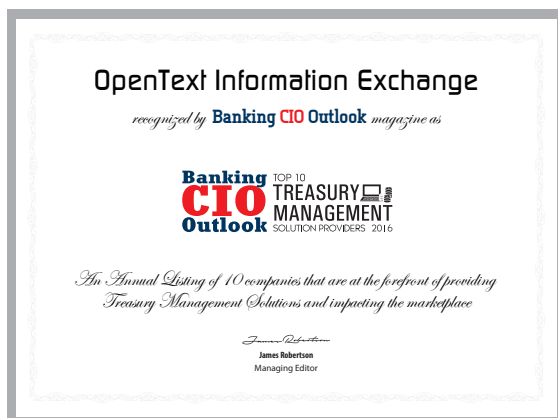
A sophisticated, flexible, and automated treasury solution offers agility, reduces cash flow risk, increases revenue, and boosts market share. This will lead to multi-level improvements in a firm's operational efficiency. As a result, financial institutions today demand offerings that integrate with the entire value chain to boost speed and straight-through processing; along with intuitive and easy usage, driving them toward a single treasury

management solution from one provider.

With this market opportunity, there are scores of solution providers that are devoted to providing treasury management solutions and best practices that support clients' needs. Even smaller banks are launching and expanding their treasury management functions due to the emerging market opportunities.

In order to assist CEOs, CIOs, and other executives find the right TMS for their enterprise, Banking CIO Outlook presents Top 10 TMS providers. The listing gives insights into how these solutions efficiently manage a firm's liquidity and financial activities within an acceptable level of risk, consolidating the company's funds optimally and profitably.

We present to you Banking CIO Outlook's Top 10 Treasury Management Solution Providers 2016.



---

**Company:**  
OpenText  
(NASDAQ:OTEX)

**Description:**  
OpenText enables the digital world by simplifying, transforming, and accelerating enterprise information exchange in the cloud.

**Key Person:**  
George Schulze,  
SVP,  
OpenText Information  
Exchange

**Website:**  
[opentext.com](http://opentext.com)

---

OpenText [NASDAQ:OTEX]

## Maneuvering Complexities in Treasury Management

With the consolidation of global markets and economies, CIOs and CFOs of large corporations are looking to automate and standardize their global treasury processes to improve efficiency. The critical need is an efficient treasury management solution that improves time to revenue while lowering cost. OpenText, a Waterloo, Ontario-based firm, enables businesses to address these needs by offering cloud-based solutions and expert services that streamline the connectivity between corporations and their banks, while facilitating easy data integration for banking and financial firms and helping them augment their customer service and support. “We have a vast customer base so we are well aware of their critical security and compliance needs and new connectivity protocols. This helps us stay ahead of the curve,” asserts George Schulze, SVP, OpenText.

The company, through the acquisition of market-leaders GXS and EasyLink, offers a comprehensive suite of B2B managed services solutions that address the global complexities of corporate-to-bank integration. The solution is focused on handling the complexities related to connecting multiple banks and other trading partners in order to conduct business electronically. Once connected to the OpenText cloud—a pre-connected community of over 600,000 buyers, sellers, banks, logistics providers and other supply chain stakeholders—customers can rapidly and securely reach banks and other trading partners through a single connection.

By consolidating bank and trading partner integration from multiple point solutions to one platform, corporations streamline communication processes and gain visibility into transactions, enabling more rapid and informed decision making on opportunities and risks.

Corporations across industries face the daunting task of keeping pace with different protocols and file formats utilized by their banking partners. Often, when a company ventures into new markets, they struggle to meet local trading partner integration requirements and country mandates for data security and sovereignty. It’s an oft-overlooked aspect of

market expansion. However, by using OpenText’s global cloud platform and in-country presence and expertise, customers can get immediate access to local trading partners, banks, and integration protocol support.

OpenText helps organizations leverage and expand existing investments in treasury management systems by making those investments interoperable with multiple banks and other partners. For corporates using a treasury management system to control their accounts across multiple financial institutions, the key challenge is getting the data into the system in a reliable, cost-effective manner. This is where OpenText comes in with integration of data, systems and processes, all while mitigating risk by helping organizations comply with new compliance regulations as they are introduced.

The benefits are numerous and powerful. OpenText delivers on average a 4x improvement in client implementation time and a 6x increase in support of file format options—resulting in faster revenue. For its banking customers, they see a 10-20 percent improvement in win rate while driving down annual costs of maintaining an integration program by 20-40 percent. In one instance, OpenText helped to reduce the customer-boarding time for a prominent banking organization. The bank was able to expand their supported communication protocols and improve the ability to fulfill customer requirements in countries it did not previously support. Additional OpenText solution components for community management and data transformation allowed the customer to meet local demands of its clients and support an integrated payables file, without re-engineering any internal system.

OpenText is ahead of the growing demand for big data analytics, having acquired Actuate Corporation, a publicly traded analytics and business intelligence software company based in San Mateo, California. The synergy of these offerings helps deliver actionable intelligence based on KPIs for the customer, as well as its entire trading partner community. OpenText also invests generously in organic innovation, currently focused on enhanced mobility, user experience and adding more predictive and what-if scenario dashboards. OpenText plans continued expansion of its financial services and corporate treasury services, driven by the increasing cost for companies to comply with regulatory and security mandates. **BC**



George Schulze