

ERPs – Integrating with your Bank

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Agenda

- What is an ERP?
 - Complexity of the project
 - Upgrades
 - Conversion
 - Parties involved
 - Timeline
- Partnering with your Bank to optimize your ERP
- Q&A



What does ERP stand for?

1

**Enterprise
Resource
Program**

2

**Enterprise
Resource
Planning**

3

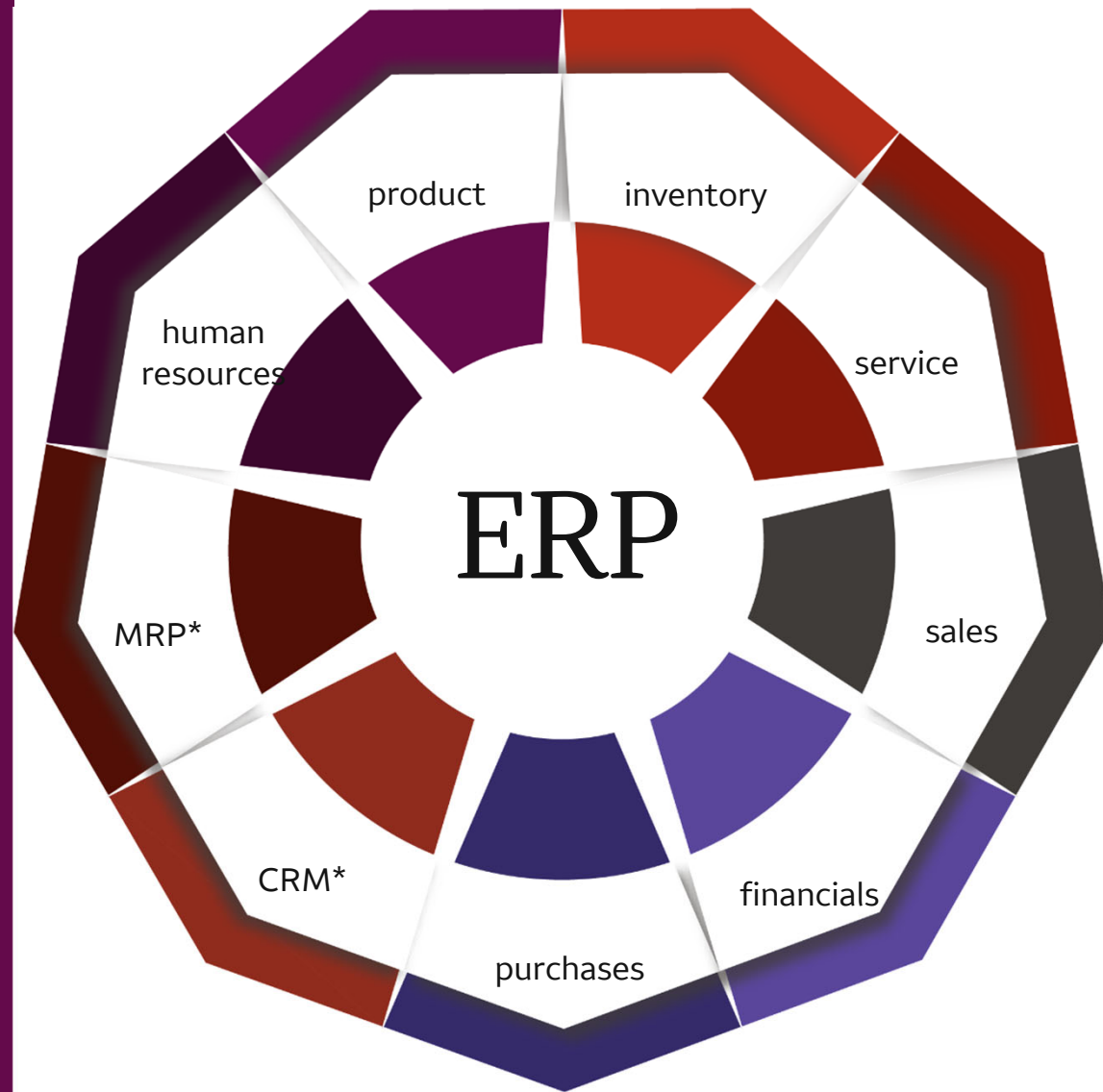
**Enterprise
Resource
Party**

What's in an **ERP**?



ERP = Enterprise Resource Planning

A company-wide, cross-functional tool, that helps an organization to be successful in its operations



*Material Requirements Planning

*Customer Relationship Management

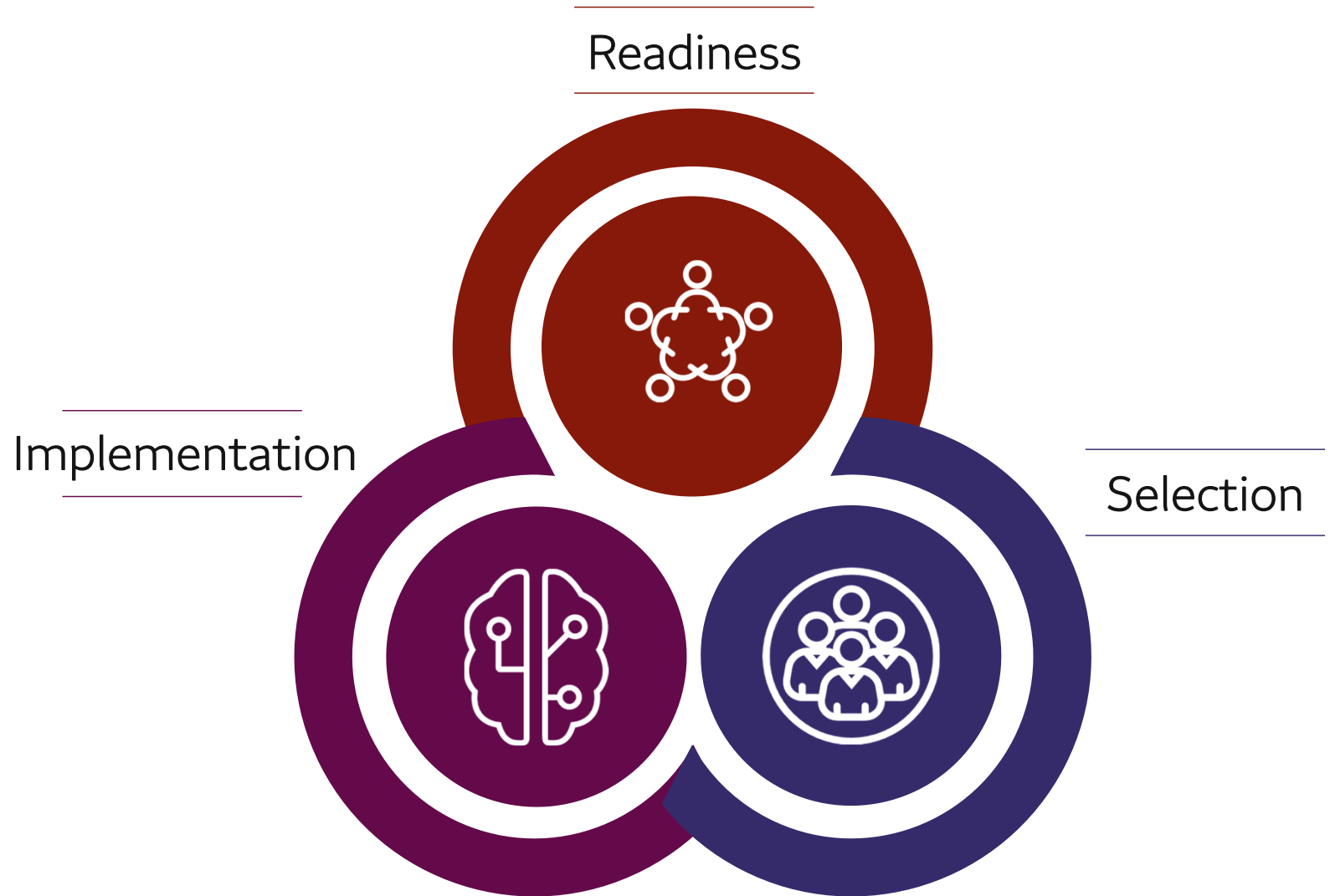
ERP & Banking



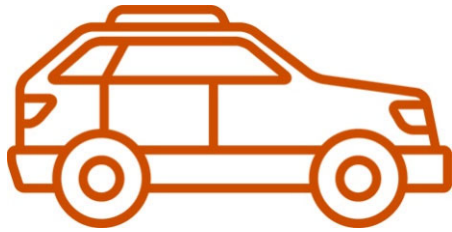
How can you make the most of your ERP as it relates to your cash management

- Fraud prevention
- Moving from paper to electronic
- Account reconciliation
- File automation

Your ERP roadmap

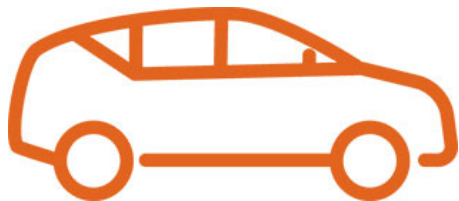


Finding the right direction for your project is like finding the right road for your car



Lynn drives a 4x4 all terrain vehicle.

Lynn loves taking her car out for an off-roading experience.



Jackie drives a small hybrid.

If we give Jackie the same directions to get to our destination as we did Lynn, we're going to have a problem.

Upgrade vs. Conversion

Upgrade

- Project planning
- File formats
- File testing
- Consultants may be required

Conversion

- Project planning
- File formats
- File testing
- Input from affected parties/departments
- Consultants may be required
- Detailed implementation

Upgrading or implementing a new ERP solution will facilitate the ability to move from paper to electronic?

1

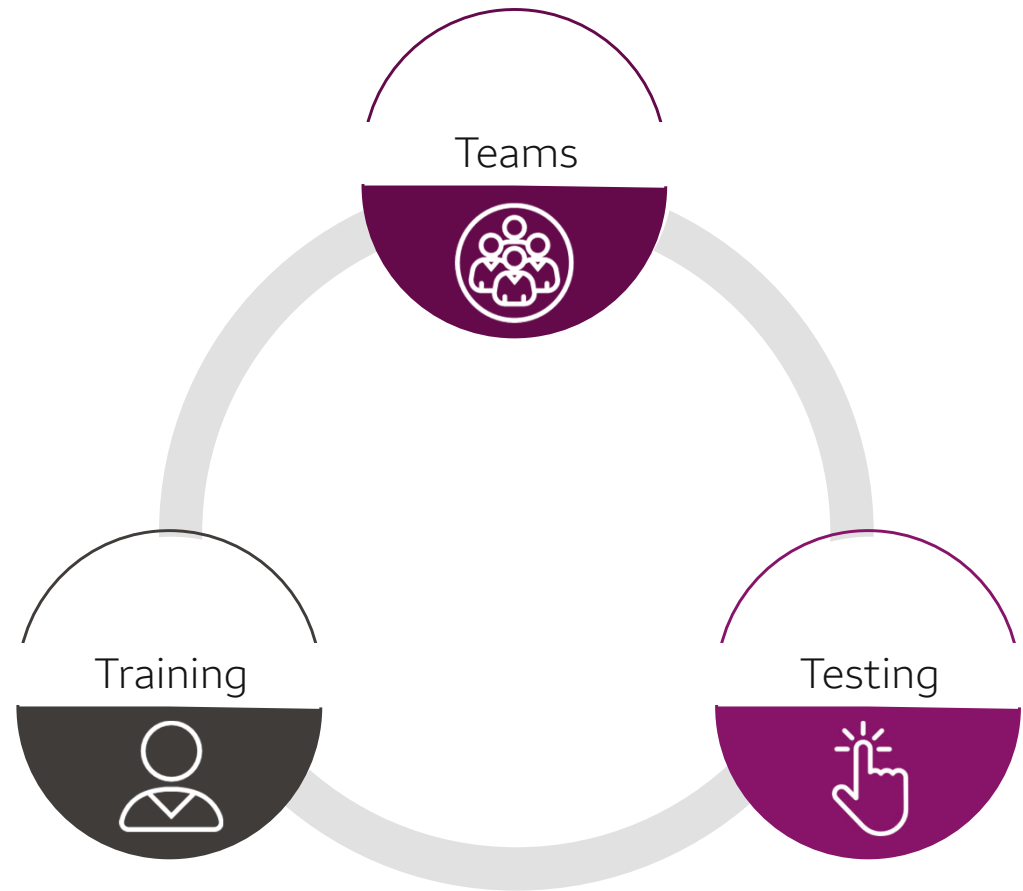
True

2

False

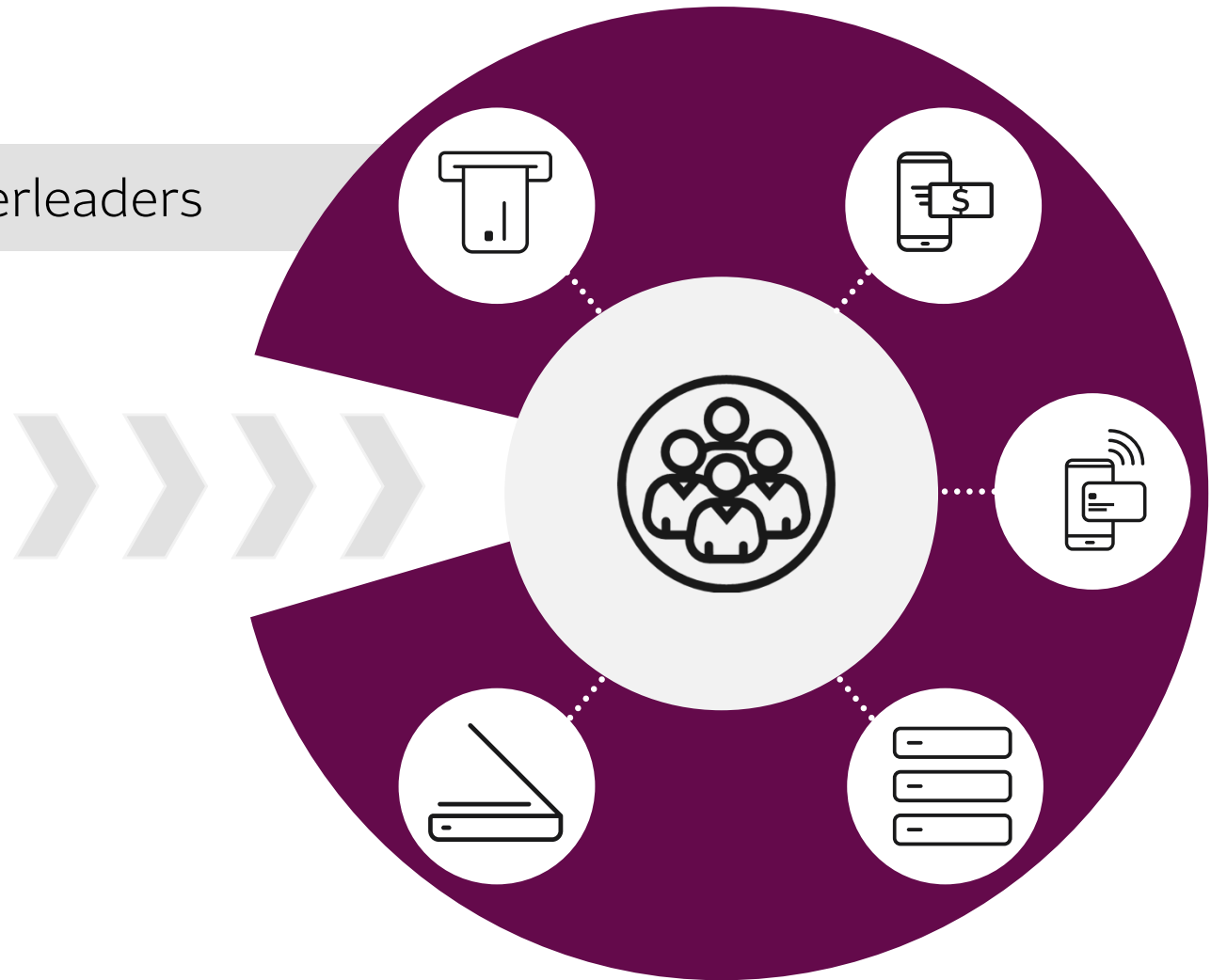
Getting ready for the transformation journey

Implementation



Team formation

Stakeholders + Cheerleaders



ERP conversion

Some things to consider:

Have the right resources ready to go

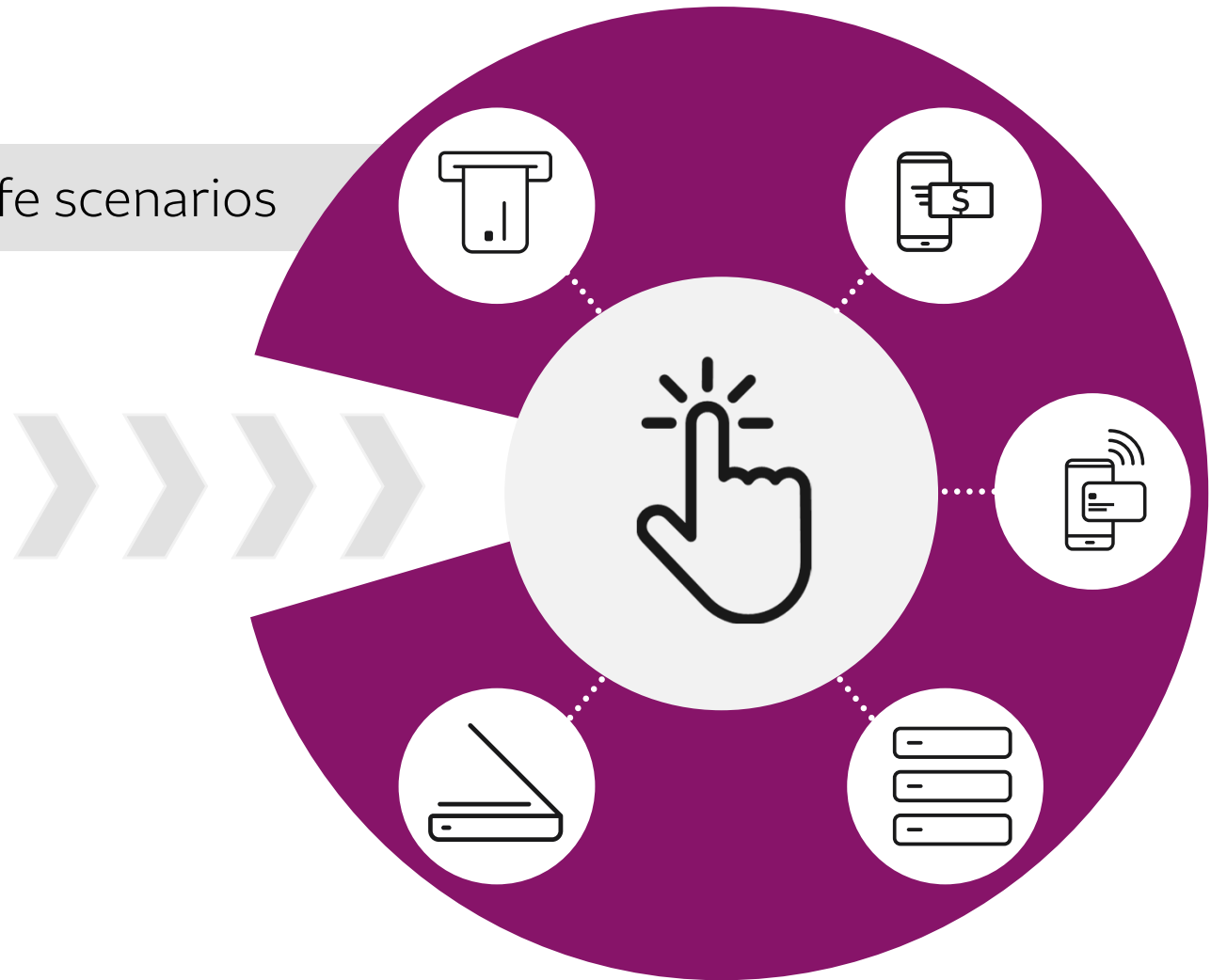
- Accounts Payable
- Information Technology
- Accounts Receivable
- Purchasing
- Finance and Treasury
- Third-party providers engaged in any part of your current process

You'll want to engage any departments that play an integral part in your business decisions and implementation.



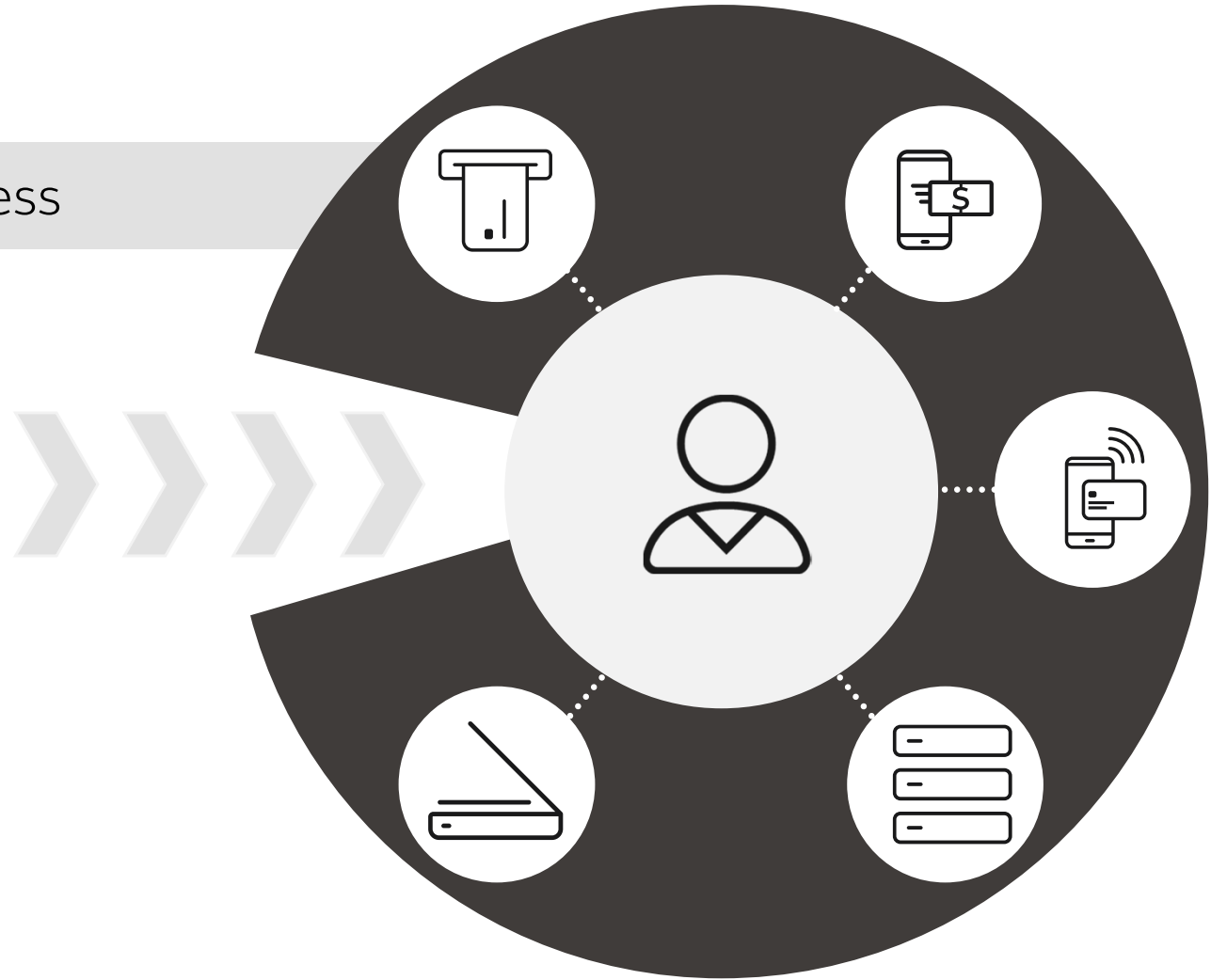
Test script formulation

Building day in the life scenarios



Training across the organization

It's an ongoing process



What are the three Ts to keep in mind for implementation as part of the transformation journey?

1

- Tacos
- Tequila
- Tic Tacs

2

- Teams
- Training
- Testing

3

- Training
- Turmoil
- Tango

What are three departments that play an integral part in your business decisions and implementation?

1

- **Accounts Payable**
- **Information Technology**
- **Finance and Treasury**

2

- **Social Committee**
- **Holiday Committee**
- **Beach Events**

Developing a timeline

Set clear expectations

Establish a schedule of events and timeline for the ERP implementation



Partnering with your Bank to optimize your ERP



Partnering with your Bank – Potential topics to discuss

- Determine Bank Contacts
- File Format Changes, if applicable
- Enhancements
 - Faster Payments
 - Reconcilement
 - Check Recon
 - Direct BAI
 - APIs
 - Analysis 822
 - Automation
- Testing
 - Transmissions
 - Checks

Faster Payments

Choose the faster payment that's right for you

1. **RTP® Services (real-time payments)***

Send and receive payments (B2B, B2C, C2B, P2P) at any time using a routing and checking account number. Your payment settles within 15 seconds once they hit the RTP network.

2. **Disbursements with Zelle®**

Pay electronically, instead of by check. Your recipients only need to provide an email address or mobile phone number.

3. **Push to Card**

Send payments to debit cards† or general-purpose reloadable prepaid cards. You also get near real-time information on payment status.

* RTP® is a registered service mark of The Clearing House Payments Company L.L.C. Our RTP Services are available subject to applicable product eligibility.

† Debit cards must be linked to U.S. checking accounts.



Reconciliation with Direct BAI

Do you spend more time than you would like consolidating information and creating reports each month?

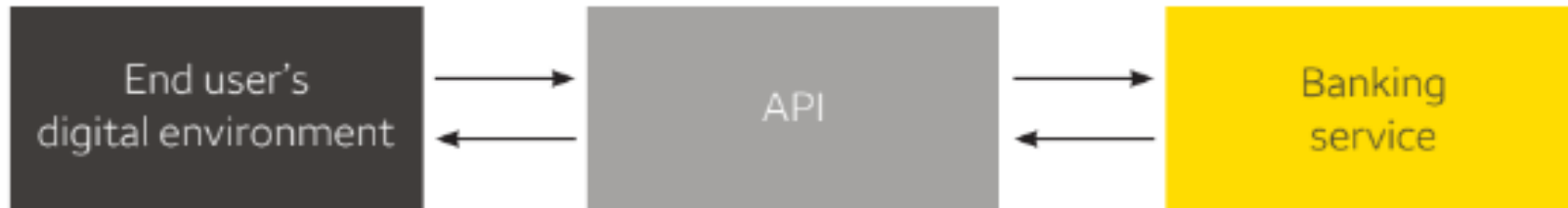
What if we could help manage those details for you, freeing you to concentrate on big picture decisions?

- Complete financial data
- Previous day BAI files
- Intraday BAI files
- Data Exchange
- Allowing your ERP investment to work for you



What are APIs?

An API (Application Programming Interface) is what helps two different systems communicate and exchange information back and forth, on demand. It's like the wiring of a lamp. Once it's connected, all you have to do is flip the switch whenever you want some light.



API's are everywhere

As businesses continue to modernize, APIs will likely become a more prevalent and indispensable part of your evolved processes. Even now, in your daily life, you might use APIs more than you think.

Can APIs work for you?

While APIs can bring value to almost anyone, you have even greater potential to benefit if you:

- Send and receive a large number of electronic payments every day
- Deal frequently with urgent or time-sensitive payments
- Have complex data reporting needs
- Have extensive security and due diligence requirements

Account analysis – 822 file

Features

- Industry-standard file allows direct loading of analysis statements into customer's reconciliation system.
- 822 file is compatible with treasury services software packages.
- Several delivery options are available: PC-to-PC, mainframe-to mainframe, email, or through online portal.
- 822 file is available on the day after analysis.

Intended benefits

- Eliminates manual review and/or keying of data, which can save time and expense.
- Allows automated and more timely monitoring of bank compensation and business product usage.

Testing is not necessary when going through an ERP upgrade or conversion.

1

True

2

False

The ERP journey doesn't necessarily end when you go live.

1

True

2

False



Thank you