



The Future of treasury: How the design principles for the next generation are changing



For many organizations, the pandemic has served to highlight the vital importance of the treasury function in ensuring capital clarity and cash visibility. The last 15 months has not been without its challenges, and while 55% of treasurers reported cashflow forecasting as their highest priority in 2020, the mechanics of the treasury operation has come under intense scrutiny as corporates seek to optimize their cash management.

As we now begin to navigate out of the pandemic, the future is still uncertain. It brings to light the future of treasury and how, if organizations are to successfully innovate to survive, the treasury function must move faster towards full digitization if they are to be more adept at operating in a digital age.

In this webinar hosted by Global Treasurer and Oracle, we will discuss some of the key challenges facing treasury today and how, with the role

of technology and key industry initiatives, the principles underpinning the treasury function will be very different for the future generation.

Listen to the expert panelists share these key discussion points:

- The evolving role of the treasury function and some of the key challenges currently facing them today.
- The future of treasury and how to leverage new technologies and modern payment rails to ensure better working capital management.
- How businesses can build a better treasury operation to provide cash liquidity, work across open banking principles and deliver capital clarity.
- The emergence of new business models and the differences in how banks will address the needs of larger, global organizations and SMEs in the future.

Meet the speakers



Victor Penna

Co-head of Global
Transaction Banking
Mashreq



Mike Richards

CEO and Founder
**Treasury Recruitment
Company**



Greg Hilbrich

Executive Vice President
and Treasurer
Oracle



Parag Ekbote

Head Business Development,
Corporate Banking
Oracle Financial Services

“

At the end of the day, treasurers will continue to value strong transaction banking relationships—one for their financial strength, two for market knowledge, and three for the networks. I don't think this will go away as they can reach into many countries and get business done in this manner. And, fintechs will come into the market and develop very selective services which will be attractive to treasurers.”

“I think the banks that are successful in the future are the ones that will effectively collaborate with fintechs. And, in some sense, open banking will drive that. Collaboration is the way to go for banks as they operate in a world of co-opetition, or they will get left behind. If banks are smart about it, they will embrace collaboration to develop packaged services that marries the best of what their banks can deliver with the value-added services that fintechs can deliver. Some banks may also learn to develop fintech-like services, and you will then see hybrid types of services emerging in the market.”



Victor Penna

Co-head of Global
Transaction Banking
Mashreq

44

The larger problem of collaboration goes back to the infrastructure which we are building our business on. Businesses are running 24/7, and their business models are changing, like e-commerce—businesses are running at the speed of commerce. Yet, if you look at banking systems and infrastructure that still exists, they are still running in batch mode to a large extent.

“The challenge from a collaboration standpoint lies with the building blocks we are putting in place for collaborating with each other”



Parag Ekbote

Head Business Development,
Corporate Banking
Oracle Financial Services

“

The question of whether outsourcing makes sense or not comes down to an inherent evaluation of the tradeoff between economies of scale and conflicts of interest. Outsourcers can typically do things more efficiently at a lower cost as they are specialists. But in outsourcing, the inside function is ceding control to some extent, and that comes with risk.”

“If I put myself in the shoes of small, medium enterprise’s treasury functions, I could see myself increasing outsourcing activities to banks and other players such as fintechs. For I am sure that they have platforms that are sufficiently technologically advanced.”



Greg Hilbrich

Executive Vice President
and Treasurer
Oracle

“

There is a much bigger opportunity to automate rather than outsource. If you are looking at the balance of work in a traditional treasury, you will find that it's heavily weighted towards transaction processing. Probably 70%–80% of the time and human resources in treasury is spent on that type of activity.”

“There is a lot of technology out there that allows you to automate transaction processing. For example, robotic process automation is heavily deployed in several leading treasuries as it may effectively eliminate the workload and free up treasurers to focus on strategic tasks. Thus, this is the part you won't want to outsource.”



Victor Penna

Co-head of Global
Transaction Banking
Mashreq

Here's your on-demand audio link!

To help you navigate the discussion, we hope you find the following listening bookmarks handy:

MINUTE

- 4:00 **As we move into the new normal, what are the key challenges treasurers need to face and overcome?**
Greg Hilbrich, Executive Vice President and Treasurer, Oracle
-
- 7:00 **The importance of treasury function and why it should be seen as a strategic, business growth enabling function**
Parag Ekbote, Head Business Development, Corporate Banking, Oracle Financial Services
-
- 11:00 **How can global banks support treasury initiatives in the age of digital business models?**
Victor Penna, Co-head of Global Transaction Banking, Mashreq
-
- 15:42 **The “co-opetition” relationship between fintechs and banks**
Greg Hilbrich, Executive Vice President and Treasurer, Oracle
-
- 19:00 **The challenges of a 24/7 e-commerce environment and legacy systems**
Parag Ekbote, Head Business Development, Corporate Banking, Oracle Financial Services
-
- 21:15 **Why outsourcing isn't for everyone and treasurers' point of view on outsourcing**
Greg Hilbrich, Executive Vice President and Treasurer, Oracle
-
- 24:12 **Is there a bigger opportunity to automate rather than outsource?**
Victor Penna, Co-head of Global Transaction Banking, Mashreq
-
- 29:05 **Why transformative digitalization means instant, real-time banking**
Greg Hilbrich, Executive Vice President and Treasurer, Oracle
-
- 31:50 **What are the key obstacles in the treasurers' journey to digitization?**
Victor Penna, Co-head of Global Transaction Banking, Mashreq
-
- 40:48 **How the treasury function differs depending on size**
Victor Penna, Co-head of Global Transaction Banking, Mashreq
-
- 47:20 **Why real-time payments integration is needed for improved performance**
Greg Hilbrich, Executive Vice President and Treasurer, Oracle

Looking for more information



Preparing for Economic Restoration in a Post-COVID-19 World: Impacts & Actions for Banks and Corporates

Parag Ekbote, your moderator from this webcast and also our Head of Business Development re-iterates some of the impacts and best practices banks need to consider in re-thinking their way forward.



Finextra TV Interview

Decoding the Buzz: The Evolution of Virtual Accounts

The Evolution of Virtual Accounts Conor Colleary, Group Vice President at Oracle Financial Services talks about how VAM is transforming treasury and why that is critical in today's new environment.



Unlocking Trade in a Real-Time World

Banks need to start incorporating digitization and automation practices in their trade finance offerings and operations to better serve their corporate clients in today's connected real-time world.

Achieve Capital Clarity with Oracle Financial Services

Connect with us

