



BGP Management Consulting

Controllo, automazione e connettività: soluzioni innovative per una tesoreria integrata



Innovation & Solutions

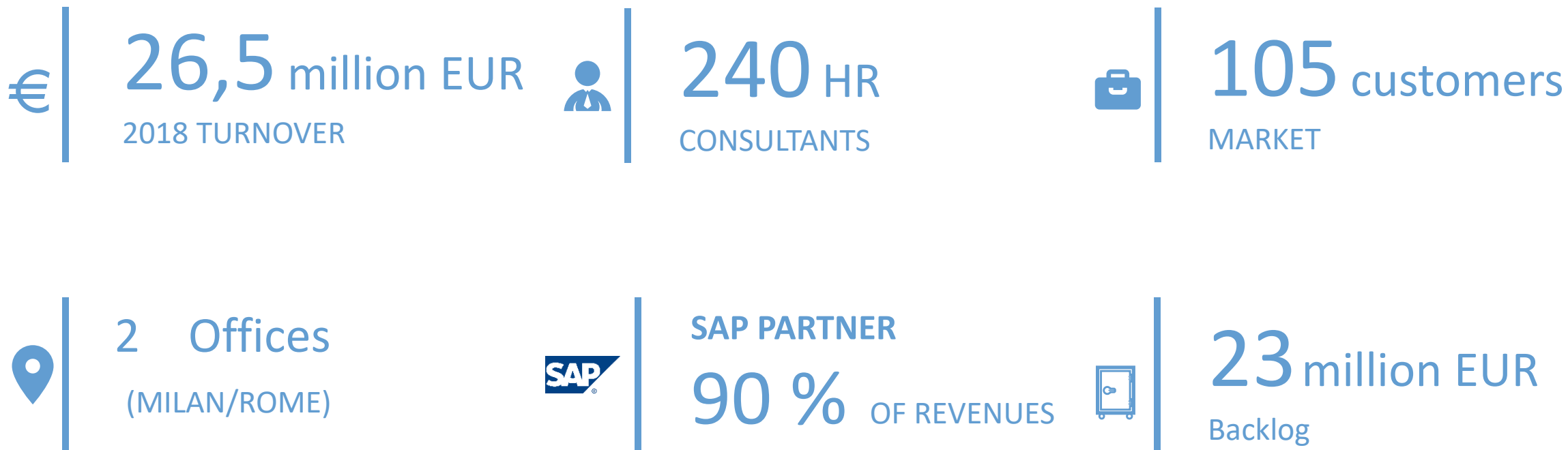


BGP Management Consulting

La nostra storia e i nostri numeri...



Da 30 anni BGP offre prodotti e servizi dedicati al disegno, alla realizzazione e alla gestione di sistemi informativi aziendali, partendo dalle specifiche esigenze delle singole aree funzionali per arrivare alle soluzioni complete di ERP e di Business Intelligence, per consentire al Management processi decisionali consapevoli e coerenti con le opportunità offerte dall'evoluzione delle tecnologie IT quali le soluzioni In Memory fruibili anche attraverso piattaforme Mobile e Cloud e le soluzioni IOT.



BGP Advisory ha l'obiettivo di supportare i clienti con specifiche competenze di Management Consulting e di Program / Project / Service Management.

BGP Technology opera nella consulenza e nel supporto tecnologico per l'implementazione e il governo delle piattaforme innovative **SAP (SAP HANA e SAP CLOUD PLATFORM)**. Collabora in maniera semplice ed intuitiva con la **Funzione IT** studiando nuove applicazioni software o impostando i programmi di manutenzione per applicativi già operativi



BGP Business Intelligence & Analytics opera nella progettazione e realizzazione di soluzioni applicative in ambito **Enterprise Data Warehousing** nonché soluzioni **Analitiche** e di **Self-BI** sia on-premise che on-cloud



BGP ERP Solution opera nelle aree **Planning & Controlling, Financial e Logistics** con un'organizzazione verticale per **Competence Center** in grado di supportare le funzioni **Amministrazione, Controllo e Operazioni** nello sviluppo di un approccio coerente, integrato e ad alto valore aggiunto



BGP Treasury opera esclusivamente in area **Tesoreria** affiancando la **Funzione Finanza** alla ricerca di una maggior efficienza della tesoreria aziendale nel suo complesso. Attraverso l'**accentramento operativo e dei rischi finanziari** nel percorso organizzativo per un controllo più attento dell'universo bancario



BGP Human Capital opera come supporto proattivo alla funzione **Risorse Umane** al fine di migliorarne le performance ed il clima organizzativo con la potenza delle soluzioni **In Cloud e Ibride**



BGP Financial Services Solution sviluppa soluzioni e servizi specifici di Industry operando nel settore **Assicurativo, Bancario e Parabancario**.



Cash & Liquidity Management

- Visibilità della situazione di liquidità e della posizione finanziaria netta
- Forecast di tesoreria
- Ottimizzazione della liquidità



Connessione Bancaria Pagamenti Elettronici

- Definizione ed implementazione dei canali di connessione al sistema bancario internazionale
- Scelta dei formati e dei servizi di connettività
- Ottimizzazione degli strumenti di pagamento



Accentramento Tesoreria

- Payment/collection factory
- Cash pooling bancario e dispositivo
- Ottimizzazione dei rapporti intercompany



70 customers

MARKET



45 HR

CONSULTANTS



Treasury e Risk Management

- Gestione operazioni di mercato
- Gestione indebitamento
- Asset management
- Gestione operazioni derivate di copertura
- Hedge Management and Accounting
- Valutazione del portafoglio
- Cash.Flow @ Risk



Commodity Risk

- Settore Food
- Settore Fashion
- Settore Metal



Planning & Reporting

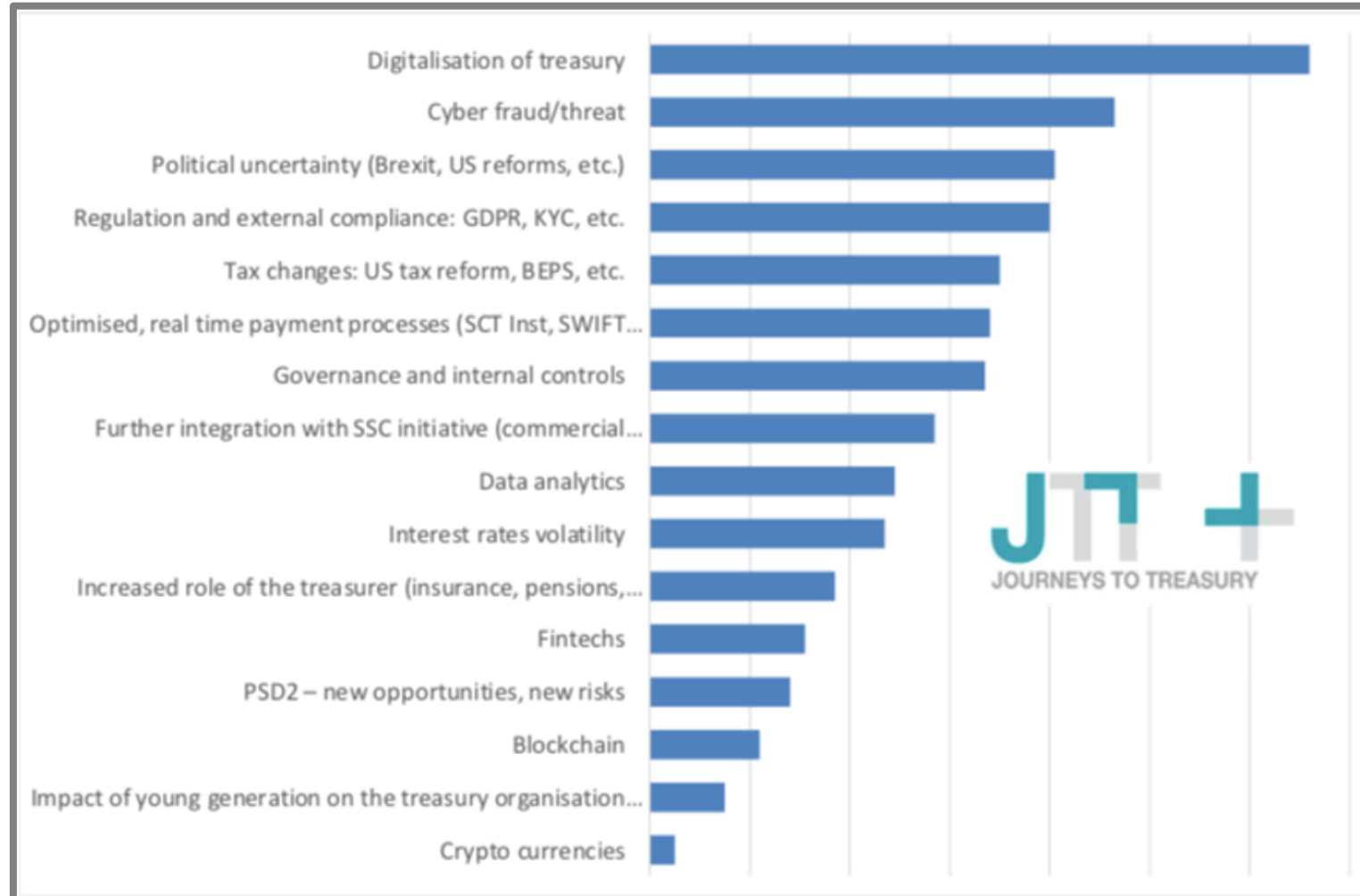
- Sistemi di pianificazione e budget patrimoniale e finanziario
- Planning e forecasting di tesoreria
- Financial Reporting



Digital Finance: nuove sfide per il Tesoriere

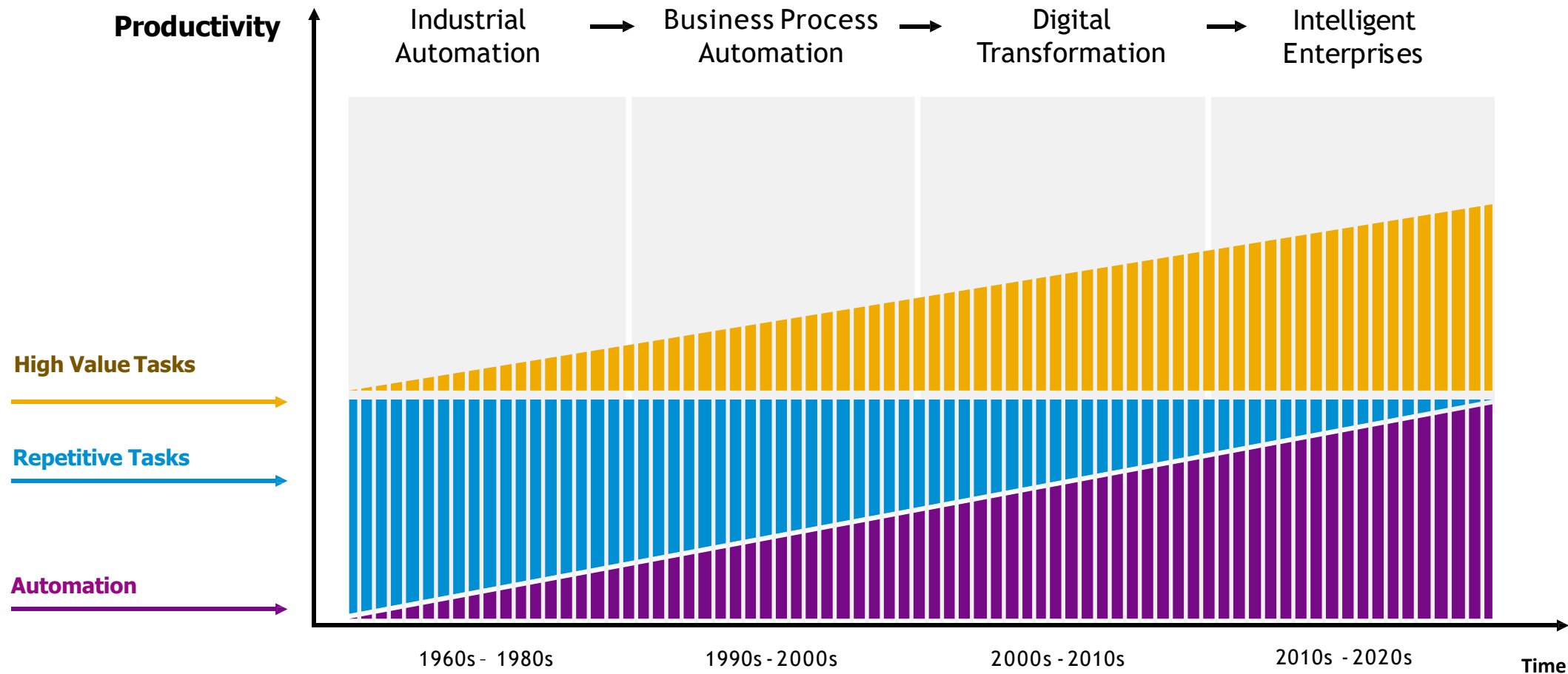
Treasurers' priorities are evolving

They are looking for ways to align better with these priorities



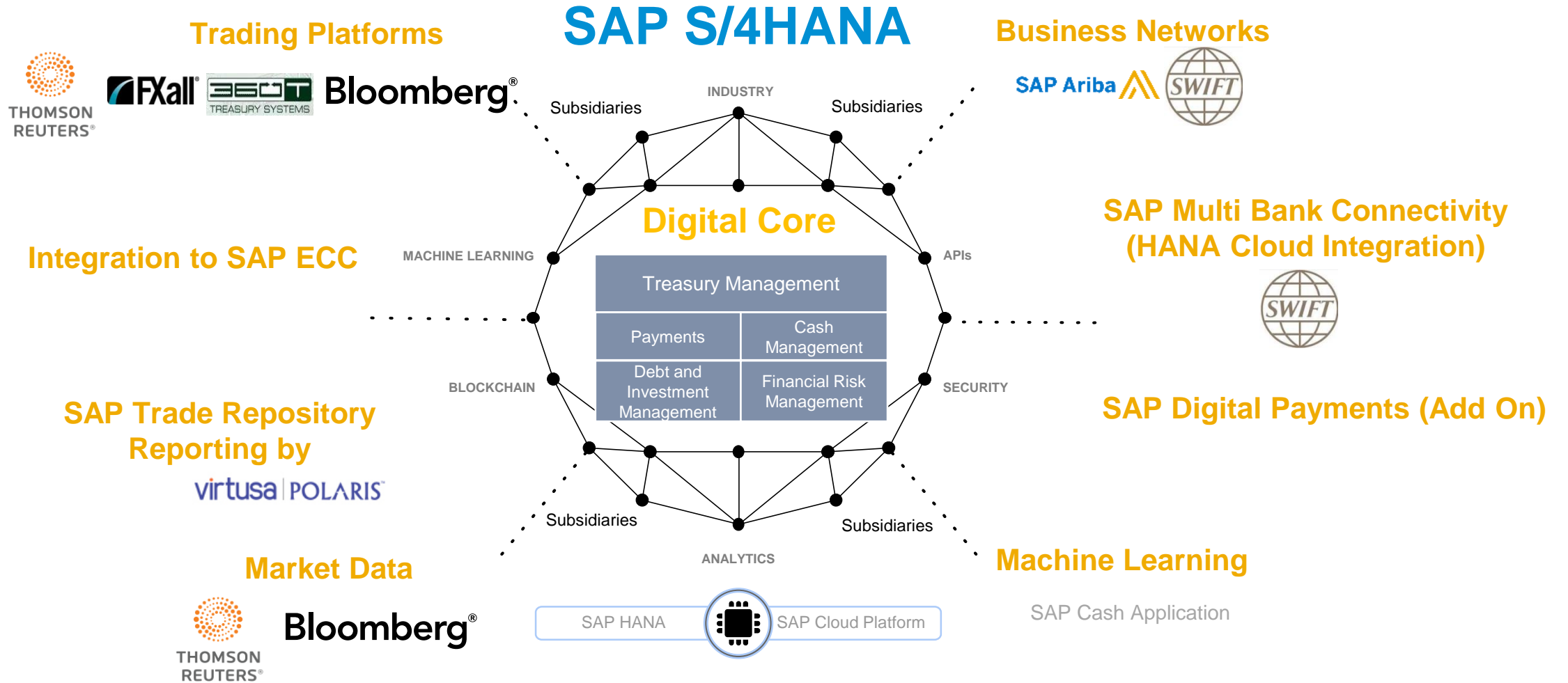
Source: JTT 2018 Survey published through the European Association of Corporate Treasurers

Evoluzione del mondo Treasury



Treasury Integration

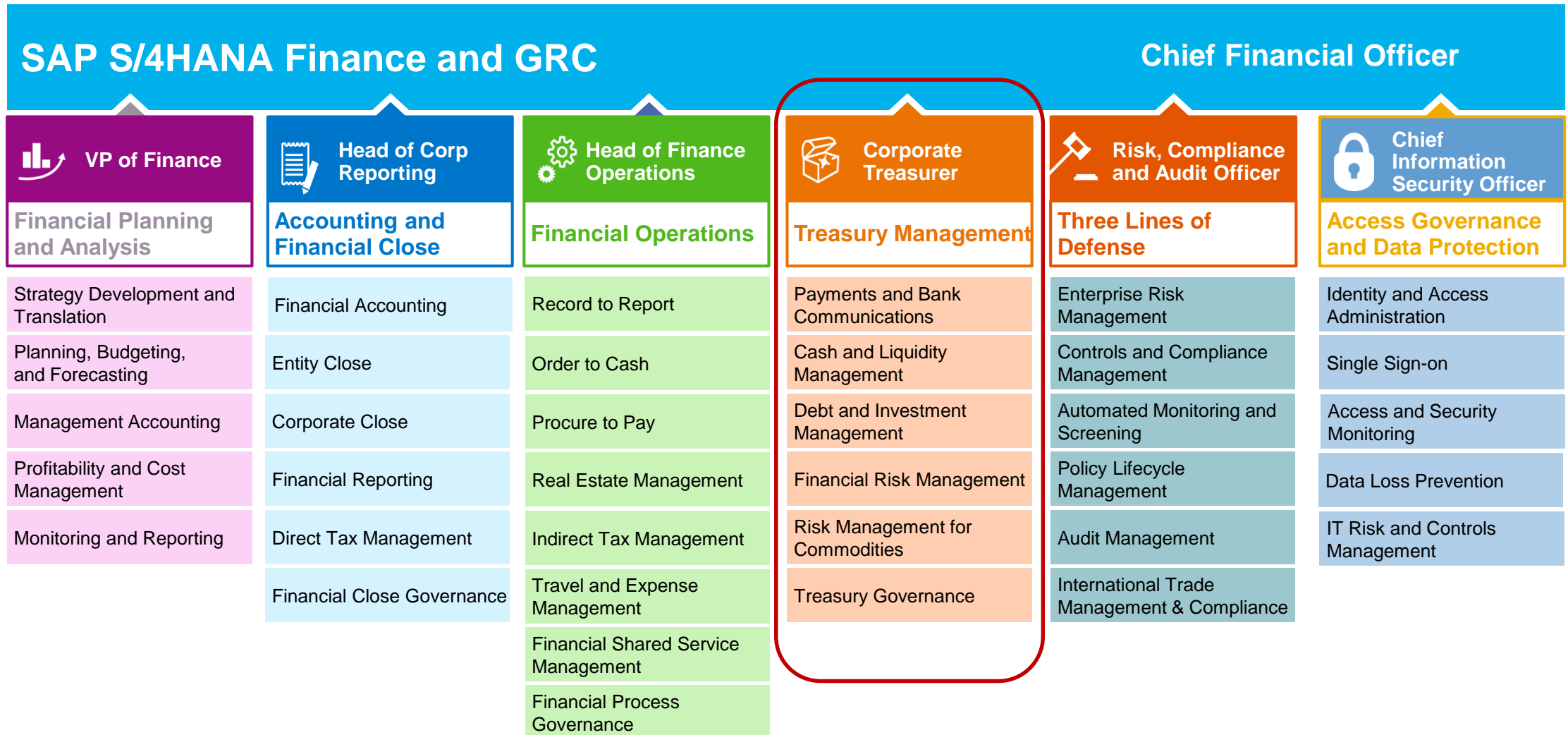
Supporting an ecosystem of connected processes



SAP S/4HANA Digital Core



Including fully integrated treasury capabilities



SAP S/4HANA Treasury Management Solution



Corporate Treasurer

Treasury management

Payments and Bank Communications	Payment Operations	Workflow and Signatures	Monitoring and Status Tracking	Payment Factory and In-House Bank*	Bank and SWIFT Connectivity
Cash and Liquidity Management	Electronic Bank Statements		Cash Operations	Liquidity Management*	Bank Account Management
Financial Transactions (Debt / Investment / Risk Mgmt.)	Trading Platform Integration and Deal Capture	Mid Office Risk Controlling	Back Office Correspondence, Settlement and Regulatory Reporting		Accounting
Financial Risk Management	Risk Identification Type and Origin of Risk	Risk Quantification Exposure Mgmt	Risk Analysis	Hedging with Financial Instruments	Market Data Management
Integrated Enterprise Solutions*	Central Finance	Working Capital Management	Treasury Governance	Commodity Risk Management	Trade Finance
	Machine Learning and Predictive Analysis		Apps & Services on Cloud Platform		Analytics and Digital Boardroom

* All or parts of this capability are currently not available in Multi-Tenant Cloud

Cash Operations – End-to-End Process



Bank Master Data

Integrated Bank Account Management



Cash Visibility

Get real time information about global cash balances



Initiate Payments

Initiate Treasury payments including workflow management



Payment Tracking

Release payment while checking signatories and monitor status of payment process

Bank Risk Today

Maintain Signatory For Multiple Accounts

Cash Position Global Cash Position
377.0 M EUR
1 hr. ago

Bank Statement Monitor Import Success Rate
95.68%

Make Bank Transfers

Track Bank Transfers
17 Incomplete

Monitor Batches and Payments
7

Approve Bank Payments
7

Payment Statistics In the Last 90 Days
Initial: 21.31M
Exception: 1.47M
0 EUR

Liquidity Item Name	K.	Overdue	Tue, Aug 4, 2015	Wed, Aug 5, 2015	Thu, Aug 6, 2015	Fri, Aug 7, 2015	Sat, Aug 8, 2015	Sun, Aug 9, 2015	Mon, Aug 10, 2015	Late
Bank Acct Currency: AED			0.00 AED	0.00 AED	0.00 AED	0.00 AED	0.00 AED	0.00 AED	0.00 AED	
Bank Acct Currency: CAD			0.00 CAD	0.00 CAD	0.00 CAD	0.00 CAD	0.00 CAD	0.00 CAD	0.00 CAD	
Bank Acct Currency: CNY			-800.00 CNY	200.00 CNY	200.00 CNY	200.00 CNY	200.00 CNY	200.00 CNY	200.00 CNY	
Bank Acct Currency: EUR			1,099,807.09 EUR	-2,667,762.20 EUR	-2,524,309.54 EUR	-4,540,219.87 EUR	-5,983,586.10 EUR	-5,983,586.10 EUR	-5,983,586.10 EUR	-5,986,727.41 EUR
Company Code: 0001 - SAP A.G.			0.00 EUR	0.00 EUR	0.00 EUR	0.00 EUR	0.00 EUR	0.00 EUR	0.00 EUR	0.00 EUR
Company Code: CE01 - Country Template DE			0.00 EUR	0.00 EUR	0.00 EUR	0.00 EUR	0.00 EUR	0.00 EUR	0.00 EUR	0.00 EUR
Company Code: F001 - Tools Inc. Europe			0.00 EUR	0.00 EUR	0.00 EUR	0.00 EUR	0.00 EUR	0.00 EUR	0.00 EUR	0.00 EUR
Bank Account: 092303701			0.00 EUR	8,113.50 EUR	8,113.50 EUR	5,565.50 EUR	-434.50 EUR	1,945.50 EUR	1,945.50 EUR	1,945.50 EUR
Receivables: Increase/Decrease			15,012.44 EUR	0.00 EUR	0.00 EUR	0.00 EUR	2,380.00 EUR	0.00 EUR	0.00 EUR	0.00 EUR
Sales of Goods			88.00 EUR	0.00 EUR	0.00 EUR	0.00 EUR	0.00 EUR	0.00 EUR	0.00 EUR	0.00 EUR
Receivables: Increase/Decrease			-22,232.20 EUR	0.00 EUR	-2,548.00 EUR	-8,000.00 EUR	0.00 EUR	0.00 EUR	0.00 EUR	0.00 EUR
Trade payables			-163,738.20 EUR	0.00 EUR	0.00 EUR	0.00 EUR	0.00 EUR	0.00 EUR	0.00 EUR	0.00 EUR
Bank Account: 19850204			0.00 EUR	0.00 EUR	0.00 EUR	0.00 EUR	0.00 EUR	0.00 EUR	0.00 EUR	0.00 EUR
Bank Account: 201508040001			0.00 EUR	0.00 EUR	0.00 EUR	0.00 EUR	0.00 EUR	0.00 EUR	0.00 EUR	0.00 EUR
Bank Account: 717777777			-8,044,550.82 EUR	10,000.00 EUR	10,000.00 EUR	10,000.00 EUR	10,000.00 EUR	10,000.00 EUR	10,000.00 EUR	10,000.00 EUR
Bank Account: 91203000			39,431.63 EUR	100,004.145.00 EUR	100,004.143.00 EUR	100,019.155.00 EUR	100,017.865.00 EUR	100,017.865.00 EUR	100,017.865.00 EUR	100,016.794.00 EUR
			-8,173,979.15 EUR	100,022,758.50 EUR	100,019,709.50 EUR	100,028,929.50 EUR	100,029,810.50 EUR	100,029,810.50 EUR	100,029,810.50 EUR	100,028,639.50 EUR

Recent Innovation Highlights

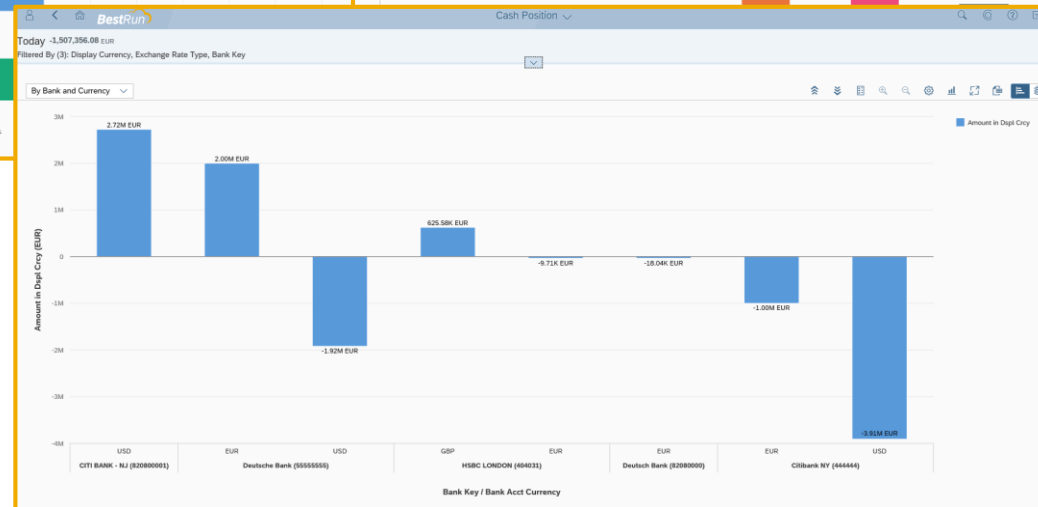
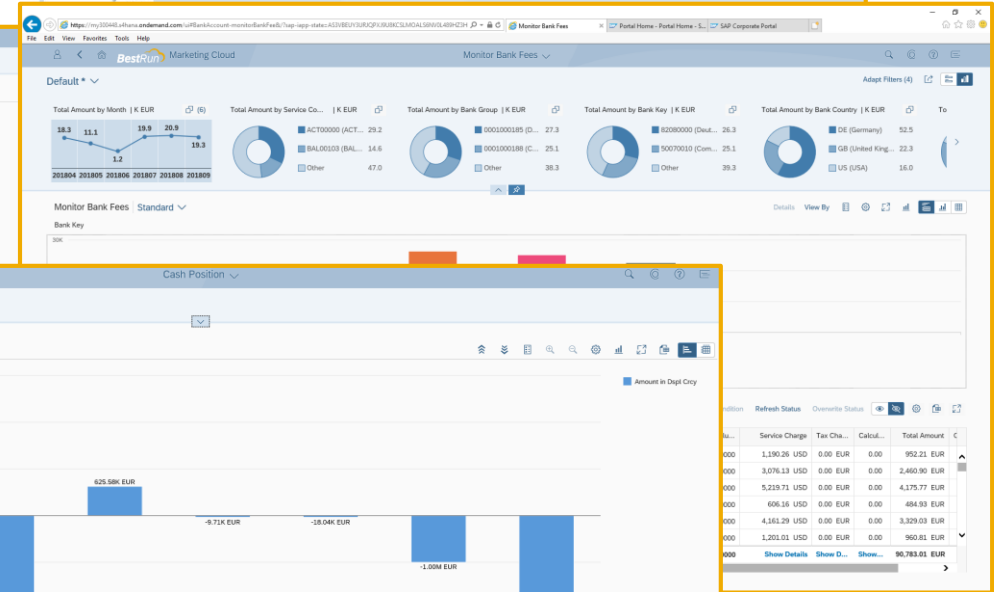
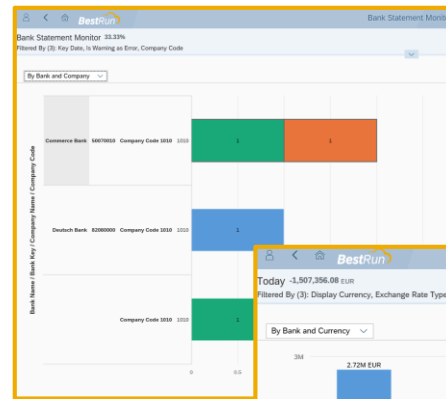
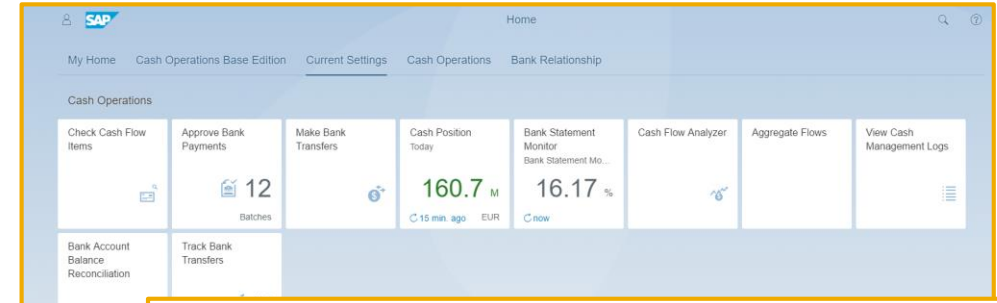
SAP Cash and Liquidity Management

Bank Account Management

- Central Management of all bank accounts and signatories
- Audit trail for changes to bank accounts
- Correspondence with banks
- Bank Fee import and Analysis

Cash Position and Forecasting

- Cash Position Analysis with drill-down
- Cash Flow Analyzer
- Memo Records Management
- Cash Flow Snap Shots + Forecast-Actual comparison
- Automatic cash flows from Contracts, Leases and Parked docs
- Cash Pooling – Structure, execution and reporting
- Payment Monitoring
- Hybrid Cash Management (House Banks, Bank Accounts and external cash flows)



SAP In House Cash: Central Treasury

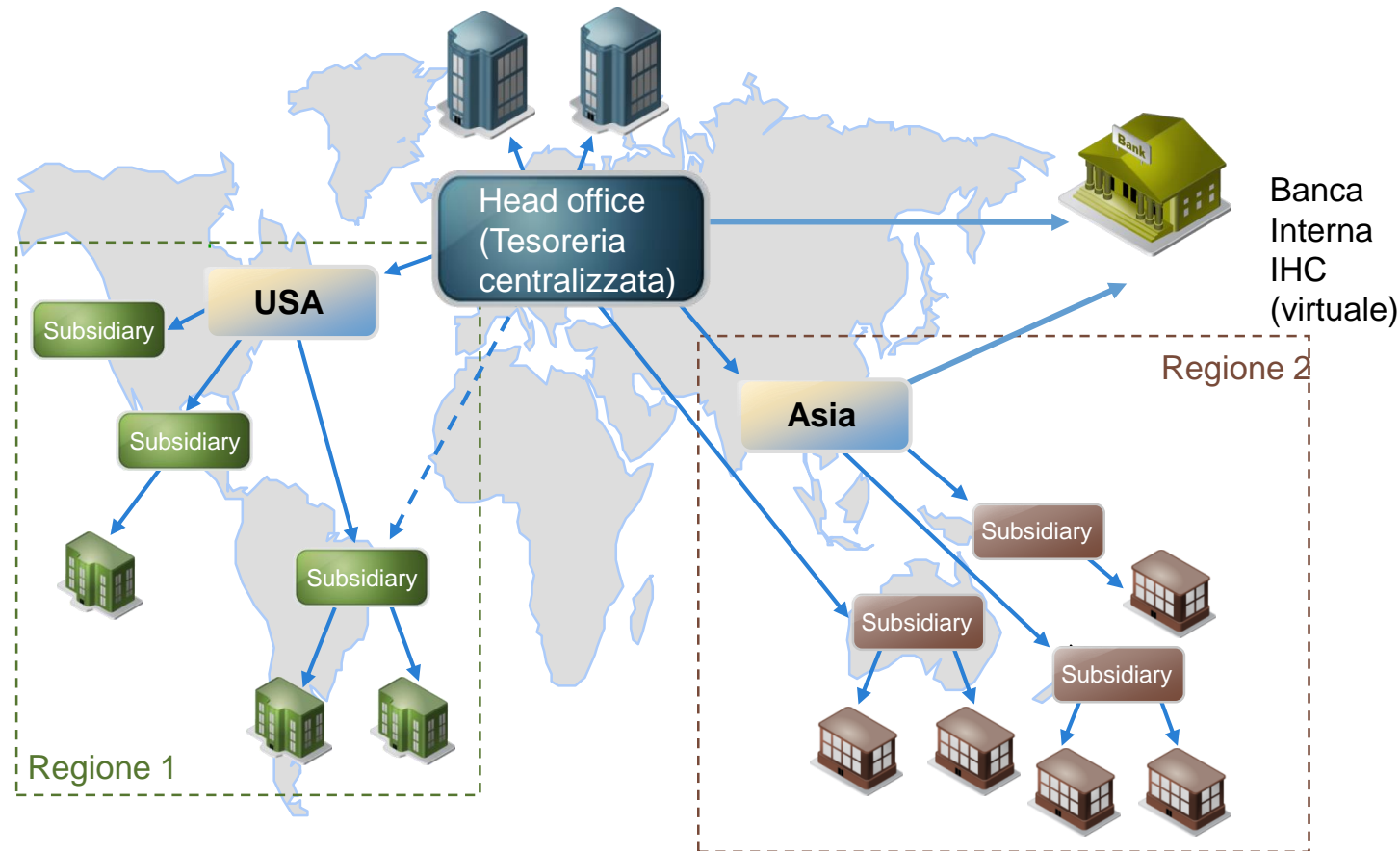
- Centrally managed incoming/outgoing payments
 - Internal Payment (anche multilivello)
 - Central Payment (anche multilivello)
 - External Incoming Payment
 - Local Payment

- Cash Pooling (External Incoming Payment Zero Balance)

- Financial Transactions Intercompany Settlement

- Intercompany interest rates, fees, credit lines

- Intercompany Bank Statement to subsidiaries



Cash Management, Payments and Bank Connectivity



Create global cash visibility in real-time

SAP's Payment and Cash Management solutions

Bank Account Management, In-House Cash and Bank Communication Management

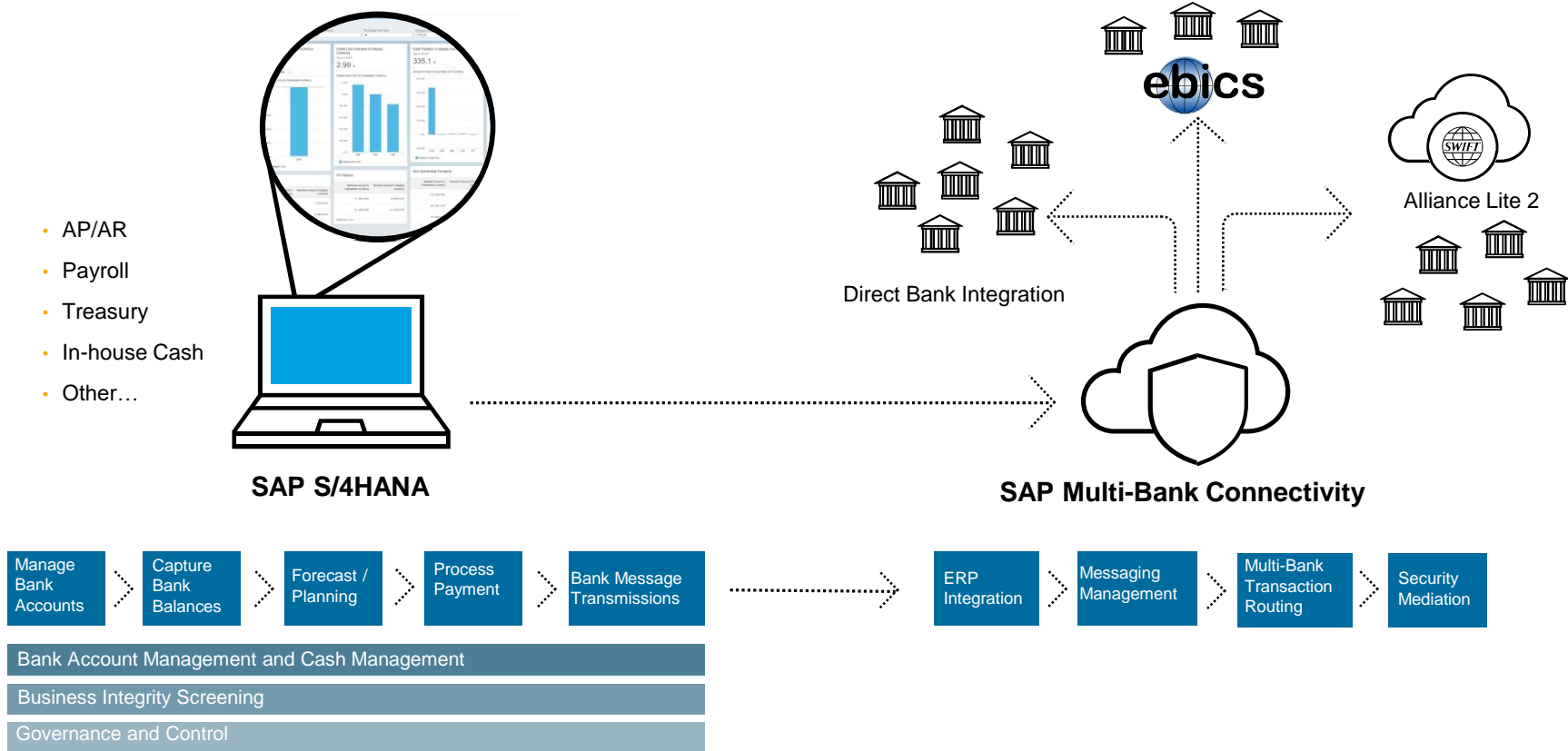
provide an efficient payment factory with all necessary functionalities like netting, I/Co interest calculation, payment via ERP

and helps to cope with increased complexity by significantly reducing the number of E-Banking solutions.

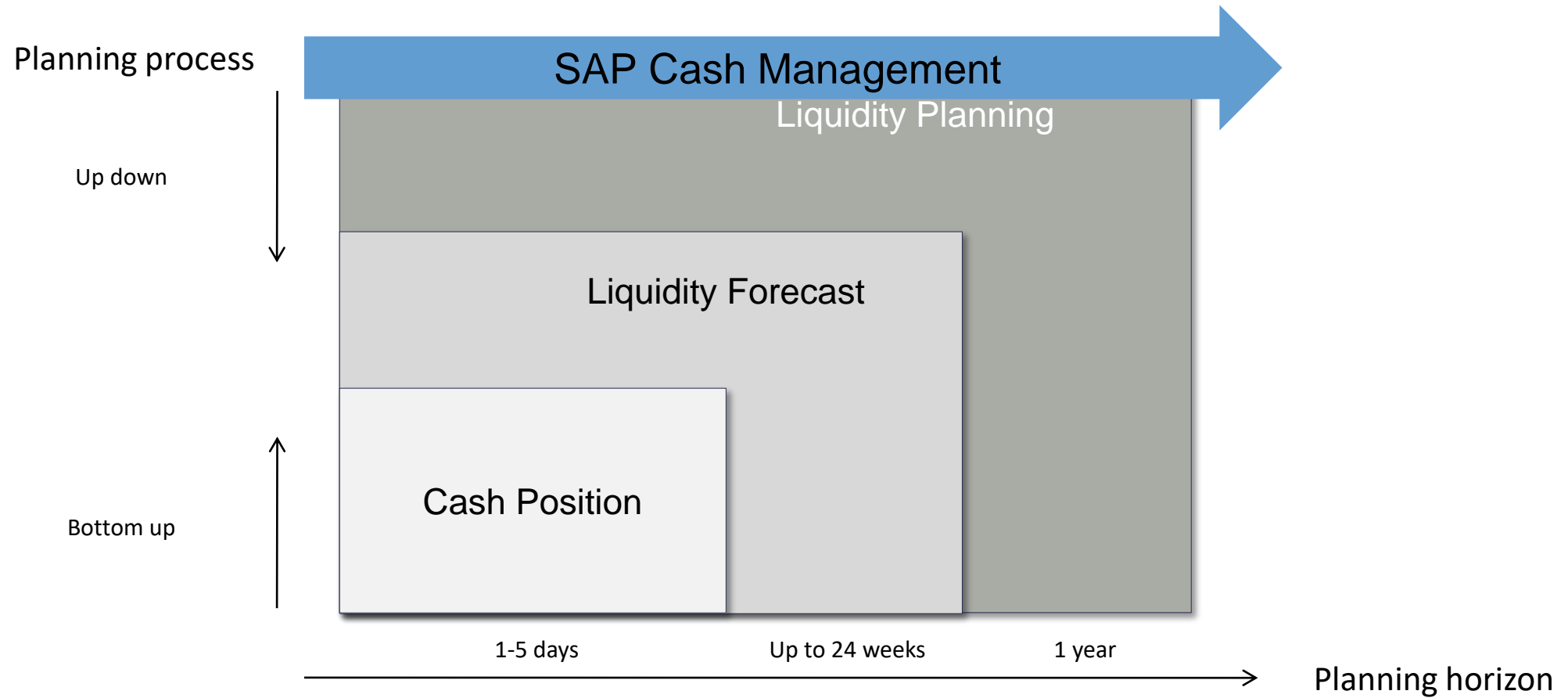
SAP's payments are processed electronically via centralized Bank Communication Management.

Data flow happens via standardized CGI XML messages and a harmonized SWIFT transmission channel.

Signatory power and release processes for all payments centrally managed in SAP Bank Account Management and Bank Communication Management



Glossary



Cash Position

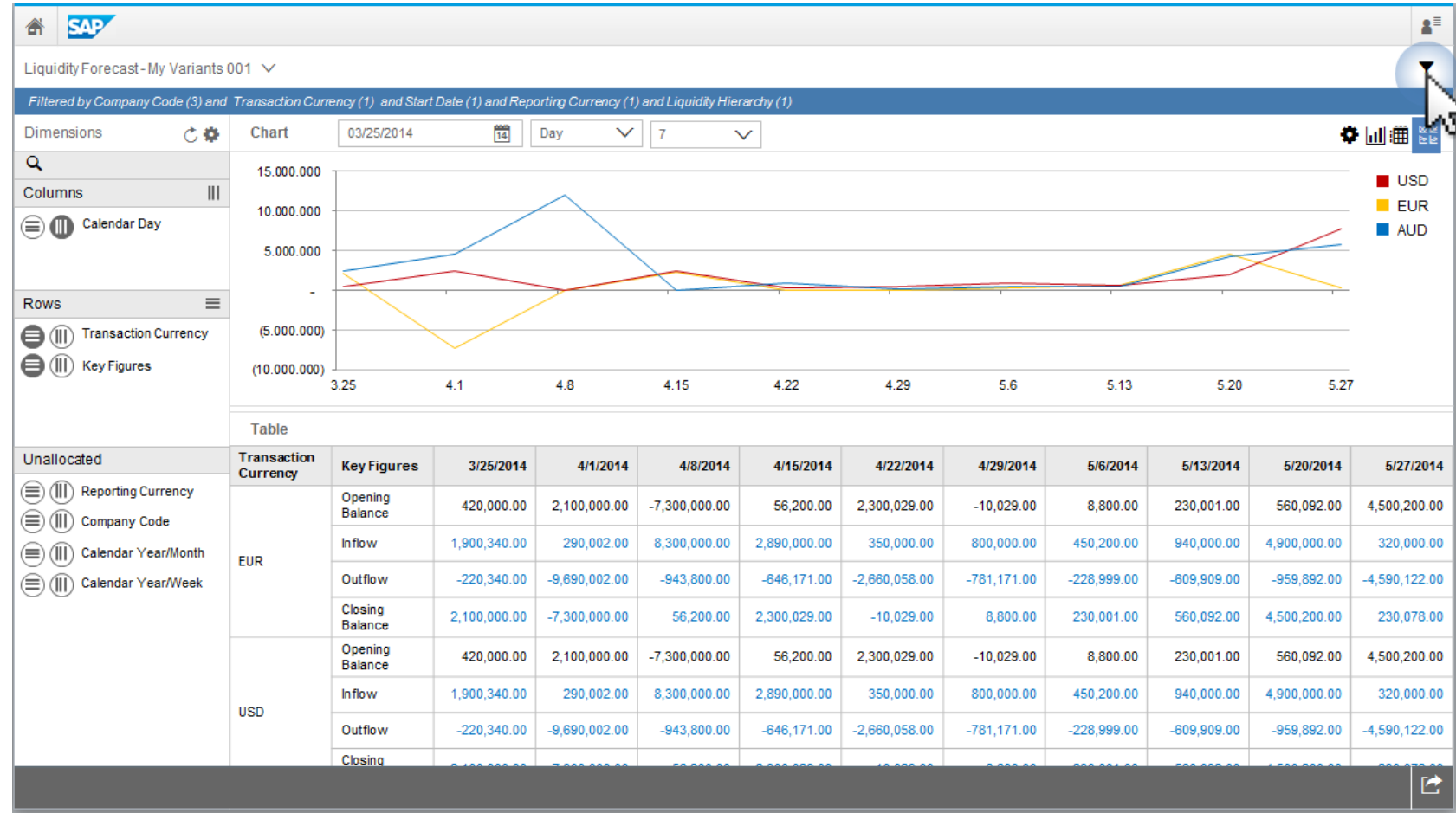
- Bank Statements
- Incoming Outgoing Payments
- Financial Transactions
- External Sources (Memo)

Liquidity Forecast

- Sales Orders / Purchase Orders
- Customer / Vendor Invoices
- Financial Transactions
- External Sources (Memo)

Liquidity Planning

- Embedded Planning Functionalities



SAP Treasury and Risk Management

Comprehensive solution for financial risk management

Risk Analyzers		
Credit Risk Analyzer	Market Risk Analyzer	Portfolio Analyzer

Hedge Management	
Exposure Management	Hedge Accounting



Front office: Position and deal reporting, deal capture, exercise, dealer slip, valuation tools, online limit check

Back office: Standing instructions, correspondence monitor, netting, settlement, rate fixing (interest, FX), references, corporate actions, process monitors

Accounting: Flexible accounting determination, Accounting according to many international accounting standards

Money Market	Foreign Exchange	Derivatives	Debt Management	Securities	Trade Finance	Commodities
Fixed term deposits Commercial Paper Repo	Spot Forward Swaps Options Futures	Cap Floor FRA Swaps Options Futures	Bonds Bank loans Commercial Paper Facilities	Bonds Warrants Stocks Certificates Repo Sec. lending	Letter of Credit Bank Guarantee	Futures Forwards Traded Options Swaps OTC-Options

Management reports:
Positions, Performance, Risk, Ratios, Compliance, Transactions

Middle office:
Risk exposure, Controlling, Compliance

Data export:
Excel, Flat files, Data warehouse (BI)

Additional ad hoc reporting

Multiple graphical reporting tools

Results database for drill-down and historical analysis

Quantify Balance Sheet Exposure



Execute Hedges Interface to



Deal checking and settlement



EMIR Reporting via Virtusa Polaris



Deal valuation and posting

Balance Sheet FX Net Exposures	
Exposures/Hedges	AUD
Exposures	5.812.629,00 AUD
I/C Exposure	6.031.398,00 AUD
Current Licenses	2.596.179,00 AUD
I/C Receivables & Payables	3.015.699,00 AUD
Other Licenses	419.520,00 AUD
Transitory Accounts	-218.769,00 AUD
Incoming Payments	712.980,00 AUD
Outgoing Payments	-931.749,00 AUD

FXall
360T
TREASURY SYSTEMS
Bloomberg®

Spot/Forward Transaction Display: Structure

Company Code: 0001 SAP SE Transaction: 400100021472

Product Type: 40 Poles (new) Activity: 2 Contract Settlement

Transaction Type: 33 Forward

Partner: S7000@SAP1

Rate/Value Data:

Rate	1,43321000	EUR/AUD	Direct	Only Rate
Spot	1,43321000	EUR/AUD		1,42570000
Swap	0,10222000			0,00000000

Value Date: 24.11.2014 Time: 09:34:58

Transactionenregisterobjekte gefunden

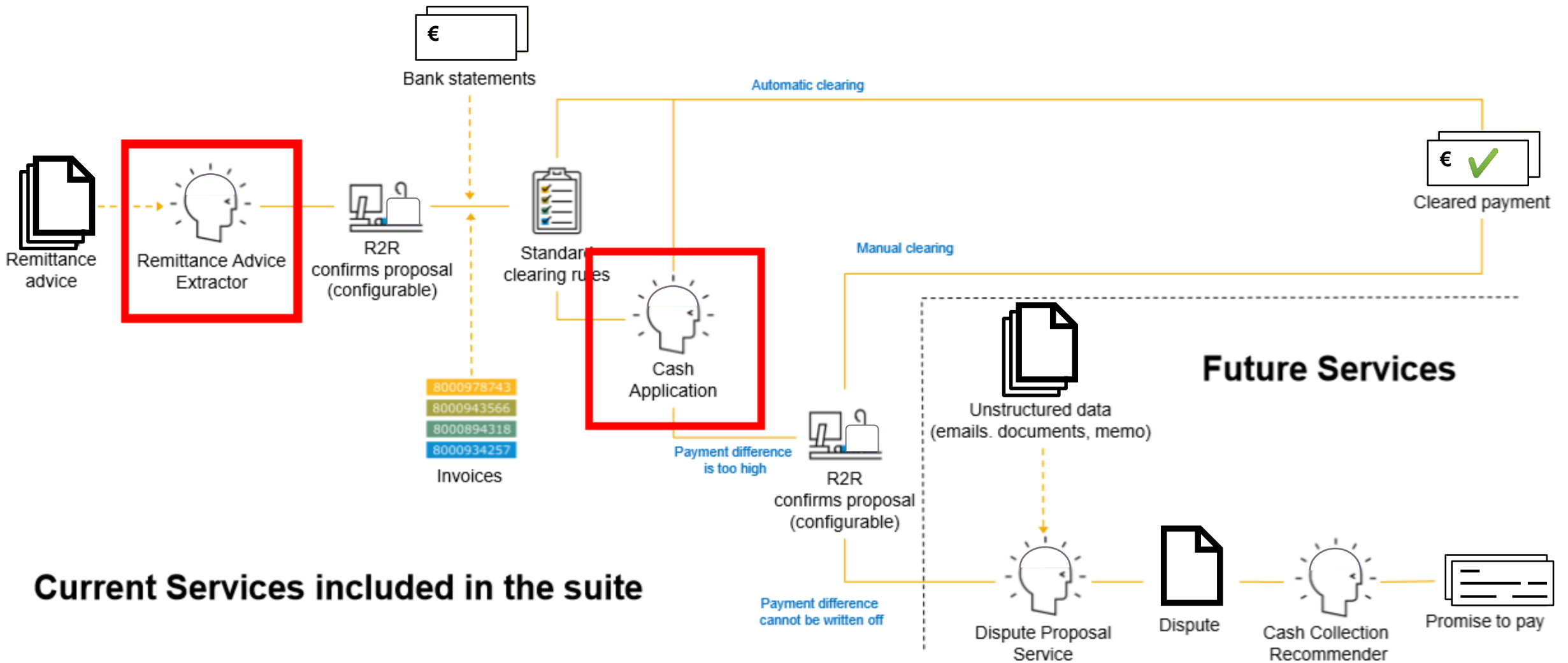
231 0 144 39

virtusa | POLARIS

E	Transaction	Price/NPV t	Business Partner	NPV	Net present value
0	Warning(s)				
32	321 Fin. Object(s)				
0	Error				
0	Warning(s)				
321	NPV(s) to Be Saved				
321	NPV(s) to Be Saved				
E	Transaction	Price/NPV t	Business Partner	NPV	Net present value
0	400010001	Par Method	S0007@SAP1	EUR	5.591.211,09
0	400010001	Par Method	S0008@SAP1	EUR	3.090.508,53
0	400010001	Par Method	S0261@SAP1	EUR	1.745.403,95
0	400010001	Par Method	S0279@SAP1	EUR	1.116.745,78
0	400010001	Par Method	S0279@SAP1	EUR	904.340,90
0	400010001	Par Method	S0002@SAP1	EUR	195.866,29
0	400010001	Par Method	S0035@SAP1	EUR	6.506,67
0	400010001	Par Method	S0035@SAP1	EUR	504.294,07
0	400010001	Par Method	S0710@SAP1	EUR	1.208.578,74
0	400010001	Par Method	S0700@SAP1	EUR	73.360,12
0	400010001	Par Method	S0700@SAP1	EUR	65.207,55
0	400010001	Par Method	S0700@SAP1	EUR	55.020,09
0	400010001	Par Method	S0700@SAP1	EUR	49.163,49
0	400010001	Par Method	S0607@SAP1	EUR	169.913,23
0	400010002	Par Method	S0007@SAP1	EUR	73.489,21
0	400010002	Par Method	S0007@SAP1	EUR	37.518,17
				EUR	5.046.609,64

Order to Cash / Accounts Receivables

End-to-end process with machine learning

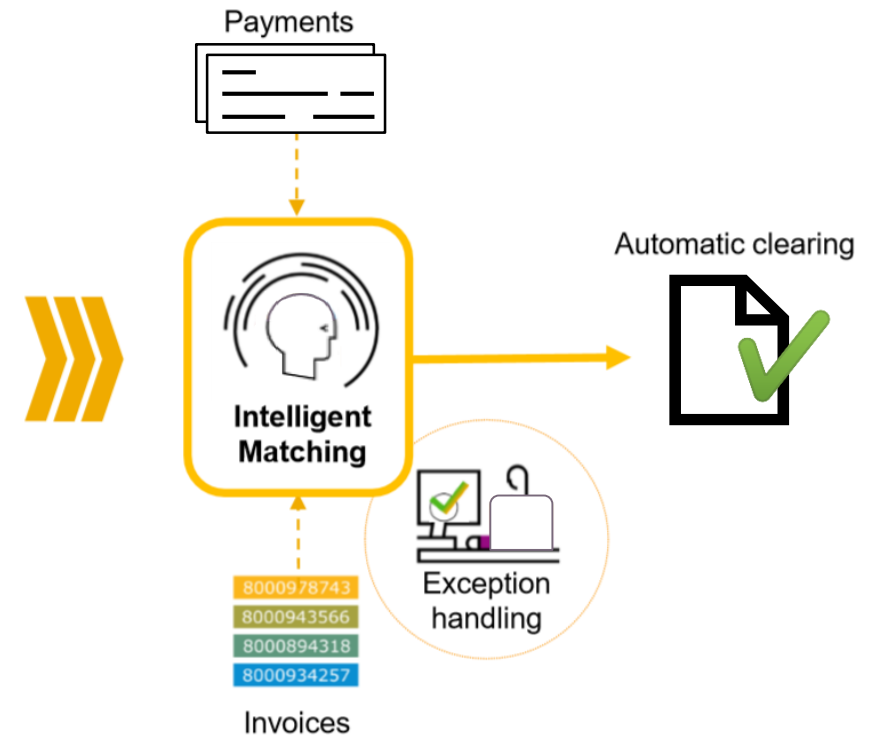
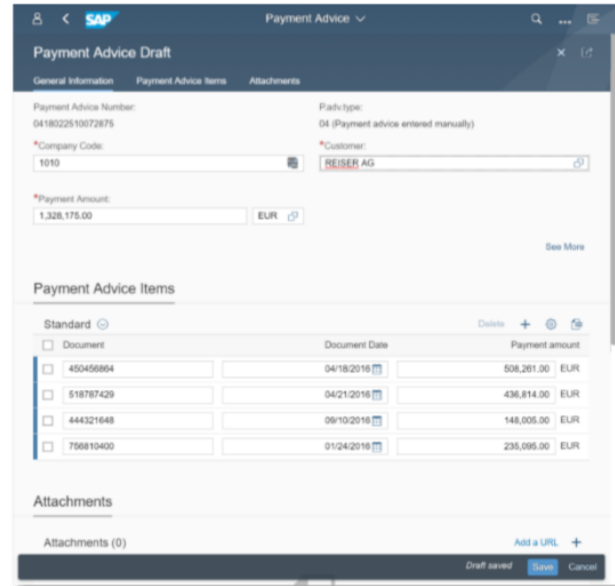
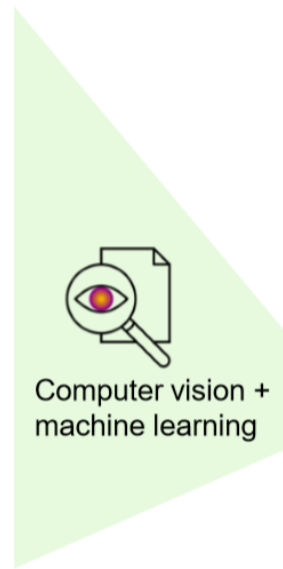


Current Services included in the suite

Future Services

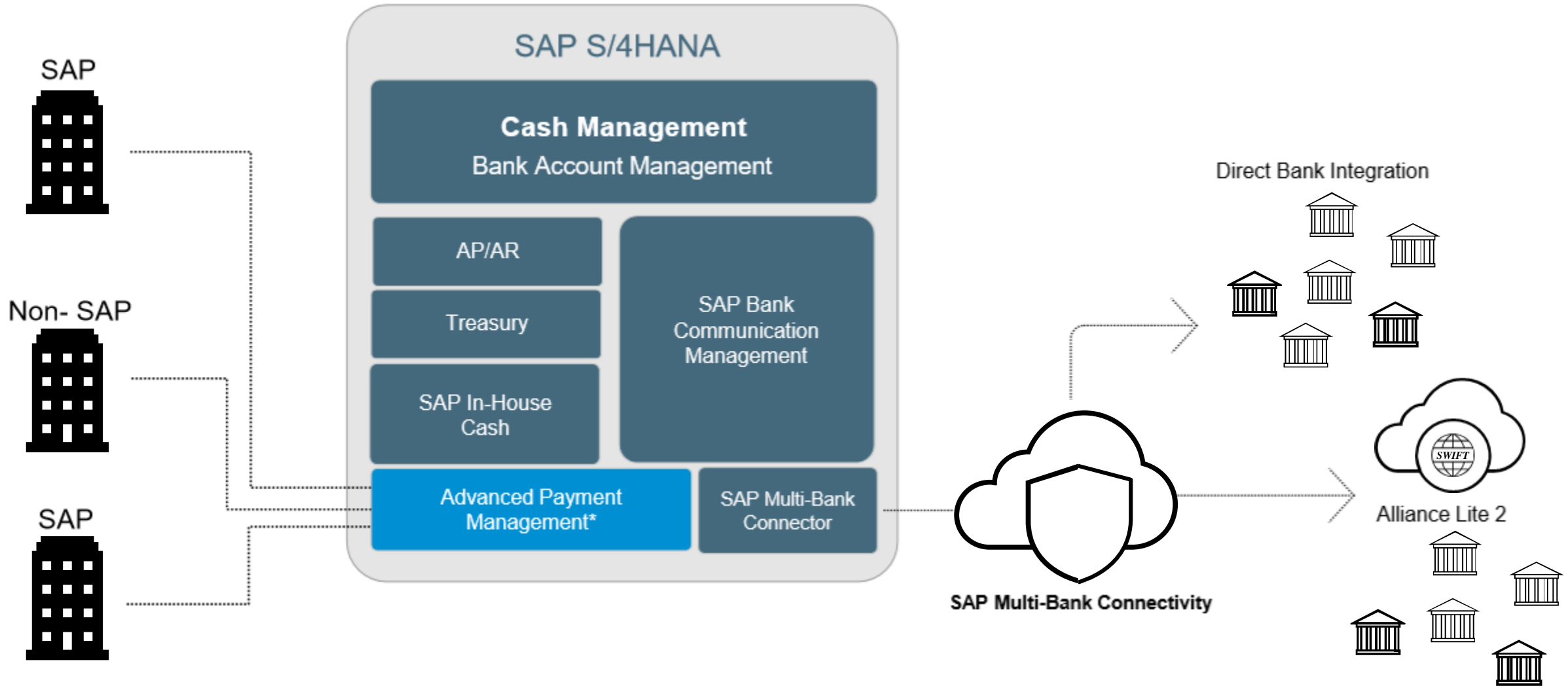
Payment Advice Extraction

Automated payment advice processing seamlessly integrated with SAP Cash Application



Drastically **lower manual efforts** by automatically extracting remittance information from unstructured advices (email, PDF, paper, etc.) to enhance payment matching

Payments and Cash Management



Payments and Cash Management



Subsidiary runs an automatic payment run (F110) creating an outbound message to one determined external bank account. The paid items are cleared out by an FI posting.

Transfer of outbound message (XML, IDoc, CSV, ...) to payment factory via webservice, ALE or physical file

Input manager of the payment factory converts inbound format into a meta format representing the payment

(Optional) approval workflow

Enrichment & Validation (E&V)

- Validate payment correctness (e.g. detect duplicates, validate data, validate internal cut-off times, ...)
- Enrich missing data (e.g. subsidiary specific processing rules, BIC codes, ...)
- Return status message for received payment message/file to subsidiary (e.g. PAIN.002)

Routing

- Option 1: Forward payment as is to house bank (no rebulking, no bank account determination)
- Option 2: Regroup and/or reroute payments to accounts of subsidiary (PINO)
- Option 3: Regroup and/or reroute payments to central group accounts (POBO)
- Retrieve and validate bank account details maintained in BAM (Bank Account Management)

Clearing

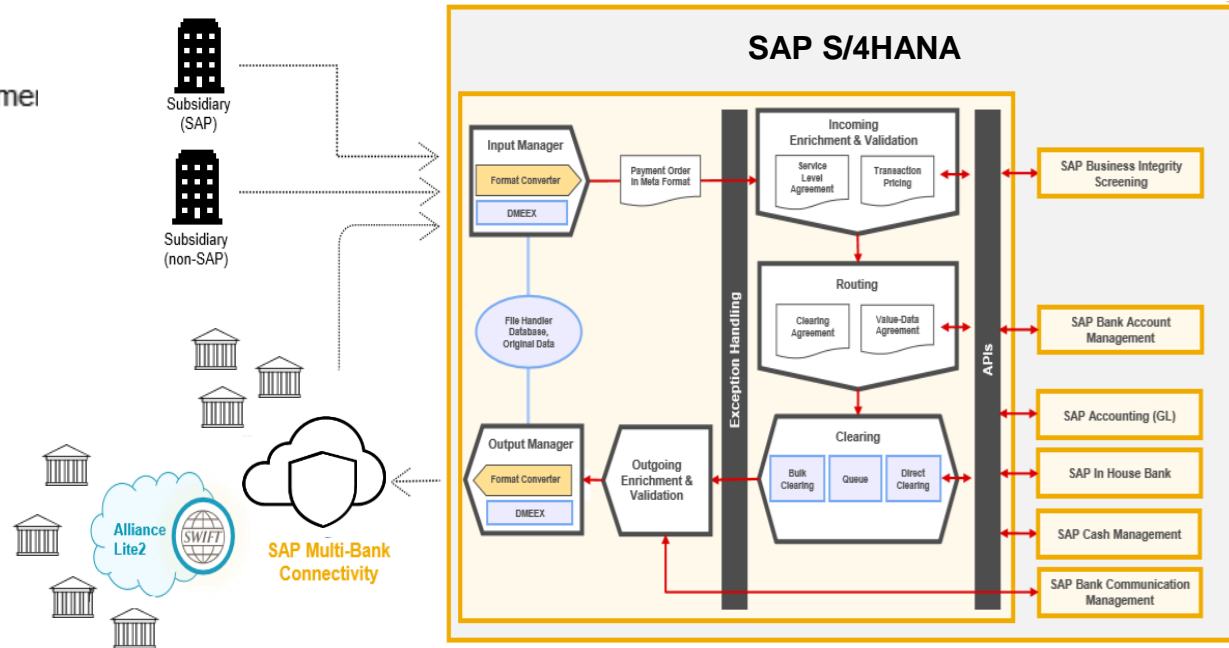
- Update of Cash Management flows
- In case of rerouting – update accounting / in-house bank

Outgoing Enrichment & Validation

- Payment release/authorization via SAP Bank Communication Management

Output Manager

- Create target payment format leveraging existing DMEEX trees
- Trigger bank communication directly via SAP Multi-Bank Connectivity



Type

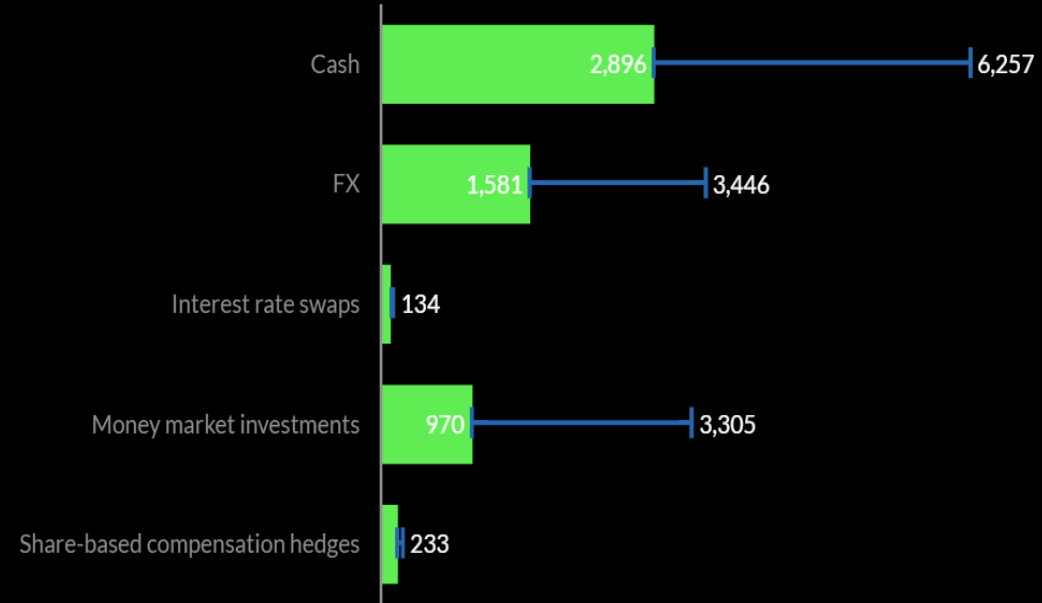
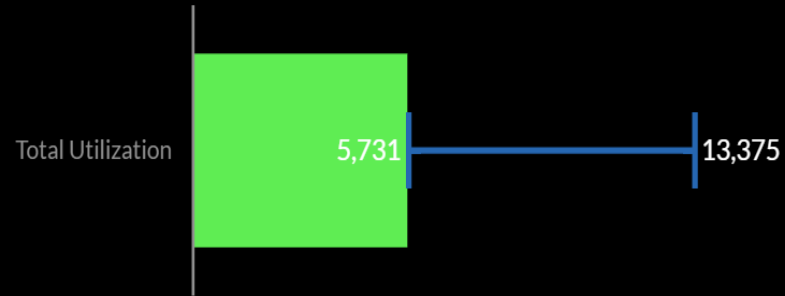
- All
- Core
- Non-Core

Bank

- All
- Cognate Holdings
- Reliance Financial Corp.
- Ward Trust
- First Choice Holdings Inc.
- Globe Holdings Inc.
- Pulse Bancorp
- Credit Bancshares
- Gold Alliance Bank System
- Banco Mercantil
- Sky High Bank Corp.
- Big Heart Trust Corp.
- National Bancshares
- Private Corporation
- Cloud Nine Bank Group

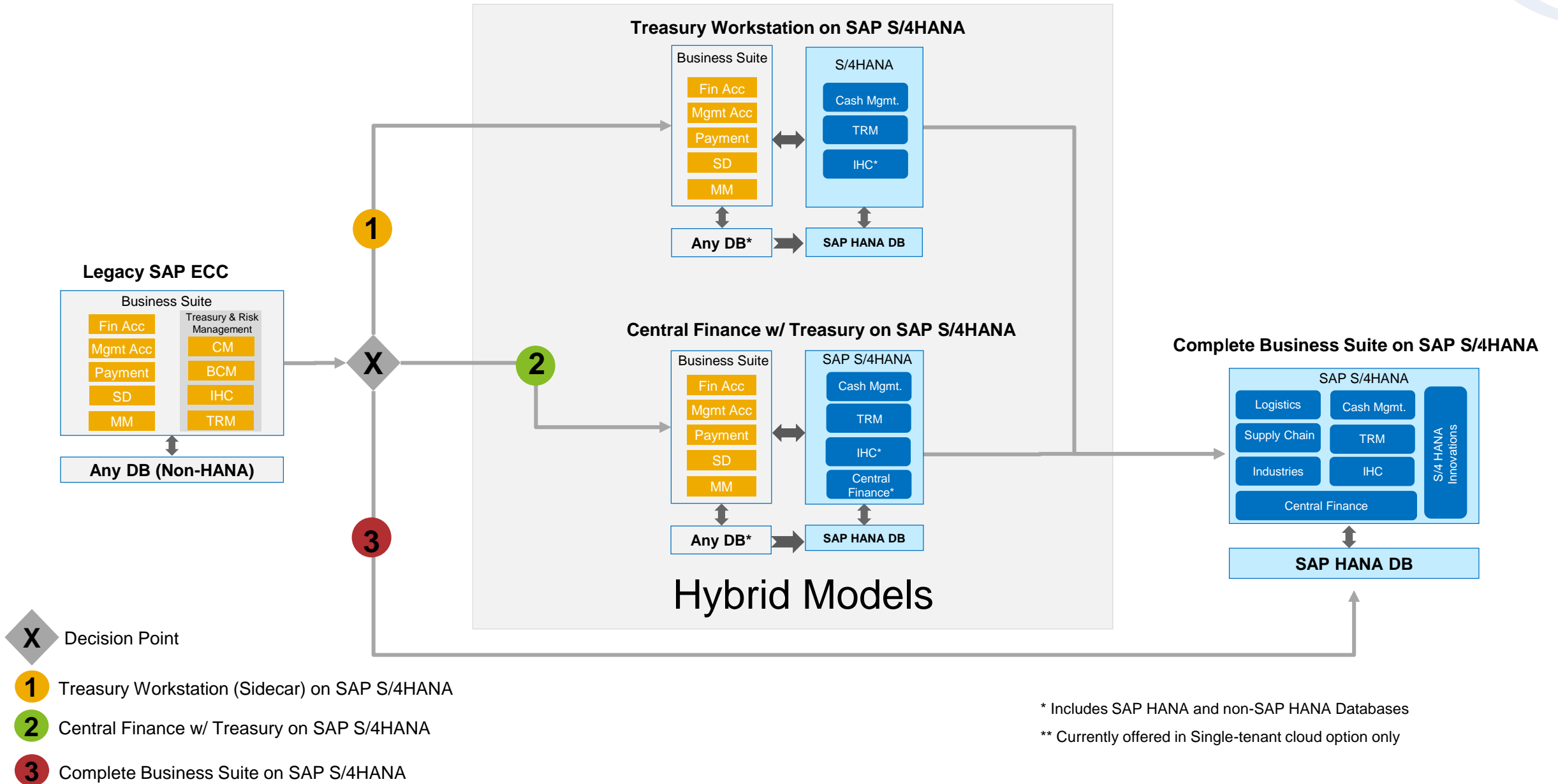
Limit Amount Utilized

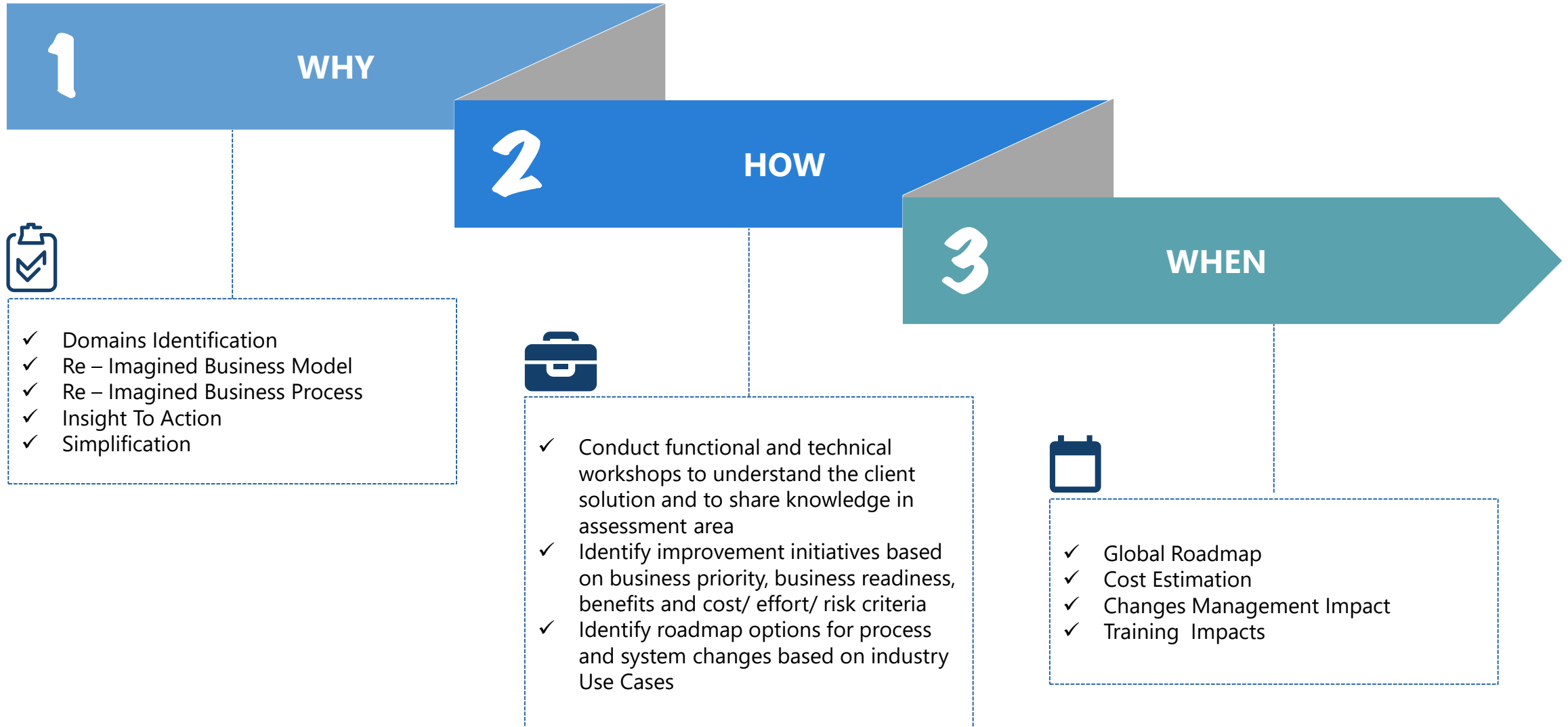
in mEUR



	Total Limit	Total Utilization	Free Limit
Cognate Holdings	0	0	0
Reliance Financial Corp.	1	1	0
Ward Trust	100	1	99
First Choice Holdings Inc.	200	31	169
Globe Holdings Inc.	355	263	92
Pulse Bancorp	350	73	277
Credit Bancshares	4	5	-1
Gold Alliance Bank System	10	4	6

Possibili Roadmap



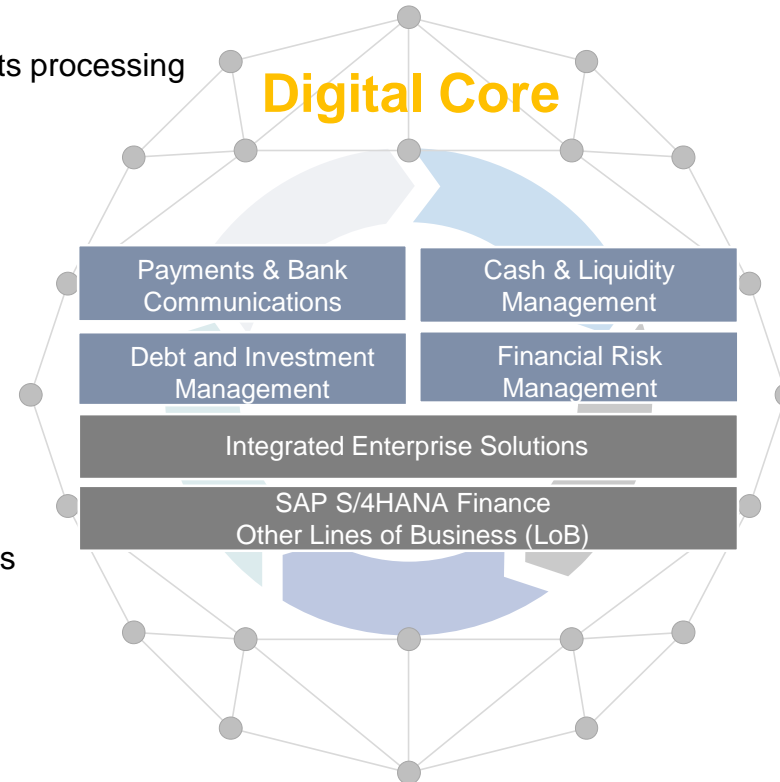


SAP S/4HANA Treasury Management

Intelligent solutions delivering benefits in all core Treasury areas



SAP S/4HANA



- Straight-through payments and statements processing
- End-to-end payment visibility and control
- Rationalized bank connectivity
- Value-added payment extensions

- Large number of preset financial products
- End-to-end life-cycle management
- Integrated front, mid and back office functions
- Flexible analytical reporting with drilldowns

- Real-time global cash visibility
- Timely and accurate cash flow forecast
- More precise liquidity management
- Efficient bank account management

- Timely enterprise-wide financial exposures
- Real-time views of positions, risks & valuation
- Built-in compliance to financial accounting standards
- Integration with trading portals and market data sources
- Support compliance to IFRS9 and US GAAP

- Automatic access to latest forecasting and exposures data from SAP S/4HANA applications
- Treasury subledger always in sync with General Ledger (GL)
- Bi-directional reference – GL to/from treasury subledger
- Options for immediate or batch postings to GL



Grazie!



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