



SUNGARD

Optimize Treasury Workflows



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Current Environment

- Global footprint, presence in multiple markets
- Multiple operational facilities
- Manage several bank relationships
 - Debt
 - Investments
 - Foreign Exchange
- Corporate risk management
- Group cash forecasting
- Need consolidated, consistent reporting
- IASB and FASB compliance



- Counterparty risk – accelerate cash flow
- Liquidity
- Quantifying exposure to
 - Underlying investments contained in funds
 - Industry sectors
 - Countries
- Accurate ratings and risk assessment tools
- Holistic, agnostic reporting

- Lack of intraday global visibility into cash positions
- Disparate systems create manual processes
- Juggle multiple bank relationships
- Lack of consolidated reporting
 - Complicates risk management
 - Hinders forecasting
 - Impacts investment levels
 - Distorts cash flow needs

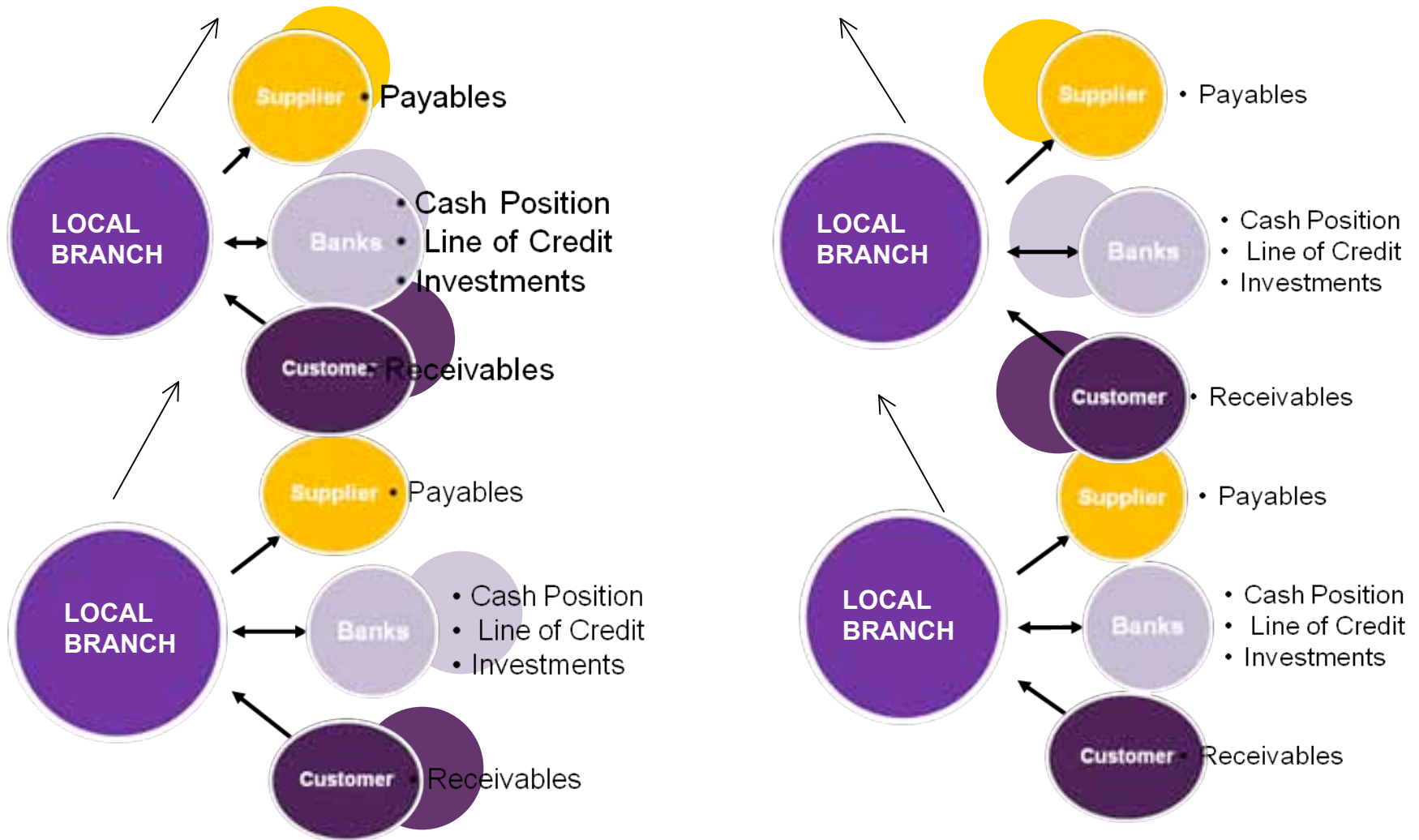
Solution

Treasury Centralization

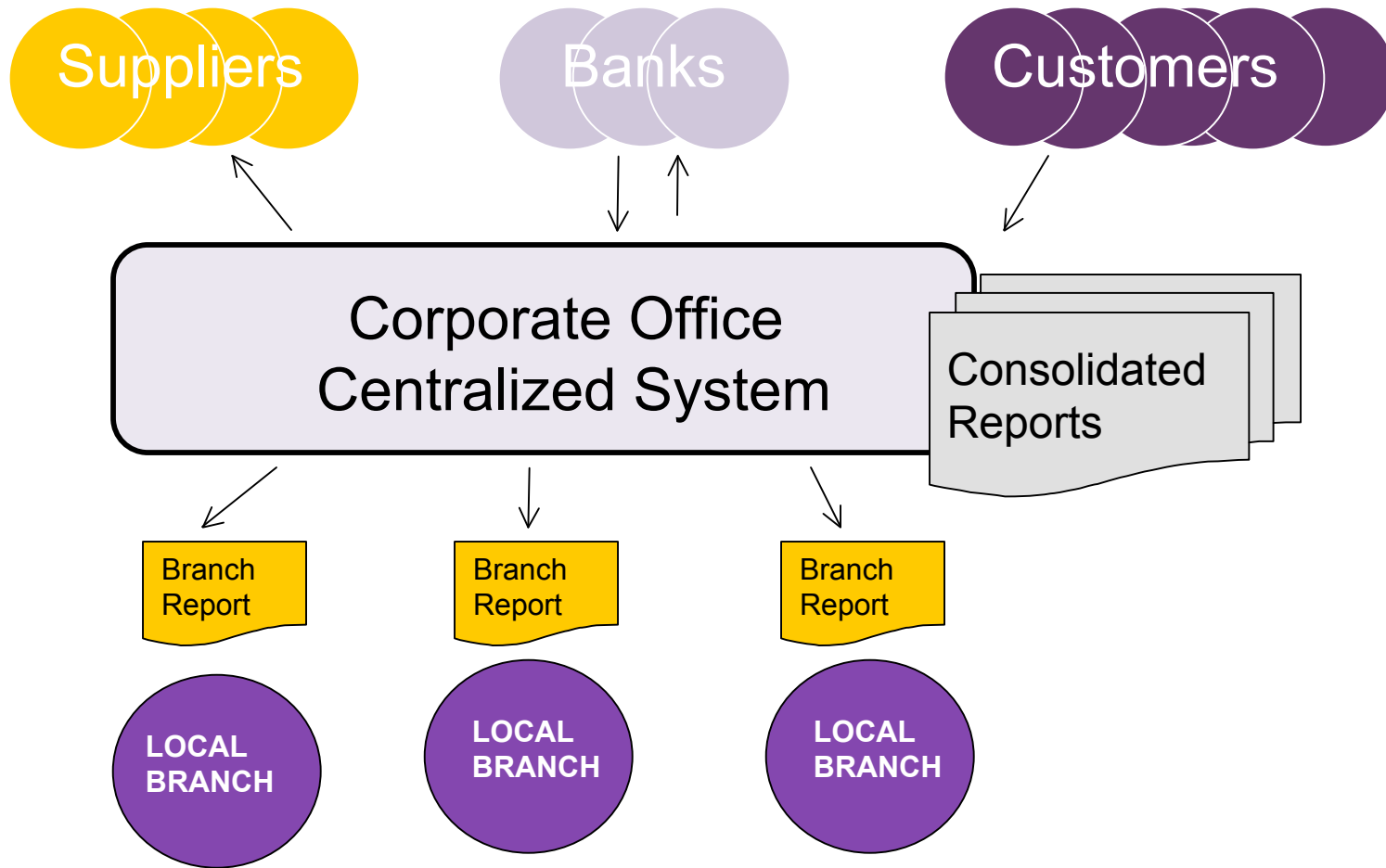
- Optimize Financing and Liquidity
 - Leverage cash positions more effectively
 - Potentially reduce the need to borrow
 - Improve terms when borrowing is necessary
- Holistic View of Cash Position and Risk
 - Improve cash flow forecasting
 - Improves decision-making ability in volatile markets
- Operational Efficiency and Control
 - Reduce operational risk with consistent policies
 - Streamline operations to reduce cost

Decentralized Treasury Operation

CORPORATE OFFICE



Centralized Treasury Operation



LIFE INSURANCE COMPANY

Company was growing rapidly, both organically and through acquisitions

- Manually managing cash through spreadsheets
- Limited to 120 banks accounts for all subsidiaries
- Populating data into central treasury system was cumbersome
- Slightly different for each subsidiary

- Needed to have the ability to:
 - Expand rapidly
 - Improve accuracy, operational efficiency, reduce risk
 - See their daily cash position
 - Consolidate data from multiple sources
 - Have flexible reporting for analysis

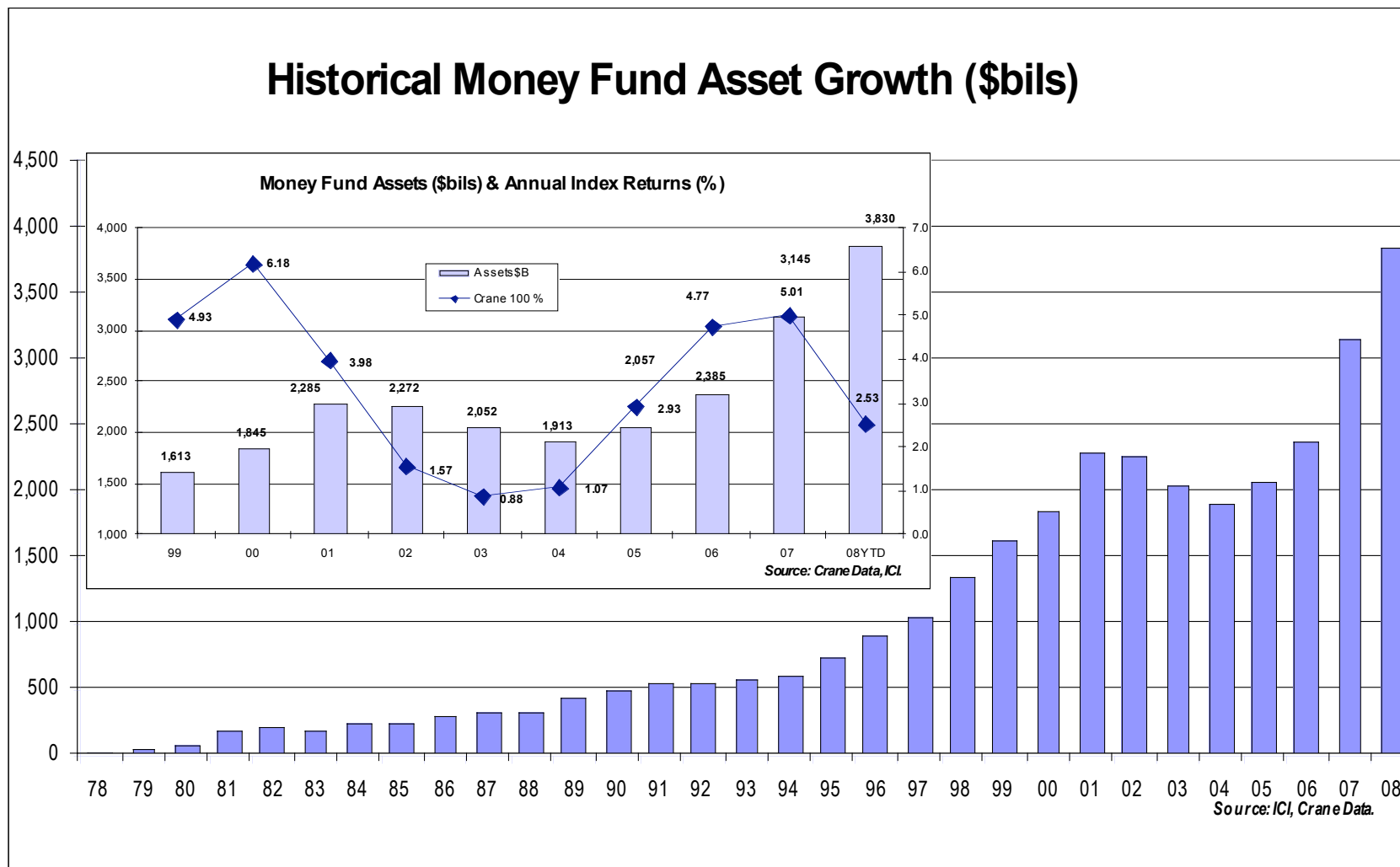
- Increased ability to manage Bank relationships-
 - 120 to 450 accounts
 - Able to successfully manage 100 subsidiaries
 - Post 12,000 General Ledger entries per month
 - 99% accuracy
 - Improved controls within standard cash management, reduced errors
 - Gained ability to analyze company's cash position and better forecast
 - Improved reporting to management team
-
- Company is now 10 times original size, without significant increase in headcount, due to use of technology and centralized operation

- > Know Consolidated Risk Profile
- > Know Complete Counterparty Exposure
- > Fully Leverage Banking Relationships
- > Tighten Cash Management

Facilitate Growth
without Compromising Standards

Money Funds and the Investment Process

Money Market Mutual Fund Assets 1978-2008



Current State of US Money Fund Industry

- Assets Now at a Record \$4.1 Trillion (up 25%)
 - Bank Savings at \$4.0 Trillion (up 4% in '08)
- Almost 40 Million Shareholders
- Almost \$15 Billion in Annual Revenue
 - Bigger Than Hollywood @ Box Office
- Over 1/3 Share of \$11+ Trillion “Cash” Market

- Institutional assets at record \$2.54 Trillion
- Portals have an estimated \$500 Billion or 20% market share

- Automate Trading in Money Funds
- Web Based Money Market Portal
- Single Point of Contact for Trading Multiple Funds
- Ability to Easily Compare Funds for Investment

- Several Available in the Market

Non-Portal Workflow: No Auditable Process



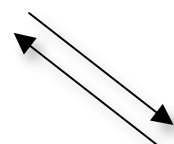
Fund 1



Fund 2



Fund 3



Cash Manager

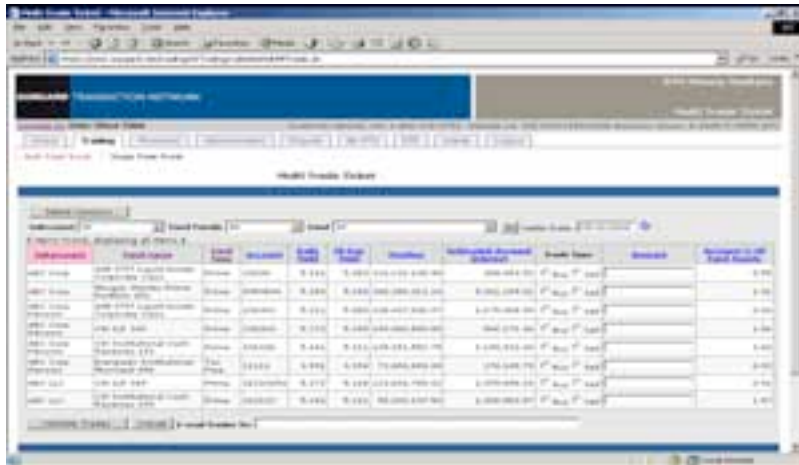


Treasury System

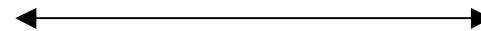
Issues:

- Trade execution occurs by phone or fax
- Rates calculated manually
- Input for wires handled manually
- Provides little visibility across the organization
- Creates complicated audit and control processes
- Difficult to diversify beyond a small number of funds

STP Portal Workflow: An Auditable Process



Trade/Rate/Fund Info



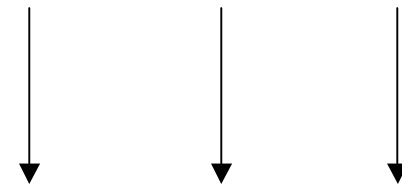
- ✓ Trades real-time
- ✓ Rates daily



Treasury Workstation



Trade Notification



Wires



GL Entries



Position

S

Different workstations will have different ways to track this.

- **Aggregation**
 - Corporations have historically high cash balances
 - Investment policies mandate diversification
 - Portals allow investors to perform all price discovery, analysis and execution on one consolidated screen

- **Automation**
 - Connectivity to other systems
 - Reduce manual entry of data

- **Audit Trail**
 - SOX Compliance
 - Internal Investment Policies



Additional Benefits of Money Market Portals

- Ability to enhance yield
- Improve staff efficiency
- Research and analysis
- Detailed aggregated reporting
- Access to additional investment products
- Enhanced compliance
- Visibility of fund holdings
- Less manual input
- Reduces trade and settlement errors
- Free service to investors

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