



GOODRICH CORPORATION GAINED VISIBILITY INTO CASH POSITIONS ACROSS THE ENTERPRISE WITH AVANTGARD TREASURY

Goodrich Corporation is a global supplier of systems and services related to the aerospace, defense and homeland securities markets. With annual revenue summing \$6.4 billion USD, Goodrich Corporation is designated as a Fortune 500 company and is ever-growing with a strong presence in markets located in North America, Europe, India, China and Australia. Based in Charlotte, NC, Goodrich Corporation employs more than 24,000 individuals around the globe and possesses 90 facilities operating in 16 different countries world-wide. From aerostructures and actuation systems to landing gear, engine control systems, sensors and safety systems, Goodrich products can be found on just about any aircraft in the world.

"We choose to implement the AvantGard Treasury solution because we wanted to improve visibility into our daily cash positions. We also needed to gain a higher degree of structure surrounding our cash, risk and debt management processes. The solution has thus far met all of our demands in these areas, providing our treasury with the tools necessary in order to make the best possible business decisions and ultimately increase revenue."

- Jeannot Jonas, Director, Global Treasury Operations, Goodrich Corporation

Goodrich Corporation

Industry: Aerospace & Defense

Revenue: \$6.4 BN USD

Environment: Centralized

Locations: Global, based in Charlotte, NC

Structure: Goodrich Corporation's treasury environment is centralized with control over the global treasury activities residing in a hub located in Charlotte, North Carolina. Currently there are multiple sub-departments within the treasury that handle various aspects of the day-to-day reconciliation functions. The treasury division that was in search of an automated solution consists of six employees whose primary duties include: cash management, foreign exchange tracking, hedge tracking and accounting.

Problem: Goodrich Corporation first set out to implement an automated solution because its current treasury systems proved unable to provide the degree of visibility into daily cash positions that it required. Additionally, the data processing environment was highly manual in nature, with figures being inputted and checked by hand in a Microsoft Excel® spreadsheet. This process was not entirely accurate, as human error was prone to arise and therefore lead to potentially costly transaction mistakes, further it presented issues around regulatory compliance. Too much time was being expended on these manual tasks which hindered overall productivity rates, as employees' were spending countless hours pouring over vast amounts of data, leaving less time for them to devote to bigger picture corporate issues and initiatives.

Data storage was another area that Goodrich desired to improve within its treasury department, as disparate systems were used for storing data and this was preventing employees from being able to attain a unified view of transaction details. The organization was therefore hoping to

implement a system that would create a centralized repository for data, resulting in improved visibility into daily positions. Another difficulty that Goodrich was experiencing with its internal treasury was that systems being utilized were purely “US-centric,” meaning that visibility into global data was highly limited and interfacing with foreign systems around the world proved to be a daunting task. Because Goodrich Corporation is a global organization, it needed the ability to exchange information with its subsidiaries, affiliates, banks and customers overseas without relying on emails and spreadsheets.

Enhanced reporting capabilities were also a major concern for Goodrich Corporation and as such they were looking for a solution that could produce sophisticated analysis of the global data. Since a large role of the treasury is handling the tracking of FX trades, real-time visibility into items such as previous and intraday balances, as well as pertinent investment transactions was necessary, and therefore needed to be improved in order for the treasury to be able to make the best possible business decisions.

Solution: AvantGard Treasury (GTM and ResIQ)

After taking into consideration, Goodrich Corporation’s specific requirements for a treasury solution, SunGard recommended AvantGard Treasury. This comprehensive, automated solution helps drive integration, automation, visibility and collaboration, while also offering modeling and analysis tools to help manage debt, protect investments and drive overall growth. AvantGard solutions are designed to help empower treasurers through providing visibility into daily cash positions, reducing manual processing and decreasing operating costs.

Highlighted Solution Functionality:

- Facilitates foreign exchange tracking
- Provides compliance with accounting standards, such as FAS 133
- Offers extensive front and back office functionality
- Supports risk management with appropriate controls
- Facilitates Straight through Processing (STP)
- Highly customizable for performing specific business functions
- Facilitates foreign exchange tracking
- Offers strict security & segregation of duties

Results: Since the implementation of AvantGard Treasury, Goodrich Corporation has seen measurable results. The automated nature of the solution has significantly increased productivity among employees, who are no longer required to spend valuable time performing tedious clerical tasks and have instead been redeployed to focus on more pressing operational issues. A large benefit of AvantGard Treasury is its scalability, which has directly benefited Goodrich Corporation, as the organization has experienced sharp revenue growth while maintaining the same staff size. Additional cost savings is being attributed to the impeccable accuracy rates of automation, which have helped Goodrich’s treasury significantly by lessening the amount of cash

being spent on rectifying transaction errors. Additionally, the solution has offered the treasury outstanding short-term debt support through instituting an appropriate framework which ensures that all outstanding balances are paid appropriately and most importantly—on time.

Another area that has seen remarkable improvement as a result of implementing AvantGard Treasury is Goodrich's FX operations. Controls have been put in to place that have made it much easier for employees to track foreign exchange transactions through providing improved visibility. Additionally, the ability to view key factors in real-time, such as risk and rates, has been an invaluable advantage of the solution and is supporting Goodrich Corporation in making the best investment choices possible. The consistent nature of AvantGard Treasury reporting has also promoted standardization with globally recognized hedge accounting standards, such as FAS 133, and therefore improved Goodrich's ability to interface with global systems.

Benefits Derived:

- Gained global visibility with a centralized repository
- Improved productivity and reduced error
- Short-term debt support has ensured that all balances are paid on time
- Improved tracking of FX with a real-time view of risk and rates
- Compliance with hedge accounting standards

"We at Goodrich Corporation were impressed with SunGard's outstanding expertise, including their ability and willingness to support us at each stage of the implementation cycle. Our proposed timeframe for implementation was fairly aggressive and were pleased that SunGard was able to deliver the solution both within this time constraint and entirely on budget," said Jeannot Jonas, Director of Global Treasury Operations at Goodrich Corporation.

Future Plans: Looking forward, Goodrich Corporation plans to see continued success in its treasury operations resulting from the support of AvantGard Treasury, including its proven ability to consolidate disparate data and systems into one unified location, as well as to institute a more specialized segregation of duties. The organization also hopes to improve its cash forecasting further through monitoring past trends and utilizing this information for impacting future choices.

SUNGARD AvantGard ■ email: avantgardinfo@sungard.com ■ www.sungard.com/avantgard

Copyright ©2008 SunGard. Trademark Information: SunGard, the SunGard logo and AvantGard are trademarks or registered trademarks of SunGard Data Systems Inc. or its subsidiaries in the U.S. and other countries. All other trade names are trademarks or registered trademarks of their respective holders.
08_05 v2 EN