

Avalon Health Care Group

Avalon Health Care Group is a diversified healthcare services provider that offers skilled nursing, therapy, senior living/assisted living and other medical services through their owned, operated, or managed facilities. Located in the Western United States, they provide care to patients in Hawaii, California, Washington, Nevada, Utah, and Oregon.

Avalon employs 7,000+ employees who provide care to 6,850+ patients/residents daily. Avalon has numerous real estate holdings to house their patients which adds significant cash complexities and liquidity requirements to their treasury and financial operations. Additionally, their nearly 7K patients and residents are cared for in distinct and numerous channels - directly in their physical facilities, across their ~50 business subsidiaries, and amongst their external contractors – which presented substantial payment management and control requirements.

With the goal to streamline processes, gain greater cash visibility and improve payment and bank transaction reconciliation processes, Avalon needed a system and partner that would be able to provide best-practice functionality and still offer flexible, customized capabilities to meet their unique requirements.

When Avalon began discussions with **TreasuryXpress**, their frustration with their current TMS provider, was at an all time high. Their incumbent provider simply could not and would not meet their specialized needs.

Only **TreasuryXpress** was able to provide Avalon with all the required features.



PROJECT HIGHLIGHTS:

- Avalon implemented and was live on the **TreasuryXpress** solution in just 10 weeks.
- Custom development of automated Positive Pay functions; eliminating human intervention by 100%
- Controlled payment approval workflows have reduced duplicate ACH payment execution by 100%
- Forecasted reduction of bank transaction fees of ~\$100K p.a.

AWARD RECOGNITION:

- Avalon Healthcare and **TreasuryXpress** were awarded the **2019 Best Treasury Management Solution** by TMI Magazine

DNB Bank

The DNB Group is Norway's largest financial services group and one of the largest in the Nordic region in terms of market capitalization. DNB is a leader across diverse financial services. The group offers a full range of banking services, including loans, savings, advisory services, insurance and pension products for retail and corporate customers. In addition, DNB is Norway's largest internet bank with more than 1.3M users across multiple sectors and industries.

With over 220,000 corporate clients globally, DNB decided to rollout a digital treasury solution in a phased approach internationally. To achieve this, DNB required a treasury solution that would:

- Meet specific Nordic banking and regulatory requirements at time of launch with the added ability to be responsive and easily adaptable to other markets — all on one platform
- Provide a single software engine to deliver treasury solutions that would make DNB's corporate banking clients more efficient
- Be compatible with DNB's existing online banking portals
- Support DNB's end-user's multi-bank banking structure, not just those that bank with DNB
- Have the ability to be deployed quickly and en masse

As the leader in on-demand, high-performance, digital treasury solutions, only TreasuryXpress was able to deliver on DNB's unique and complex requirements.



PROJECT HIGHLIGHTS:

- DNB deployed **TreasuryXpress'** white label solution in just under 20 weeks
- Launched the market-ready “DNB Finsight” solution at EuroFinance Copenhagen in October 2019 to great fanfare and positive industry reviews
- DNB Finsight's promise is “Simplifying Treasury”
- Completed the First Wave of pilot clients (~100) in less than 60 days after market launch
- Target to reach ~2,000 clients on the DNB Finsight platform

Clearsettle UK

Clearsettle is a global, cross-border payment processing and settlement company that processes ~\$3BN in transactions annually.

Clearsettle needed a flexible, and highly integratable digital solution that would help them:

- Centralize all bank account management
- Improve time, accuracy and control around transaction flows
- Improve “time-to-payment settlement”
- Improve short-term liquidity management
- Optimize FX trading and reduce liabilities

Only TreasuryXpress was able to provide Clearsettle the bespoke TMS solution.



PROJECT HIGHLIGHTS:

- Clearsettle deployed TreasuryXpress' solution in just under 12 weeks to achieve:
- Centralized and audit-ready bank connectivity, FX trading integration, for managing liquidity payments processing
- A forecasted improvement of FX margins by around \$200K
- “Smart” FX Trading and Liability Risk Management that automatically

AWARD RECOGNITION:

- Clearsettle UK and TreasuryXpress were awarded the 2019 Best Treasury Management Solution by TMI Magazine

Holiday Inn Club Vacations, Inc.

Planning for “what ifs” paid dividends when COVID-19 hit vacation industry

THE CHALLENGE

In March 2020, the resort industry came to a grinding halt. Companies ceased business travel, large events were called off, families canceled vacations and the world started to go into lockdown. With millions of cancellations and empty hotel rooms, the resort and hospitality world faced unprecedented challenges and the tough decisions that came with it. However, the treasury team, lead by Sasha De Gracia, Director Finance - Treasury Services, Holiday Inn Vacation Clubs was prepared.

Given the nature of its industry, the company had the following objectives - Holiday Inn Club Vacations needed a flexible, and highly integratable digital solution that would help them:

- **Property acquisition:** to enable this to happen, the CFO and executive team needed a precise and real-time picture of the cash and liquidity positions.
- **Long-term project budgeting and funding:** it is necessary to routinely invest in property enhancements and upgrade projects. The company manages numerous long-term, phased, multi-million-dollar development projects across all properties.
- **Bank relationship and services optimization:** given the highly acquisitive strategy, banking relationships must be managed holistically across entities and properties. Relationships must be streamlined to negotiate the best terms.
- **General financial visibility and stamina:** during times of crisis, financial stamina and endurance is most critical. Visibility and a precise pulse on liquidity is vital.

SOLUTION HIGHLIGHTS:

- Automated data feeds from banks to aggregate balance and transaction data in real time.
- Eliminated contract redundancies and reduce/improve bank fee spend
- Established automated credit line and revolver balance tracking to improve short-term liquidity using virtual accounts.
- Automated reconciliation and developed data-driven forecasts to understand liquidity requirements and anticipate shortfalls.

PROJECT HIGHLIGHTS:

- By improving bank relationship leverage, the team has made considerable savings in annual fees.
- By automating credit line and revolver balance management and reconciliation, the team has realized an impressive first-year saving.

AWARD RECOGNITION:

- TreasuryXpress and Holiday Inn Club Vacations were awarded “Best Crisis Management Solution” by Treasury Today’s Adam Smith Awards in 2020.
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ASGC Group

As an influential and leading company in the Middle East's construction industry, ASGC's 25 holding companies manage over 21,000 payments monthly (~300K annually) across 15 banks and eight different currencies.

ASGC's goal was to digitalize and centralize treasury with the ancillary goal of being "greener" and going paperless. Key issues to be addressed included:

- Multiple bank portal management that created inefficiencies such as Broad range of nuanced, local payment file formats
- Heavy reliance on paper checks and supporting documentation
- Exorbitant payment and transaction costs and fees
- Fully manual and physical payment workflow, large amounts of human introduced security concerns

THE SOLUTION

- Digitized entire payment processing and transaction management through a single control point
- Centralized visibility of cash position and transactions.
- Achieved "Paperless" payments by moving from paper checks to electronic payments.
- Conserved financial and human resources with rapid go-live time of 4 weeks
- Achieved "path-to-scalability model by leveraging **TreasuryXpress**' "all-inclusive"/ "modular-less", on demand TMS model



PROJECT HIGHLIGHTS:

- Reduced payment processing effort from 3 days to 2 hours
- Realized ~\$2M in cost savings annually by moving payment processes from physical to virtual

AWARD RECOGNITION:

- Achieved multi-country bank connectivity AND integration with their ERP solution in just 4 weeks.
- ASGG Group and **TreasuryXpress** were awarded the 2019 Adam Smith Award for Highly Commended Best in Class Treasury Solution by Treasury Today