



TreasuryPulse

Passion to Perform

A Peek at the Next Generation of Treasury

Deutsche Bank is pioneering the next generation of treasury solutions through its Autobahn App Market. Autobahn apps are device-agnostic, enabling users to access comparable functionality and a consistent user experience whatever their choice of device. So far, there are over 150 apps live in the Autobahn App Market, providing user tools across the business functions that comprise the Deutsche Bank family, including Global Transaction Banking.

Currently, most companies have several systems from each bank to support different activities such as cash, trade, custody, etc. The concept behind the Autobahn App Market is that ultimately these apps will replace traditional electronic banking systems, bringing consistent business logic, security and user experience across all electronic interactions with the bank.

Typically, each user only undertakes a limited number of functions using an electronic banking system, so the Autobahn App Market enables them to access only the functions they require, while benefiting from a highly integrated and cohesive experience.

Tailored Solutions for Client Satisfaction

At Deutsche Bank, we are working proactively to streamline the way we deliver bespoke solutions that combine multiple products to provide a cohesive, integrated user experience for our clients, of which the Autobahn App Market is a primary example. Not only are treasurers benefiting from convenient, intuitive solutions, but by seamlessly combining products and services, we are able to deliver powerful, cohesive solutions to our clients. Below are examples that illustrate.

Supporting Flexible, Efficient, Multicurrency Payments

A major global technology company was seeking to transform the way payments to its vendor community were handled by simplifying and streamlining the execution and reporting processes for app developers and content providers worldwide. The company wanted an innovative solution that could deliver a single payment to a beneficiary in the desired currency, generating significant efficiencies for both the company and the vendor by replacing multiple payments from multiple entities and currencies while at the same time significantly improving reporting around payments.

The company selected Deutsche Bank for the creativity and efficiency of its solution — Outsourced Payments Consolidation (OPC) — as well as its global leadership in payments and foreign exchange (FX). This innovative solution sets a new benchmark for the payments industry, delivering flexibility, cost efficiency, scalability and robust reporting to clients on a global basis. It enables the company to send a single file, covering a number of entities, to Deutsche Bank, which then consolidates these payments into a single payment in the currency of choice by the vendor using electronic payments. FX conversion services are built into the solution, which includes very robust reporting, including reports on all FX rates used and related reference information needed for reconciliation.

Implementing this solution has enabled the company to pay vendors across the world rapidly and in an efficient manner, using their preferred currency, while reducing complexity and maximizing operational efficiency internally.

Incoming Collection Reconciliation

A client providing global payments processing for any business or consumer with an e-mail address was seeking to identify its huge volume of incoming collections easily to facilitate automated reconciliation and account posting.

We supported the company by creating an innovative solution that embeds payer identification information within unique account numbers that are provided to each of the company's customers. When incoming funds arrive at Deutsche Bank, the unique account number on each transaction recognizes the payer and facilitates 100% auto-reconciliation for the company. The result is improved working capital usage and customer service, which has now enabled the company to offer a wider range of services to customers.

Cross-Border ACH Capabilities

A global online retailer was seeking to expand within markets where it did not have a large physical presence. The company held a variety of foreign currency accounts in

London that were used to make payments to markets such as Singapore, Hong Kong, Canada, the United States, etc. This payment process was expensive due to the number of cross-border payments being transacted, which also exposed the company's vendors to transaction fees. However, the company did not wish to lose the visibility and control that it had over its cash.

Deutsche Bank created an innovative solution that effectively makes cross-border Automated Clearing House (ACH) payments leveraging local in-country ACH capabilities such as IAT (International ACH Transaction) in the United States. The solution enables full visibility and control over cash by maintaining the central London-based foreign currency accounts, while facilitating low-cost payment initiation.

Cashless Collections

Many companies receive cash and checks on delivery of goods and services, for example when delivering to distributors. This results in security concerns and it may take time before checks can be paid into a bank branch, in addition to the check float period. We have been working with customers to replace cash and check payments with convenient electronic payments through mobile devices, increasing convenience and control both for payers and payees.

Full Visibility and Control

Comprehensive solutions aimed at solving complex business challenges and strategies such as multi-currency consolidated payments, cashless collections and sophisticated auto-reconciliation capabilities are making a major difference in the way that treasurers and finance managers manage their activities and help their business units innovate and compete in the market, with full visibility and control through the Autobahn App Market.