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SUCCESS STORY

Quality data for quality forecasting

GCPAT is a leading global provider of construction products technologies that include additives for cement and concrete, the VERIFI® in-transit concrete management system, high-performance waterproofing products, and specialty systems. GCPAT products have been used to build some of the world's most renowned structures.

PROJECT STARTING POINT AT GCPAT

- 57 manufacturing locations
- 70 legal entities
- 200 bank accounts
- Group Treasury in Cambridge, MA, USA; Treasury Manager in Singapore; Treasury Analyst in Manila; Shared Service Center in the Phillipines

KEY TAKEAWAYS

- The forecasting process is only as good as the data that is driving the forecasting model. It's important to be 100% certain that your forecasting is based on reliable data, and the only way to achieve this is through utilizing a source that provides the full transparency necessary to feel confident in the numbers.
- Customer experience is key to success. It helps iron out any issues before they arise and guarantees a smooth project roll-out.

Learn more at tispayments.com »

GCP Applied Technologies (GCPAT) is a new company with a rich history. In 2016, W.R. Grace, an American chemical conglomerate, separated into two independent public companies, Grace and GCP Applied Technologies. Headquartered in Cambridge Massachusetts, GCP Applied Technologies has over 50 years of industry expertise and decades of success in creating new product categories and markets. Its portfolio of construction products includes concrete and cement additives, building materials and technologies ensure specified quality and enhance business productivity. The world's most successful architects, producers, builders and contractors rely on GCPAT brands and solutions for their construction projects. The global construction leadership of GCPAT has found its way into over 100 countries.

gcpat.com/en

END-TO-END INTEGRATION IS THE FOUNDATION FOR CASH MANAGEMENT

In 2018, the treasury team at GCPAT wanted to drive a reliable cashflow forecast with complete transparency for all numbers reported. The organization had outgrown Excel, and with the number of banking relationships growing past the 50 banks mark it was becoming impossible to feel comfortable relying on balances that were manually pulled from various e-banking portals. After being introduced to Cashforce, a software application specialized in the forecasting space, the next challenge was to ensure that the balance and transactional information fed to Cashforce could be automated, reliable, and completely transparent. The treasury team understood that without quality in data, the outcome of liquidity planning would be less optimal. So, they took an action to seek a connectivity solution to meet the goals.

Treasury Intelligence Solutions (TIS) stood out after the team evaluated various vendors, because of its specialized knowledge and expertise in bank connectivity. Through utilizing TIS for connectivity, GCPAT was not only able to establish automated and reliable banking feeds into Cashforce but all

information passed from the banks was also verified against the master data that the treasury team validated on the TIS platform before the information was passed. Today, gaining comfort that Cashforce is running on valid, reliable data is as easy as logging into the TIS cloud-based platform where the authorized persons have full visibility into all aspects of the statement data.

CUSTOMER EXPERIENCE IS KEY TO SUCCESS AND ONE OF TIS' COMPETITIVE ADVANTAGES

During the entire onboarding, TIS assigned a dedicated Customer Manager for GCPAT. This was highly appreciated by the treasury team, because a single point of contact helped greatly with simplifying and streamlining the communication across different time zones and among different teams.

What impressed the treasury team in GCPAT the most was that the Customer Manager from TIS also took one step further and acted as a liaison between the GCPAT treasury team, the Cashforce team as well as several global bank's IT teams. This means, instead of TIS talking to GCPAT and GCPAT talking to Cashforce and the banks for the project implementation, the Customer Manager from TIS directly communicated with relevant teams from Cashforce and the banks. His deep knowledge of bank connectivity process helped iron out any issues before they arose and made the project go as smooth as possible. The whole onboarding experience therefore became one of the biggest satisfaction factors from GCPAT and the treasury team is ready to recommend TIS to other companies.

Customer Feedback on the onboarding experience with TIS ★★★★★

- The project timeline met my expectations
- I got competent support in all relevant questions
- I experienced good response times
- I was fully supported during the onboarding of banks
- I was satisfied with the assistance of my dedicated Customer Success Manager
- I would recommend TIS to other companies

Learn more at tispayments.com »

ABOUT THE AUTHOR: TIS

TIS is reimagining the world of enterprise payments through a cloud-based platform uniquely designed to help global organizations optimize outbound payments. Corporations, banks and business vendors leverage TIS to transform how they connect global accounts, collaborate on payment processes, execute outbound payments, analyze cash flow and compliance data, and improve critical outbound payment functions. The TIS corporate payments technology platform helps businesses improve operational efficiency, lower risk, manage liquidity, gain strategic advantage – and ultimately achieve enterprise payment optimization. Visit www.tis.biz to reimagine your approach to payments.

Enterprise payments reimagined.

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