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*Kellogg's*

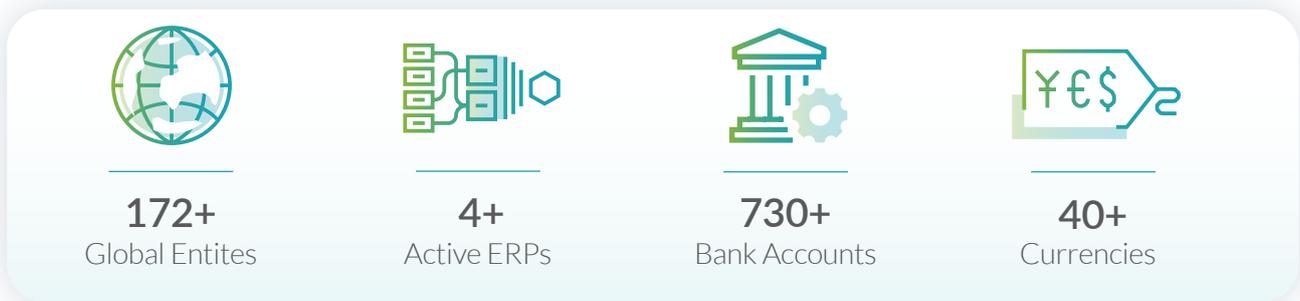
SUCCESS STORY

Award Winning  
Cash Forecasting Best Practice:  
Kellogg's and TIS

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## ABOUT KELLOGG'S

The Kellogg Company, better known as Kellogg's, is a multinational food manufacturing company headquartered in Battle Creek, Michigan, United States. Kellogg's produces cereal, snacks and convenience foods manufactured and marketed in over 180 countries. It has 172 global entities with 733 bank accounts, five main cash management banks, 40 currencies and net sales of €14.18 billion.

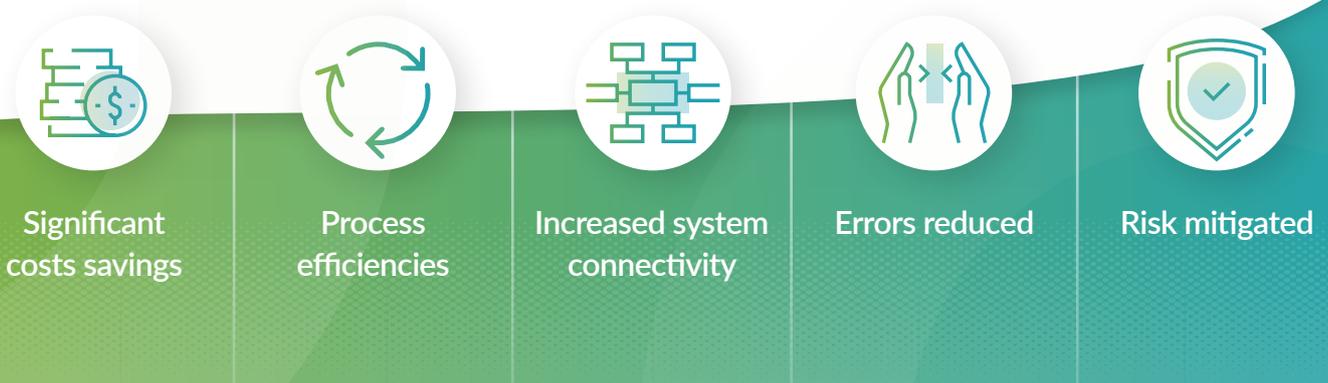


## THE OBJECTIVES

Kellogg's treasury wanted to significantly improve its cash visibility, forecasting efficiency and accuracy. To achieve this, they needed to eliminate time-consuming work in Excel and downloads from multiple systems when cash forecasting. Another objective was to gain insights into the working capital drivers in order to smoothen and streamline order-to-cash and procure-to-pay processes. And, lastly, Kellogg's treasury sought to use FX transaction data at invoice level to develop a daily currency hedging position, with the long-term goal of creating an 18-month rolling hedge programme.

## THE ACHIEVEMENTS

By using TIS as their main forecasting and working capital solution, Kellogg's ambitious plan has been expertly executed: it has already delivered a **\$6 million cash flow benefit from aligning European supplier DPOs** and **\$4 million in the US** (where analysis has just begun)<sup>1</sup>. Kellogg's now makes better use of cash, which will ultimately enhance its credit rating. The solution has also revealed smaller, but important, FX exposures never previously analysed; these can now be aggregated and hedged where necessary, reducing risk.



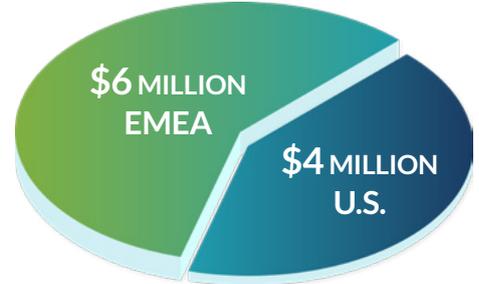
<sup>1</sup> Numbers as of Q4 2022.

Awarded at The Working Capital Forum Europe 2022 as

## Best Cash Forecasting Initiative & Best Use of Technology for a Working Capital Project



To date, Kellogg's has already achieved millions in cost savings across EMEA and the U.S. through the effective use of TIS' solution.

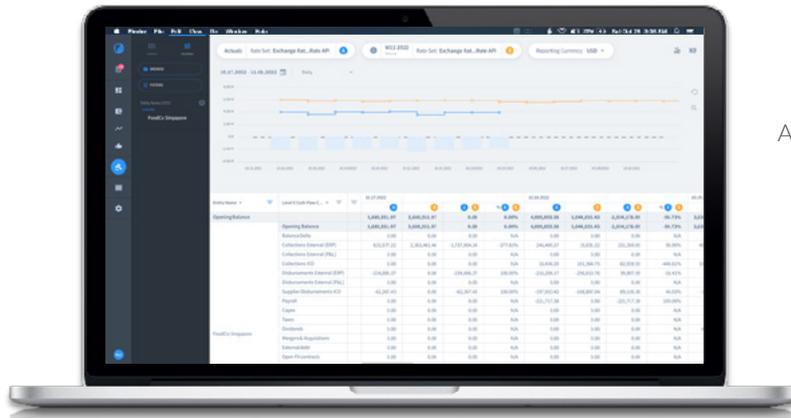


By making more effective use of cash, Kellogg's has reduced its transaction costs including bank charges. Kellogg's has just begun the automation journey the solution facilitates, but has already freed up considerable treasury resources. By automating routine processes – with the ultimate goal of creating a 'no touch' treasury – treasury can deliver valuable order-to-cash and procure-to-pay insights for the business, enabling an evolution from a risk management focus to one focused on enabling growth.

### CASH FORECASTING & WORKING CAPITAL INSIGHTS WITH TIS

#### Collaborative Environment

- Streamlined Workflows
- Forecast Proposals
- Excel-Like data Inputs
- Audit Trails & Comment-Enabled



#### Rich Analytics

- Advanced Scenario Analysis
- Comprehensive Variance Analysis
- Intelligent & Visual Dashboards
- Export APIs & Data Transmission

### Working Capital Insights that Drive Smart Forecasting Workflows & Analytics

*Order-to-Cash & Purchase-to-Pay Behaviour, P&L-to-Cash Logic*



**Bank Statements**  
For Historical Insights



**ERP & TMS Data**  
Via APIs & Direct Plugins



**Other Sources**  
P&L, Sales Forecasts, etc.

## ABOUT TIS

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TIS helps organizations simplify and streamline their global payments and liquidity management operations. Our cloud-based platform empowers businesses to optimize critical functions surrounding cross-border and domestic payments, bank connectivity, cash forecasting, fraud prevention, payment compliance, and more.

Corporations, institutions, and business vendors leverage TIS to transform how they connect with global banks and financial systems, collaborate on payment processes, execute outbound payments, analyze cash flow & compliance data, and promote working capital efficiency.

Ultimately, the TIS technology platform helps businesses improve operational efficiency, lower risk, manage liquidity, gain strategic advantage – and ultimately achieve enterprise payment optimization.

Visit [tispayments.com](https://tispayments.com) to reimagine your approach to payments and liquidity management.

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TREASURY INTELLIGENCE SOLUTIONS GMBH

Germany (+49 6227 69824-0) | United States (+1 (617) 955 3223) | [info@tispayments.com](mailto:info@tispayments.com) | [tispayments.com](https://tispayments.com)