



FACTSHEET

# How TIS Solves Treasury Challenges for International NGOs

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## NON-PROFITS FACE A DISTINCT & COMPLEX SET OF TREASURY CHALLENGES

Compared to the treasury and finance operations at most corporates, the workflows and technologies used by non-profits (NGOs) and international non-governmental organizations (INGO's) often have a distinct composition. Due to their cash and labor-intensive operations that are often located in underdeveloped countries, NGO and INGO treasury departments frequently end up facing more complexity than their corporate peers. Today, there are several core areas in which these complexities manifest themselves:

- **Smaller Treasury Budget Results in Limited Staffing & Technology Spend:**

Given their emphasis on directing funds towards humanitarian work, treasury groups at NGOs often have a smaller budget available for optimizing their technology stack and staffing their teams compared to corporates of similar size. As a result, many treasuries operate with relatively few employees, and often must make sacrifices regarding the level and sophistication of technology deployed to help manage their associated processes.

- **Humanitarian Work Requires Payments & Banking in Hard-to-Connect Regions:**

Because many humanitarian projects are focused in developing nations and isolated regions with limited technology and unreliable banking networks, many non-profits face heightened levels of complexity when establishing connections and attempting to manage payments and cash workflows. For non-profits that actively manage projects across numerous countries and regions, there are likely a variety of currencies, payment methods, and banking channels in use, and streamlining the web of workflows and solutions that manage them are expensive and time consuming.

- **Operations Occur in Areas with Complex Fraud & Compliance Concerns:**

Another NGO challenge stemming from the scope of their geographic footprint and nature of their work is that banking and payments operations often reside in countries where sanctions and compliance restrictions, including local government regulations, are heightened. At the same time, the risk of fraud is typically more pronounced. As a result, practitioners must pay careful attention to their list of vendors and business partners and closely monitor their incoming and outgoing payments activity to ensure business is never conducted with sanctioned parties or individuals.

- **Unique Cash Flow Model & Technology Structure Creates Added Uncertainty:**

Since revenue is driven by non-cyclical sources (other than the year-end holiday period), it can be more difficult for NGOs and INGOs to forecast cash flows and optimize the liquidity of the organization. Unique systems for managing donor records and contributions may also create undue back-office complexity that does not exist in the corporate realm. And because their associated cash flows can also be more heavily influenced by macro-economic factors that are difficult if not impossible to predict, developing cash forecasts and strategically planning investment for new projects becomes significantly more challenging.

## PRIMARY INGO TREASURY CHALLENGES



**Limited Staffing & Technology Spend**



**Operations in Siloed World Regions**



**Broad Compliance & Fraud Threats**



**Cashflows are Hard to Predict**

Given the above challenges, NGO treasury teams must be very strategic with how their operations are structured and with how they approach new technology projects and staffing decisions. This is why when it comes to functions like bank connectivity, payments, and cash management, award-winning NGOs like IFAW are selecting TIS as their main cloud provider.



*"International NGOs face unique treasury and cashflow challenges that are often exasperated by a lack of internal bandwidth, limited funding for technology, and complex operations that occur in regions with unreliable banking and payments networks. To overcome these issues, NGO practitioners need to partner with vendors like TIS that can provide affordable and flexible technology solutions along with high-touch support for handling implementation and maintenance tasks."*

**John Paquette, VP U.S. Solutions, TIS**

## 5 WAYS TIS PROVIDES EFFICIENCY FOR INGO TREASURY GROUPS

Considering the above challenges that routinely impact non-profit treasury teams, TIS' cloud-based system can provide a unique range of benefits that help reduce complexity, maximize automation, and unlock new cost-saving opportunities. TIS' solutions can also prove instrumental in preventing and detecting payments fraud and managing all associated compliance and sanctions requirements. The five primary benefits afforded to NGOs through the TIS solution are highlighted in the next page.

**1. Fully-Managed Cloud Configuration, Hosting, & Support:**

Because NGO treasury and IT teams don't always have sufficient bandwidth to support labor-intensive implementation projects or ongoing technology maintenance, TIS offers critical support by managing the vast majority of tasks, both upfront and ongoing, on their behalf. This includes the full suite of connectivity, configuration, and integration functions required during setup, as well as maintenance related tasks such as hosting, patches, and upgrades. The result is that non-profit teams can continue focusing on their daily operations, and rely on technical, maintenance, and configuration support from TIS experts.

**2. Streamlined Bank Connectivity & Financial Messaging Services:**

Given the complexity of NGO banking and payments requirements, TIS can be instrumental for practitioners by connecting them with virtually any bank globally through a diverse range of APIs, host-2-host, SFTP, SWIFT, EBICS, and other methods. TIS also supports practically any financial messaging format or standard in use today, which means that regardless of the diverse regions, countries, or channels that NGOs are banking in, TIS can fully support their operations and provide optimal security, automation, and efficiency.

**3. Global Cash Visibility & Liquidity Management:**

By connecting with an NGO's associated banks, accounts, and back-office finance systems, TIS enables treasury groups to achieve full daily visibility into cash balances, liquidity positions, and bank account / payments activity. This is a huge benefit for organizations with banks in obscure regions or developing countries that in some cases must call their bank representative for an updated cash balance or to learn whether a receipt has settled to their account. It also provides the perfect avenue for teams to promote better use of cash to eliminate excess banking fees through 'just-in-time' funding to meet scheduled payment obligations.

**4. Optimized Cross-Border & FX Payments Workflows:**

For non-profits that regularly transact across a diverse range of countries, currencies, and payment methods, TIS offers streamlined and cost-effective workflows that boost automation while also maximizing transparency, speed, and security. Today, TIS can manage payments across 140+ currencies and 175+ countries, all while providing full visibility to the status of payments executed from or generated through our platform and supporting the pass-through of payments from any other back-office system (ERP, TMS, etc.). Customizable approvals, user rights, and validation workflows can also be incorporated to ensure the process adheres to organizational policies and procedures.

**5. Comprehensive Compliance, Sanctions, & Security Controls:** Because non-profits typically operate in regions with heightened regulatory, sanctions, and security concerns, TIS provides a multifaceted suite of tools to monitor and control their associated treasury and payments functions. For example, TIS offers 24/7 sanctions screening software to scan all payments executed through our platform against OFAC, EU, and UN lists, as well as customizable lists. TIS also provides fraud prevention and detection software that can quickly identify suspicious payment details and beneficiary data. This includes advanced user and system auditing software that can monitor for errant or fraudulent behavior that takes place within the system.

The TIS CashOptix, PayOptix, & RiskOptix Suites



**AN AWARD-WINNING 2022 USE CASE: INTERNATIONAL FUND FOR ANIMAL WELFARE (IFAW)**

IFAW (International Fund for Animal Welfare) is a global non-profit helping animals and people thrive together. IFAW's team works internationally in more than 40 countries to rescue, rehabilitate, and release animals while also restoring and protecting their natural habitats.

From 2008 to 2018, IFAW's small treasury team operated with virtually the exact same technology infrastructure, despite a substantial increase in global complexity and expansion that had occurred during that timeframe. In addition to a legacy TMS, a variety of spreadsheets and bank portals, 20 total banks, 100 accounts, and a locally hosted ERP, IFAW also used a donor management system that stored records for hundreds of thousands of their trusted supporters. But due to the global disparity in payment standards, settlement systems, and compliance requirements across all their project locations, IFAW's collections, disbursements, and liquidity needs grew quite complex.

In 2021-22, IFAW underwent a complete technology transformation project that included the implementation of a new ERP and TMS. TIS was also selected by IFAW to be the primary banking and payments channel through which global activity was funneled. By working with TIS, Kluz and the IFAW team were able to connect their 20 global banks and 100 accounts with TIS' payment hub and integrate their ERP and TMS with TIS for streamlined payment processing and liquidity management. To maintain flexibility in the future, IFAW used TIS to migrate inbound and outbound statements, data, and transaction files to the ISO 20022 standards for every bank that could accept them.



As of 2022, IFAW has used TIS to achieve 90%+ same-day visibility over all their bank accounts and cash balances and has also established connectivity from TIS to their new ERP and donor management systems used by their affiliates. Bank statements and data feeds are available to affiliates, supporting departments, and systems in 1-2 days, which is 2x faster than their previous configuration. At the same time, the full scope of treasury's outbound transactions and inbound reports are now managed via the ISO 20022 standard, which has resulted in much greater data quality and security. For IFAW's small treasury team, these efficiency and visibility improvements have been essential for managing the organization's ongoing expansion without suffering from bandwidth limitations.

From an ROI perspective, the costs of implementing TIS are expected to be offset within just one year of implementation, and amount to nearly \$150,000 annually. This is due primarily to lower operational costs, a reduction in IT resources to support TIS, and a faster repatriation and liquidity management process made possible through their improved bank connectivity structure. And as of Q4 2022, IFAW has begun leveraging TIS to optimize their FX payments by managing currency conversion at the local level. These improvements have already generated substantial cost savings and drive efficiencies that are allowing IFAW to focus more resources towards its core mission.



IFAW's 2022 recent treasury technology projects were recognized in the 2022 Alexander Hamilton Awards for superior connectivity and technology automation in restricted & emerging markets.

*"TIS provides us with a sophisticated yet easy-to-integrate cloud-based solution that provides end-to-end bank information and transaction management through a single platform."*

**John Kluza, Group Treasurer, IFAW**



**DAILY CASH & ACCOUNT VISIBILITY**  
Across 100+ Accounts



**GLOBAL PAYMENTS AUTOMATION**  
Across 40+ Countries



**ANNUAL TECH COST-SAVINGS**

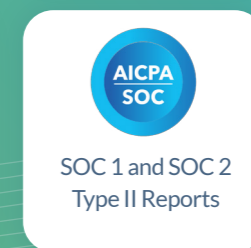
## FINAL THOUGHTS & NEXT STEPS

For non-profits interested in learning more about TIS' solution and the range of benefits we provide, we encourage you to schedule a call with one of our experts for a tailored walkthrough of how our solution works. You may also visit our website at [tispayments.com](https://tispayments.com) to access a full library of client success stories, product factsheets, and industry whitepapers to learn more about the unique capabilities and use cases we support.

### RECENT INDUSTRY AWARDS



### RELEVANT INDUSTRY CERTIFICATIONS



### TIS STATS YOU SHOULD KNOW



## ABOUT TIS

TIS helps CFOs, Treasurers, and Finance teams transform their global cash flow, liquidity, and payment functions. Since 2010, our award-winning cloud platform and best-in-class service model have empowered the entire office of the CFO to collaborate more effectively and attain maximum efficiency, automation, and control. By streamlining connectivity between our customers' back-office systems and their worldwide banks, vendors, and business partners, TIS enables users to achieve superior performance in key areas surrounding cash forecasting, working capital, outbound payments, financial messaging, fraud prevention, payment compliance, and more.

With over 11,000 banking options, \$80 billion in daily cash managed, and \$2.5 trillion in annual transaction volume, TIS has a proven track record of combining our unparalleled market expertise with tailored client and community feedback to drive digital transformation for companies of all sizes and industries. As a result, hundreds of organizations and thousands of practitioners rely on TIS daily to gain strategic advantage, monetize data, improve operational efficiency, and better manage risk.

For more information, visit [tispayments.com](https://tispayments.com) and begin reimagining your approach to global cash flow, liquidity, and payments.

# Cash Flow, Liquidity & Payments.

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