



Winners for:

**DIGITAL
TRANSFORMATION**



SUCCESS STORY

Cash Forecasting & Working Capital Made Easy.

How Unilever benefits from intuitive and robust cash forecasting capabilities in TIS

Learn more at tispayments.com >>

ABOUT UNILEVER

Unilever is a globally operating enterprise and one of the world's largest consumer goods companies. More than 400 brands are available through Unilever in over 190 countries. Their turnover in 2022 was €60.1 billion, of which 59% came from emerging markets and an underlying sales growth of 9.0%. As a result of their extremely complex business environment which spans the whole globe, treasury's cash forecasting workflows can be very challenging to execute. Crucial data is needed from a range of different sources & systems, from hundreds of entities worldwide, and, accordingly, from more than 150 banks and over two thousand accounts.



Over 400
Brands
available



Operating
in 190+
Countries



~\$52 Billion
in Annual
Revenue

PROJECT OBJECTIVES

Putting an end to Excel sheets, manual processes, and dependencies on local entities were some of the main objectives Unilever had in respect to their global cash forecasting setup. Because their existing cash forecasting process was cumbersome, slow, and involved a lot of manual work, the accurate forecasts were mainly built for countries with high interest rates or heavy penalties in case bank accounts are overdrawn, but not consistently across all entities worldwide. The fact that Unilever (given its superior credit rating) could borrow easily and relatively cheaply (e.g. in the commercial paper market) was another reason not to focus earlier on getting the process and the tool right. To optimize their cash forecasting on a global scale, Unilever was looking for a solution capable of aggregating and analyzing all the information needed from their different data sources, from banks as well as from ERP-systems, in an automated way. Centralized cash flow forecasting, clear workflows, cost savings, better visibility to cash balances, and continuous improvement of forecast accuracy over time were the primary benefits Unilever wanted to achieve. But, most importantly, Unilever wanted to ensure their new forecasting solution was future-proof and could exist without heavy and ongoing IT projects. They were also looking for a solution that was easy to implement, flexible in terms of scalability, and that provided a broad range of connectivity options.

KEY TREASURY TECHNOLOGY REQUIREMENTS



One solution
for cash
positioning
&
forecasting



Easy
integration
&
scalability



Excellent
data
sourcing
capabilities



Potential
to integrate
seamlessly
with banks &
back-office
platforms



Advanced
working
capital
insights &
analytics



Efficient
collaboration
& workflow
management
for all users

OBJECTIVES

- Centralized Cash Forecasting & Clear Workflows
- Cost Savings
- Better Visibility to Cash Balances
- No Heavy IT Projects

ACHIEVEMENTS

- ✓ Standardization of Processes
- ✓ Efficient Workflows
- ✓ Near-Real-Time Analysis on Payments
- ✓ Hundreds of Thousands in Cash Savings

PROJECT ACHIEVEMENTS

Despite the significant complexity of their global financial workflows, Unilever has been able to standardize many of their disparate processes in order to obtain quality data for their cash forecast from a range of different sources and global entities. As a result, they can now benefit from near-real-time analysis on payments, invoicing, and vendor behavior and trends within their cash operations. TIS' efficient workflow management, flexible and layered cash forecasting models across various scenarios and horizons, and diverse drill-down functionalities cover the whole spectrum needed by Unilever to quickly gain insights and create robust and reliable forecasts.

Forecast accuracy has improved from 50% to 80% in most categories at the three month time horizon with forecast variance for some categories now measured at less than 10% looking out at the one month horizon.

Today, both Unilever's short-term cash allocation as well as their longer-term decision making are remarkably improved, which has led to **hundreds of thousands in savings**. They use TIS and the Cash Forecasting tool on a daily basis, having started with a 5-6 weeks forecasting horizon, which has by now expanded to a longer look-out of about 13 weeks. The necessary connectivity between their back-office systems, banks, and TIS was configured within a very short timeframe and without headache or heavy involvement from internal IT. Instead, Unilever was able to rely on the excellent support from the team at TIS to the majority of implementation tasks.

Moving forward, Unilever plans to continue using the TIS solution to achieve even greater optimization of their forecast process and drive better understanding of the various working capital cashflows that comprise their business.

“With a strong sense of teamwork and effective collaboration between TIS, Unilever and the banks, we achieved success seamlessly navigating times and unlocking opportunities, even without extensive IT support.”

Gerard Tuinenburg, Director Systems, Innovations, and Transactions Banking, Unilever

TIS' EXEMPLARY SUPPORT & SERVICE MODEL

 Quick & Easy ROLL-OUT	 300+ EXPERT STAFF	 Decades OF EXPERIENCE	 Intuitive USER-INTERFACE
 92% Tickets FIXED IN <1DAY	 99.7%+ SYSTEM UPTIME	 100% IN-HOUSE TEAMS	 Excellent CUSTOMER SUPPORT



Scoring out of 10 (best)
Feedback from customers on
Capterra and TrustRadius

ABOUT TIS

TIS helps CFOs, treasurers, and finance teams transform global cash flow, liquidity, and payments. Since 2010, our scalable cloud platform and exemplary service structure have empowered the entire office of the CFO to become more efficient, automated, and controlled. Today, TIS excels in streamlining and unifying connectivity between all a company's relevant back-office systems and their external banks, vendors, and business partners. Our award-winning solutions are trusted by hundreds of organizations and thousands of practitioners for superior performance in cash forecasting, working capital, outbound payments, bank connectivity, financial messaging, fraud prevention, transaction 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 driving digital transformation for companies of all sizes and industries. Ultimately, we enable customers to gain strategic advantage, monetize data, improve operational efficiency, and better manage risk.

For more information, visit tispayments.com and reimagine your approach to cash flow, liquidity, and payments.

Cash Flow, Liquidity & Payments.

Learn more at tispayments.com »



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