



Transforming Cash Flow Forecasting:

Synergy between a bank and fintech provider bring Finance teams to a new level

Surprisingly, despite being a key discipline crucial to business success, **cash flow forecasting remains a persistent challenge for businesses across all industries**. Navigating complex Excel sheets, dealing with limited collaboration, and relying on manual processes pose significant risks—especially when the owner of the spreadsheet leaves,

taking all insights with them (key man exposure).

Broken processes and outdated spreadsheets are simply not equipped to meet today's demand for better cash flow insights, particularly in our volatile business environment where companies are more focused on cash flow than ever before.

Finance professionals aiming to enhance their cash flow forecasting – making it more efficient, accurate, and strategic – need to understand:

- 1 What are the key issues behind inefficient cash forecasting
- 2 Which key questions to ask themselves about their forecasting process
- 3 Which action points to take for achieving cash forecasting excellence
- 4 How can banks and fintech providers support them



FORESEEING THE UNCHARTED

Data is the challenge

46% of organisations see improving cash forecasting as a KEY PRIORITY¹

Recent studies, such as those by the [European Association of Corporate Treasurers \(EACT\)](#) or [Deloitte's 2024 Treasury Survey](#), have shown that while **cash forecasting is a top priority** and almost half of treasury teams prioritize improving cash forecasting capabilities, **less than a quarter of organizations rate the maturity of their cash flow forecasting (CFF) as above average**. Why is that?

Companies continue to grapple with the challenge of collecting data from separate sources to build robust forecasts. **Spreadsheets and Excel are often still the primary tool for cash**

flow forecasting in many businesses.

As a result, data aggregation remains a significant pain point. The reliance on manual input leading to errors, time-consuming processes, and delays across entities and time zones. **The inaccuracy of the process and data turns the forecast into a guessing game.**

The consequences of a cash flow forecasting are grave, missed opportunities and significant repercussions: **investments not made due to lack of insight, idle cash sits unused, unnecessary loans increasing operational costs, potentially leading to business**

disruption.

A notable example is Carillion, whose poor cash flow forecasting and borrowing strategy ultimately led to the **collapse of the business in 2017**.

On the other hand, **access to the right data and analytics can be a game changer**. For instance, Pearson stated that their peak borrowings would have been at least £100 million higher **without their cash forecasting tool**. This highlights the value of investing in technology that pays for itself.

But how do we get there?

LOOKING INTO THE CORNERS

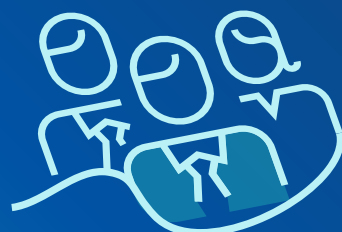
Understand your current cash flow processes and needs

Companies looking to enhance their cash forecasting processes should begin with a thorough assessment of their current situation. The assessment should involve centralized key personnel already working on it, but additionally consider who ideally should be involved. Their Consultant Cash & Liquidity Management at their trusted house bank can also assist them in this process, including – as a second step – identifying the right tools to best address the challenges detected.

When aiming to get the full picture, a brutally honest evaluation of the “as is” situation is required. Where and when is data aggregation a struggle? Where are usual gaps, inconsistencies, and inaccuracies? How well does the collaboration currently work? Where are processes falling short? Is the process flexible enough to quickly adapt the forecast to changing business situations? Are all the insights needed accessible in one central place?

CASH FORECASTING IS (GLOBAL) TEAM WORK

Therefore, for starting a cash forecasting overhaul project, the key focus needs to include systems, banks, data, and people.



¹ Source: Deloitte's 2024 Treasury Survey - <https://www2.deloitte.com/content/dam/Deloitte/us/Documents/Advisory/us-global-treasury-survey-2024.pdf>

In this context, it can become beneficial for businesses that some banks are already partnering closely with specialized solution vendors. Banks hereby expand and enhance their service offerings with state-of-the-art tools, also allowing to better inform and advise their clients. Additionally, they have established a best-practice

approach with the respective fintechs, enabling smooth project executions. Together, banks and fintechs serve as strategic partners, helping businesses define and achieve milestones for their financial operations effectively – particularly in areas such as cash forecasting.

Partnerships with fintechs have been part of our strategy for several years now. These collaborations enable us to offer our clients specialized solutions that strategically support their business operations and complement our proprietary offering.



ERICA KOSTELIJK
Head of Transaction Banking



TAMING THE BEAST

STRATEGY is key

What is the cash forecasting technique now, what should it be in the future?

Which scenarios need to be taken into consideration?

To achieve the ideal cash flow forecasting setup, It's crucial to understand the objectives from the perspectives of all stakeholders, from Treasury, Accounting, FP&A, IT and others, up to the CFO.

BEST TIME TO VALUE FOR YOUR CASH FORECASTING OBJECTIVES

1



Assess your
“as is” situation
and identify your needs

2



Define your
key goals

3



Set up a clear and
comprehensive project plan
and timeline

covering **systems, banks, connectivity channels, and workflows**

Since each cash forecasting process is unique to a company's business, TIS typically follows a 'walk, run, fly' approach to implementation. This tailored methodology focuses on building a strong foundation and achieving a quick time-to-value. There is an emphasis on automating data aggregation as well as enabling collaboration within the business to achieve consistency around how forecast inputs are submitted and confirmed. These are essential building blocks in enabling companies to quickly achieve a reliable baseline forecast, and they can continue to increase the sophistication of that forecast over time by layering on our more advanced features.



JON PAQUETTE
CPO

tis

A clear step-by-step approach, such as the TIS “walk, run, fly” methodology, enables businesses to achieve the quickest time to value around their global forecasting projects – by gradually building their capabilities and ultimately achieving a level of sophistication that supports strategic decision-making and financial resilience. The “walk” phase focuses on establishing the foundational elements, such as data collection, reporting, and basic forecasting techniques. The “run” phase involves enhancing the forecasting process and precision through analysis and scenario planning, significantly increasing forecast accuracy. In the “fly” phase businesses leverage predictive analytics, machine learning, and smart logic to further increase accuracy and generate insights, humans might miss, such as patterns in payment behaviour.

A cash forecasting tool, regardless of the specific objectives, must have a crucial capability: easily and securely

retrieving information from multiple sources and applications, such as ERPs, TMSs, and banks. Effective cash forecasting also requires active collaboration across entities. It's not just a reminder to contribute—it's about engaging actively in the forecasting process and providing the stakeholders and collaborators the insights they need. Consequently, the tool should enable users to drill down into insights, conduct variance analysis, and update forecasts in real-time.

These forecasts should be accessible to all stakeholders, easy to review, trace, and understand, adaptable to different scenarios, and continuously updated to reflect current data. Intelligent analytics and artificial intelligence (AI) come into play when a solid database is given. It can speed up reporting and identify patterns that the human user might miss, for example in payment behaviour. This ensures transparency and supports better decision-making across the organization.

BETTER TOGETHER

COLLABORATION to boost the business

With key personnel no longer burdened by data collection in the cash forecasting process, they can shift their focus to analytics and strategic planning. Enhanced collaboration on analysis, combined with automated data aggregation and AI-supported forecasting significantly enhance overall cash operations. Transparency, accuracy, and deeper insights at a higher speed are the foundation to

better informed decision-making and collaboration across the teams. More effective application of idle cash, opportunities to achieve savings and cut down on borrowings, greater agility for investments, and other benefits are the result – **all contributing to the Finance teams' key strategic position for the overall business growth.**

Achieving this transformation likewise

is a collaborative teamwork – across the stakeholders in the various departments involved in the cash forecasting processes, but likewise supported by fintechs and banking partners, acting as strategic collaborators. These partnerships empower large businesses and global enterprises to more smoothly and with quicker time to value to transition to truly game-changing forecasting setup within only a few months.

KEY FACTORS FOR EXCELLENT CASH FLOW FORECASTING SOFTWARE

1

INTEGRATION CONNECTIVITY

to any relevant data source (ERP, TMS, banks, etc)

2

100% CLOUD SERVICE



3

COLLABORATION TOOLS

and smart analytics (AI)

4

OUTSTANDING SUPPORT SERVICES



Ready to revamp your Cash Flow Forecasting? We're excited to start this journey with you.

REACH OUT TO US!

Contact **ABN AMRO Cash & Liquidity Management** by sending an email to **Steven van Varsseveld, Senior Consultant Sales at ABN AMRO**, steven.van.varsseveld@nl.abnamro.com or reach out to **Timo Becker, VP Global Business Development at TIS**, timo.becker@tispayments.com, and we would be more than happy to elaborate in more detail the added value for your company.

About ABN AMRO

As a personal bank in the digital age, we deliver convenience in daily banking and offer clients our expertise at moments that matter. We have a clear purpose: Banking for better, for generations to come. We are building a future-proof bank by simplifying our operations while enhancing service compliance, and efficiency. We provide banking and advisory products and services to more than 9,000 corporate clients across the Netherlands and Northwest Europe. We aim to play an impactful role in helping to build a more sustainable society by providing distinctive expertise in supporting clients' transition to sustainability.

For more information, visit abnamro.com

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.

For more information, visit tispayments.com



TIS & ABN AMRO join forces with a unique partnership in the Netherlands.

Left: Jörg Wiemer, Co-Founder, Chief Evangelist & Lead Advisor, TIS
Right: Irving Kerkhof, Head of Transaction Banking Sales, ABN AMRO

Combining long-term & short-term forecasts?

We know how.



GET IN TOUCH

