

Anton: To capitalize on the opportunities

Anton: offered by Asia's growth,

Anton: companies need the ability to grow fast

Anton: and operate across borders and time zones.

Anton: From improving cash forecasting

Anton: to increasing automation

Anton: the right technology will give treasurers

Anton: the power to scale across Asia.

Connie: I think today's company really need to become

Connie: a data organization;

Connie: they really need to harness data

Connie: to make better decisions.

Connie: One example, the treasurer will ask is:

Connie: where is my cash position?

Connie: With the recent BREXIT as an example,

Connie: we would want to know what our exposure is

Connie: and if that's going to happen again in the future,

Connie: you need to know what your risk is,

Connie: and do you have an answer to that?

Anton: It all comes back to visibility.

Anton: Without visibility you may not know

Anton: where your cash is and how to deploy it.

Anton: We know from our Voice of the Corporate survey

Anton: that cashflow forecasting is one of the most

Anton: important aspects of treasury management.

Anton: Even just having electronic statements

Anton: can go a long way

Anton: in helping the treasurer to gain visibility.

Connie: I can share a similar example of where

Connie: not just data, but dynamic data is used.

Connie: Microsoft Treasury has embarked on

Connie: a digital transformation journey.

Connie: Where we want to know what our cash position is,

Connie: what we have done is

Connie: we have spent hours and hours of manual work

Connie: to compile Excel spreadsheets into a single dashboard.

Connie: Today, a BI (business intelligence) dashboard

Connie: can combine all the data,

Connie: and also, when new bank data

Connie: like a bank statement comes in

Connie: we can publish it and share across the teams.

Anton: When you're trying to future proof the treasury

Anton: the most important question you need to ask is:

Anton: what problem you're trying to solve?

Anton: When we talk to clients,

Anton: they often know that they're not best practice.

Anton: It's difficult sometimes for them to articulate

Anton: where they're looking to go to

Anton: and exactly where they need to start.

Anton: It's important to have a clear strategy

Anton: and regular dialogue with your banks

Anton: so that you can collaborate together

Anton: for future success.

Connie: Technology is really a key enabler

Connie: in the digital transformation.

Connie: AI is one key technology,

Connie: because of the amount of data we need to manage and process.

Connie: One case use of AI is really about chatbot.

Connie: We've seen many banks and insurance companies

Connie: better manage the millennial customers who prefer

Connie: digital channels over physical channels.

Anton: Another important initiative is the growth of

Anton: Application Programming Interfaces

Anton: also known as APIs.

Anton: APIs provide the ability for two computers

Anton: to talk to each other over a network

Anton: using common language.

Connie: One use case of open API is

Connie: on the AML (anti-money laundering).

Connie: By using machine learning you can

Connie: identify the suspicious transaction and help reduce fraud.

Anton: There are a number of things

Anton: a treasurer needs to remember

Anton: when looking to future proof the treasury function:

Anton: The first is, the risk of not taking action.

Anton: The second is, really understanding

Anton: the problem that you're trying to solve.

Anton: And lastly, ensuring that you have

Anton: the right technology to solve those problems.

Connie: When it comes to innovation

Connie: it's really important to be agile.

Connie: The treasurer really needs to think about

Connie: how to continuously improve the process

Connie: and adopt a 'fail fast learn fast' culture.

Connie: And you really need to have the right talent

Connie: and the mindset to embrace innovation.

Connie: Collaboration is really key to success.

Connie: We've seen new partnerships

Connie: and business models in the digital era;

# Talking Technology with Microsoft

Connie: choosing the right technology partner and banking partner,

Connie: that you can trust, is important.