

THE FIS PHARMA PLAYBOOK

Simplifying the Global Payments Journey



Simplifying Global Corporate Payments

With increasing focus on liquidity, corporations are eager to find new ways to manage cash more effectively. Many multinational corporations today manage their payments processing and bank accounts regionally, at the business unit level, or at the subsidiary level. While these methods offer some flexibility, they often result in poor visibility and high ownership costs.

Visibility is critical to cash management, but it is often missing in multinationals due to lack of standardization. This, combined with overreliance on manual processing and disparate systems, not only diminishes visibility, but can also increase transaction costs and introduce fraud-related risks. Additionally, regulatory frameworks, such as Single Euro Payments Area (SEPA) and Sarbanes-Oxley, require corporations to rethink their back-office processes.

As you take this customer journey, pay close attention to how FIS helps your business to:

- R

C

G

RUN – streamline business operations and ensure efficiency.

NOTE: In many instances, we carry out multiple processes simultaneously, with some connected to payments processing and pricing discounts and others related to loyalty point tallies and offers.

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As you take this customer journey, pay close attention to how FIS helps your business to:

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CONNECT – build deeper, lasting relationships with customers.

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As you take this customer journey, pay close attention to how FIS helps your business to:

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GROW – identify and leverage opportunities to generate revenue.

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FIS' Unique Value Proposition

The financial world is rapidly changing and institutions are challenged to keep up—let alone innovate. Nowhere is this more apparent than with payments, as many institutions are trapped in an internal ‘tug of war’ where they must constantly choose between **running** and **growing** their businesses.

By partnering with FIS, payments providers can put their technical operations on rails, expand their capabilities to **connect** with consumer preferences, and leverage our vast expertise and analytics capabilities to identify new opportunities to grow both their market and mind share.

FIS is focused on helping payments providers succeed in 3 key areas:



RUN
Operational Excellence
Always-on Open
payments platform



CONNECT
Customer Intimacy
Access to wider
payments ecosystem



GROW
Contextual Engagement
Analytics driven,
customer centric

Learn more about how FIS can help your
business to **RUN, CONNECT** and **GROW**

CLICK HERE

THE FIS PHARMA PLAYBOOK



Meet Thomas

Thomas is the Global Treasurer for Pharma, Inc., a global pharmaceutical company with 48,000 employees working across 44 offices throughout the globe. The company has operations and partners in more than 60 countries that aid in the development of a vast array of products in the pharmaceuticals, consumer health and crop sciences spaces. Last year, the company earned \$10.5 billion in revenue.

Thomas and his global treasury team strives to bring visibility to Pharma's 3,000 corporate bank accounts and the more than 800,000 payments it makes annually. Rapid economic shifts and increasing regulatory complexities have Thomas's CFO mandating that he improve performance in terms of cash management, banking, debt and funding, investments, and risk management.

Ride along for a day in the life of Thomas and see how he uses FIS solutions to gain full visibility into Pharma's complex, global cash management.



THE FIS PHARMA PLAYBOOK

THOMAS

Age: 56

Job: Global Treasurer of Pharma, Inc.,
a global pharmaceuticals company

About Pharma, Inc.:

\$10.5B in revenue

3,000 bank accounts

800,000 payments processed annually

Offices throughout North America,
EMEA, and Asia Pacific

Meet Thomas

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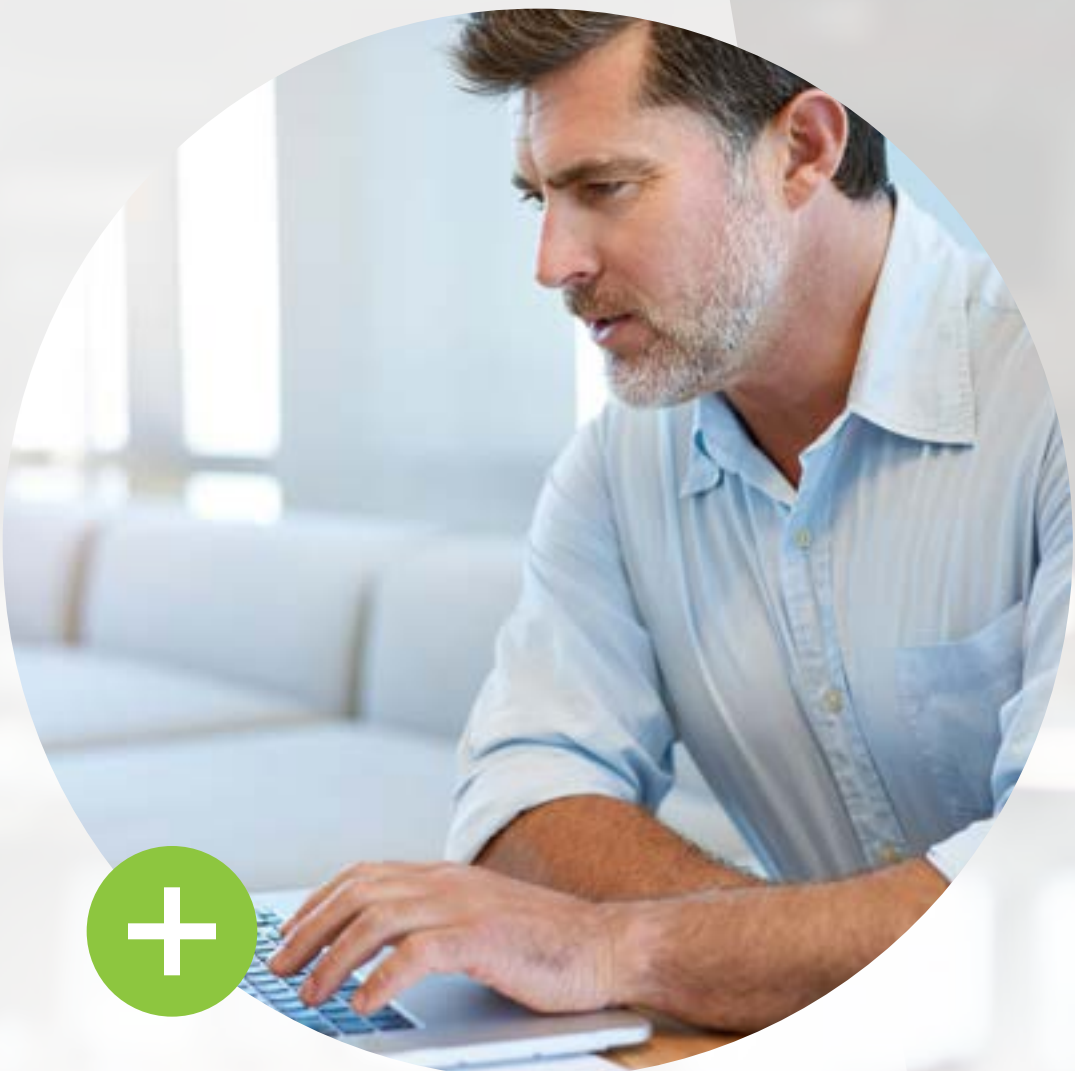
R **C** ERP and Treasury Management
Corporate Payment Factory

Managing Payroll Before the Day Begins - 6:00 AM

Thomas lives in Dresden, Germany, where Pharma, Inc.'s headquarters are located. Due to the global nature of his company and its operations, his workday can extend to all hours and he travels to Europe and around the globe extensively, meeting with partners as well as checking in on his regional reports in other Pharma, Inc. offices.

His job used to be dramatically more complex due to a myriad of treasury and corporate payment systems used throughout the Pharma, Inc. network, a byproduct of the many mergers and acquisitions carried out over the years. However, by centralizing the company's corporate payments processing in recent years with the implementation of the FIS Trax payments factory, Thomas and his team have been able to streamline a great deal of their daily tasks.

Even so, Thomas' day begins early as he reviews all the activity that occurred while he was sleeping, reviewing the dashboards summarizing status of payments and bank balances accounts in the company's new centralized corporate payment factory. It's a quick, cursory check in between reviewing his litany of emails and his day's packed schedule.



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Why Pharma, Inc. chose to implement a payments factory:



Labor savings in areas such as treasury, accounts payable, accounts receivable, payroll, cash reconciliation and IT.



Risk and payments fraud reduction due to centralized administration of stronger, more systematic controls, ensuring secure, streamlined and error-free payments.



Reduced fees due to greater payments visibility, allowing Thomas and team to identify where lower-cost forms of payments can be used.



Retirement of disparate legacy systems used by different business divisions throughout the world.



THE FIS PHARMA PLAYBOOK

C ACH, Cross-Border, and Real-Time Payments

Meeting the Myriad of Payment Types Required - 8:00 AM

Thomas begins the first of the day's conference calls in preparation for the end of the fiscal quarter. At the same time, his treasury ops team is mandating all approved payments to counterparties throughout the globe, sending payments in a variety of methods to integrate with the systems and needs of Pharma, Inc.'s various partners, brokers, and vendors. Payments are validated and routed to the appropriate banks through eBanking channels, like the SWIFT network, EBICS or even open banking API's where real-time communication with banks is crucial.



THE FIS PHARMA PLAYBOOK

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ACH, Cross-Border, and Real-Time Payments

Meeting the Myriad of Payment Types Required - 8:00 AM

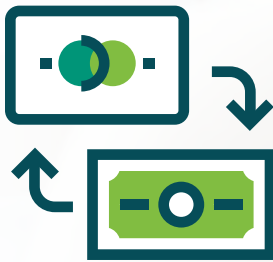
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The types of payments Pharma, Inc. can now make



ACH payments delivered in 1-3 business days to banks and financial institutions, including brokers, throughout the world.



Cross-border payments delivered to partners and parties in other countries in accordance to applicable regulatory requirements.



Real-time payments made immediately to those banks equipped to receive immediate funding.



THE FIS PHARMA PLAYBOOK

R

Capture Debt Notification
Corporate Cash Management

Keeping an Eye on Corporate Liquidity & Debt - 11:30 AM

Thomas continues his morning of calls and meetings, all the while staying in contact with his regional team leads and direct reports about the status of the Pharma, Inc.'s immediate liquidity position. Because not all payments are immediate and take days to post with the various banks throughout the world, the treasury operations team needs to monitor the payments across thousands of accounts at Pharma, Inc. This is essential for Thomas and his analysts to monitor and manage the company's cash position at all times.

So far today, more than 1,000 debit notifications have come into the treasury department via the Trax payment factory. This information is translated to aggregated cash flows that are posted by the payment factory into the cash position worksheet of the treasury tool used by the cash management team, who report to Thomas.



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Why is real-time liquidity monitoring so important?

Thomas and Pharma, Inc. must keep a close eye on the company's liquidity ratio and its overall solvency. This includes cash or assets that can be readily converted into cash, immediate liabilities.



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R

C

Operational Control and Fraud Detection
GL Ledger Posting

Unexpected Transactions Posted to GI and Suspicious Outgoing Wires - 4:00 PM

Thomas has wrapped up his day in the office and is on his way to the airport for a long flight to New York to meet with leadership in the North American region. In the towncar, Thomas’ treasury operations team manager, Leo, calls to tell him about an important incoming wire that was made by the business unit’s customer. The transaction was immediately picked up by Trax as soon as the bank sent the credit notification, and the treasury operations team was alerted that the money was made available. Thanks to the Trax interface to Pharma’s general ledger (GL) system, the transaction was immediately posted in the business unit’s GL.

Additionally, Leo informed Thomas that two outgoing wires to pay invoices to a partner in Hong Kong were flagged as suspicious transactions because the bank account details of the beneficiary were different than the ones historically used for paying the Hong Kong partner. The payments were therefore intercepted and put in a waiting queue for further investigation.



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R **C** Bank Account Statement Capture and Routing

Resting Assured - 8:00 PM

Thomas is in route to the U.S. and finally enjoying what little time he has not on his phone or laptop as the plane makes it way over the upper Atlantic Ocean. He's enjoying a glass of wine and re-watching the latest Jason Statham car-racing movie. While Thomas is in the air and offline, Pharma, Inc.'s Trax system continues to run, ensuring that when Thomas lands and is back online, he'll have access to a fully updated account with access to the company's many bank statements for review and to confirm accuracy. It's been a long day for both Thomas and his team but, thanks to the Trax payment factory, they've both been able to spend much more of their daily worktime devoted to more important tasks, not manual interventions on various vendor and partner payments.



6:00

8:00

11:30

4:00

8:00 PM

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Why Thomas and Pharma, Inc., are ahead of the curve ...

Approximately, fewer than 1 in 5 corporations have implemented a payment factory solution.



THE FIS GLOBAL CORPORATE PAYMENT FACTORY END TO END

CORPORATION SIDE

Pharma Inc. Treasurer,
Thomas, pays counterparties
across the globe.

The corporate payment factory
routes payments and connects
to the relevant banks.

The corporate payment factory then
goes through cash positioning and
liquidity monitoring.

The corporate payment factory goes
through reconciliation, cash pooling,
reviewing and posting accounts.

Thomas' account is updated in
the corporate payment factory.

UNDER THE HOOD



ERP and Treasury
Management



Corporate Payment
Factory



Cross-Border



ACH



Capture debit
notification



Corporate Cash
Management



Operational Control
Reconciliation



GL Ledger Posting



Bank account statement
capture and routing



Real-Time Payments



Run Connect Grow



THE FIS PHARMA PLAYBOOK



FIS Trax Payments Factory

With the spotlight on liquidity, multinational corporations are under pressure to more effectively manage their cash. For corporations with complex payments requirements, FIS™ Trax payment factory solution provides best-in-class payments and account statements processing capabilities. It allows corporate treasury teams to better monitor and manage the company's cash position, maintain an accurate general ledger, ensure regulatory compliance, and spot potential fraud—both internally and with vendors and partners.

TO LEARN MORE

Call: 800-822-6758

Email: getinfo@fisglobal.com

Visit: www.fisglobal.com/wherepaymentsmeetlife