



RESEARCH

# 2010 Cash Forecasting Survey

Co-Sponsored by Strategic Treasurer

## Executive Summary

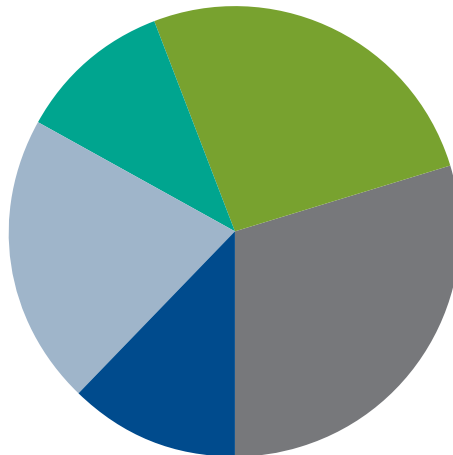
Bottomline Technologies and Strategic Treasurer's 2010 Cash Forecasting Survey examines common challenges faced by corporate treasurers in their attempts to get a timely, accurate view of cash position and the impact of fragmented views on corporate liquidity management. Approximately 150 treasury professionals responded.

### Key findings include:

- 94 percent of respondents would prefer to receive updates daily but more than 60 percent of treasury organizations receive weekly (or less frequent) data updates from regional offices.
- More than 75 percent of respondents surveyed have upwards of 10 bank accounts, with approximately a third having between 101 and 500 accounts.
- More than half of respondents have multiple banking relationships outside of the U.S.

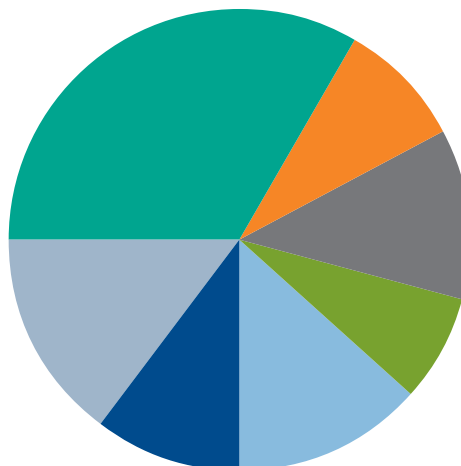
Significant opportunities for improvement in core treasury information management remain for most firms. Less than 10 percent of respondents were able to consolidate information in a fully automated or real-time manner. Given the level of affordable automation solutions available today and the criticality of visibility to liquidity management, many organizations will need to implement new technology over the next six to 18 months to address these challenges and stay competitive.

## 1. What is your company's annual revenue? (select one)



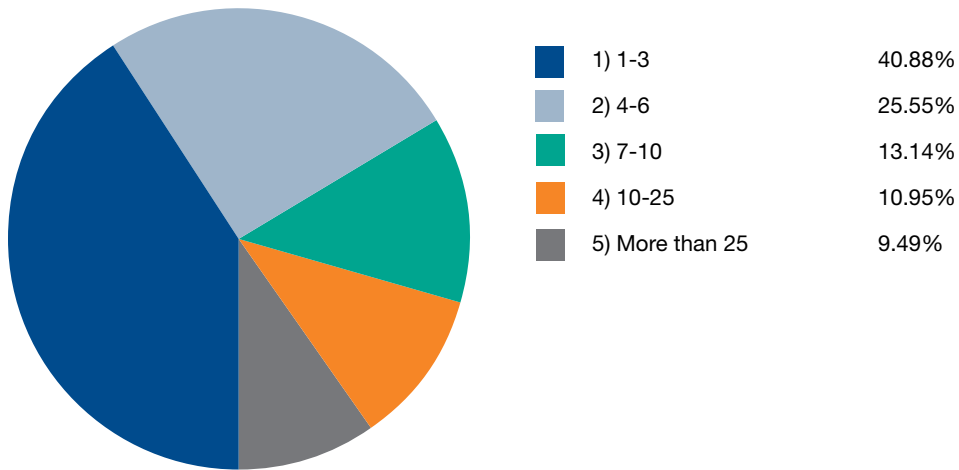
1) Less than \$100MM	12.32%
2) \$100MM - \$500MM	21.01%
3) \$500MM - 1B	10.87%
4) \$1B - \$2.5B	26.09%
5) Greater than \$2.5B	29.71%

## 2. What is your role? (select one)

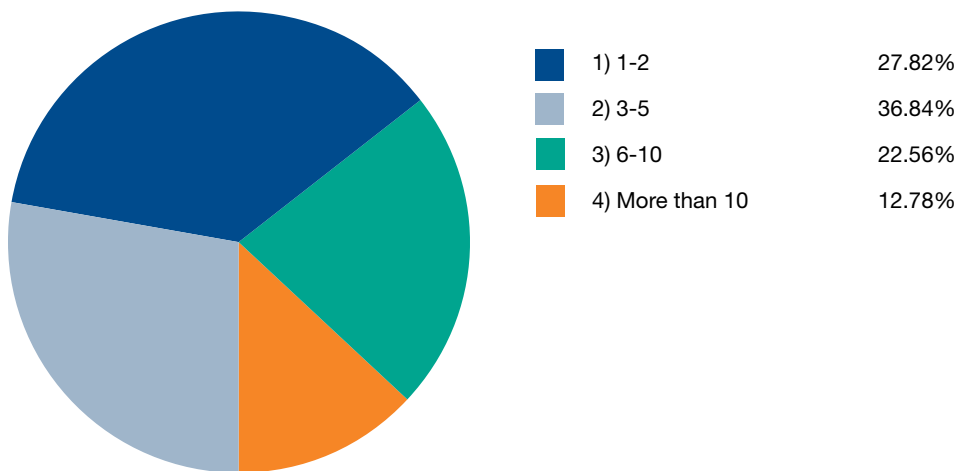


1) CFO	10.37%
2) Treasurer	14.81%
3) Treasury Manager	33.33%
4) Treasury Analyst	8.89%
5) Cash Manager	11.85%
6) Controller	7.41%
7) Other	13.33%

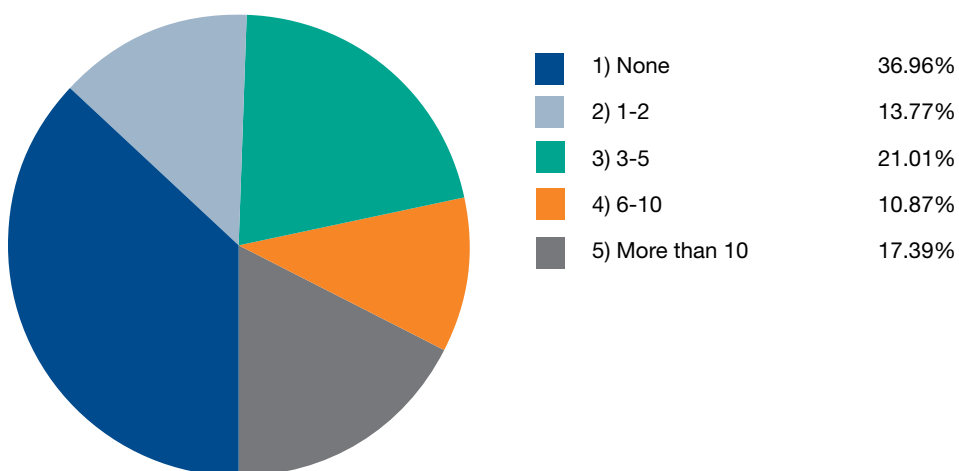
3. How large is your global treasury organization? (select one)



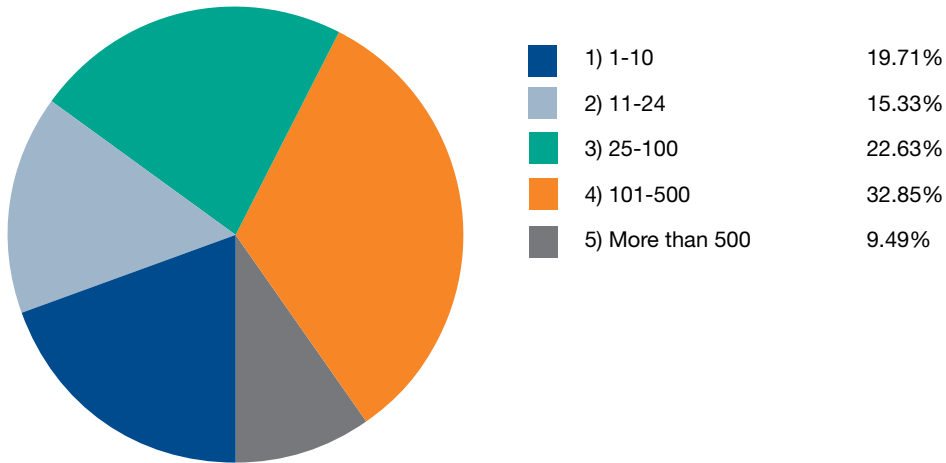
4. How many banks do you use in the United States? (select one)



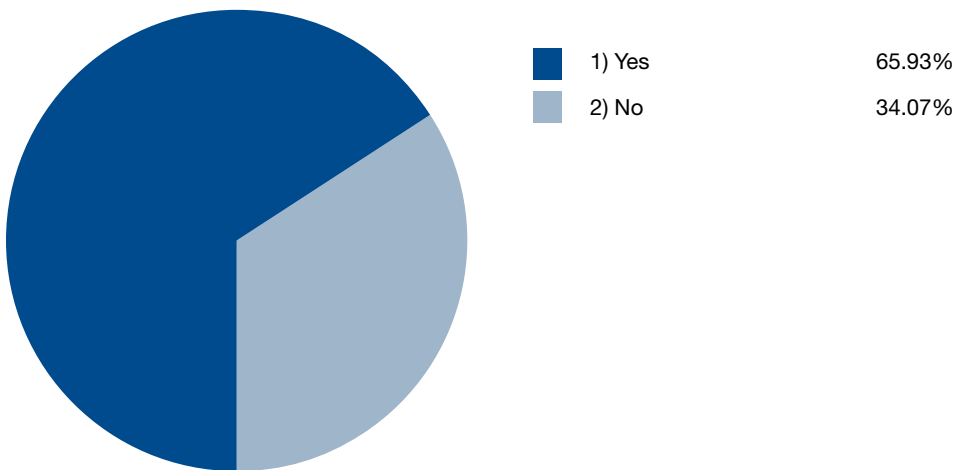
5. How many banks do you use outside of the United States? (select one)



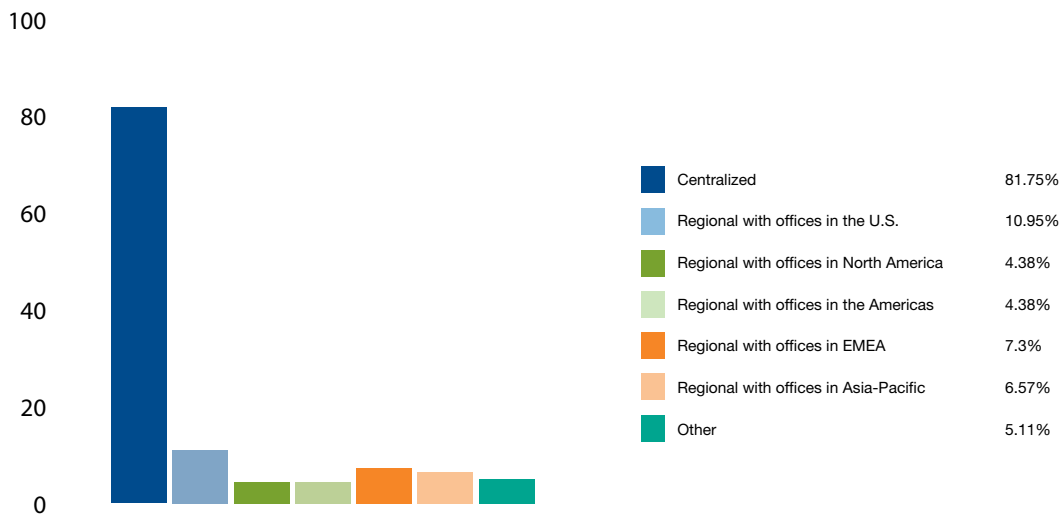
6. How many bank accounts do you have? (select one)



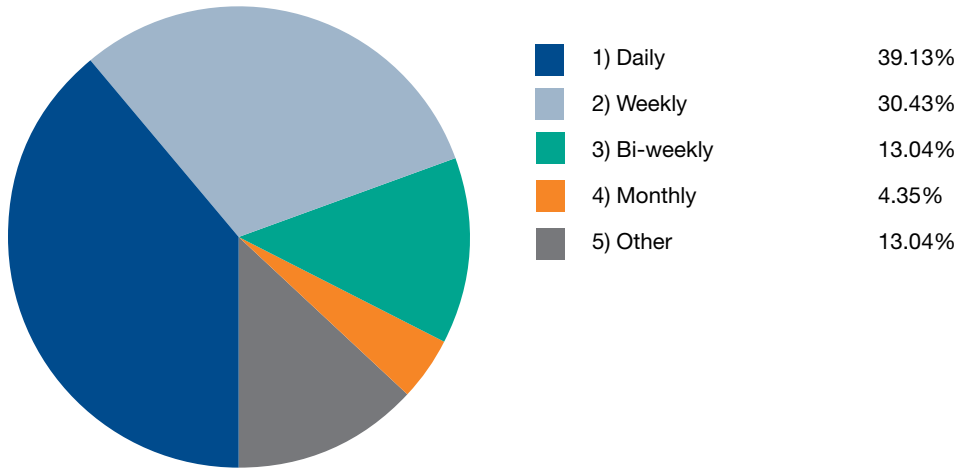
7. Is there a policy of "all cash belong to corporate"? (select one)



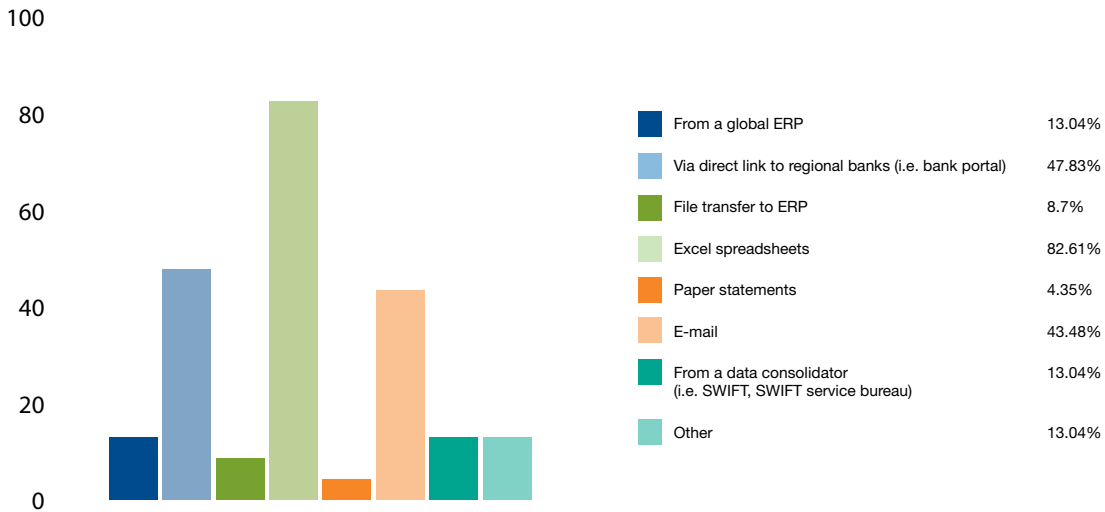
8. What is the structure of your treasury department? (check all that apply)



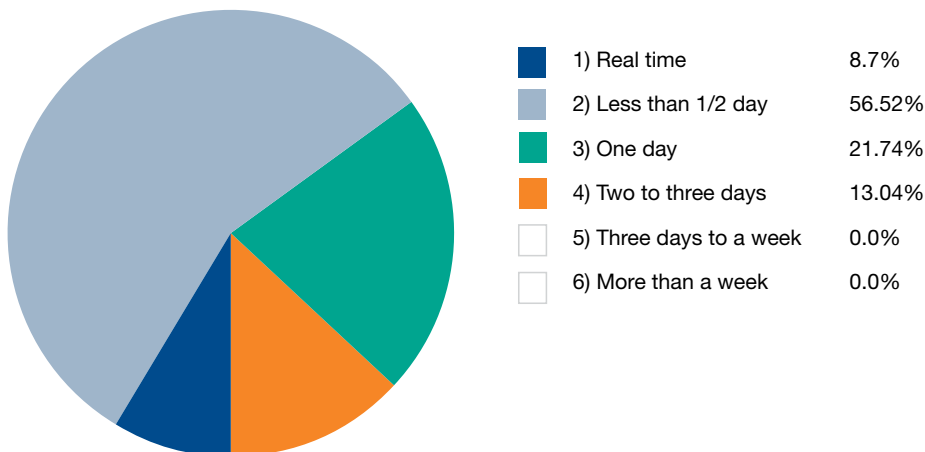
9. How often do you receive cash position information from regional offices/headquarters? (select one)



10. How do you get treasury data from your regional offices/headquarters? (check all that apply)

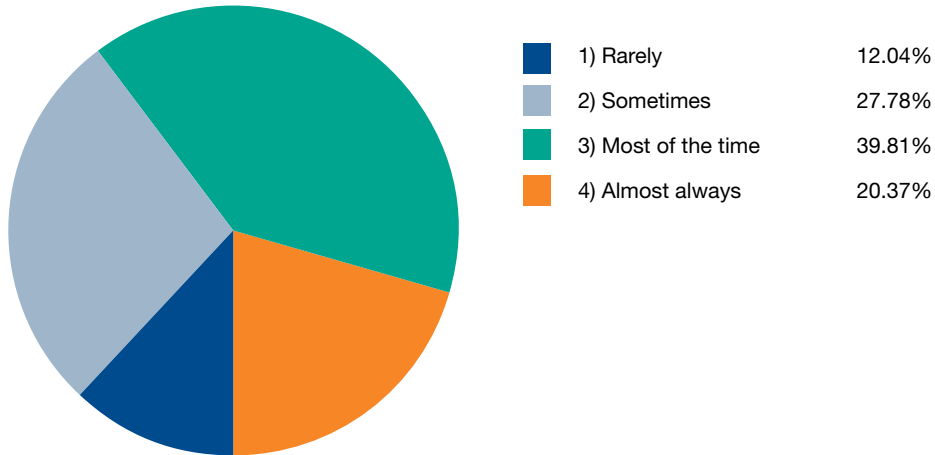


11. How long does it take to consolidate data from regional offices? (select one)

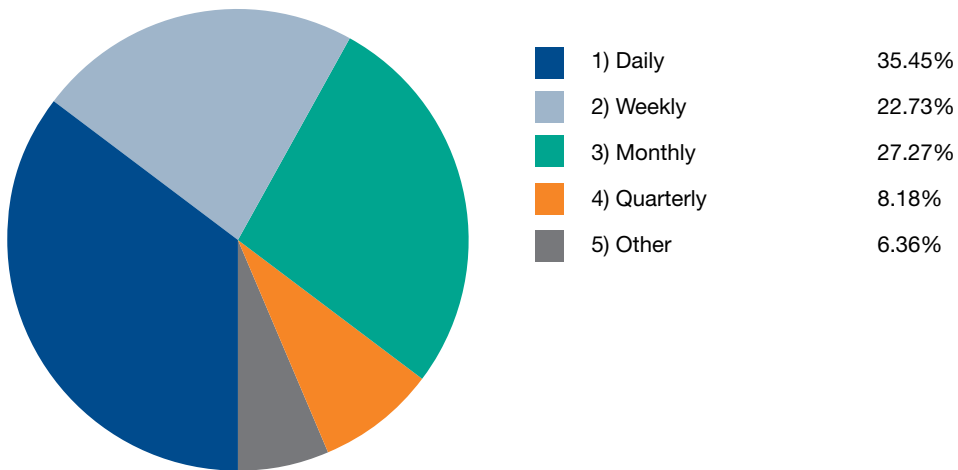


12. Please select the answer choice that best completes this statement:

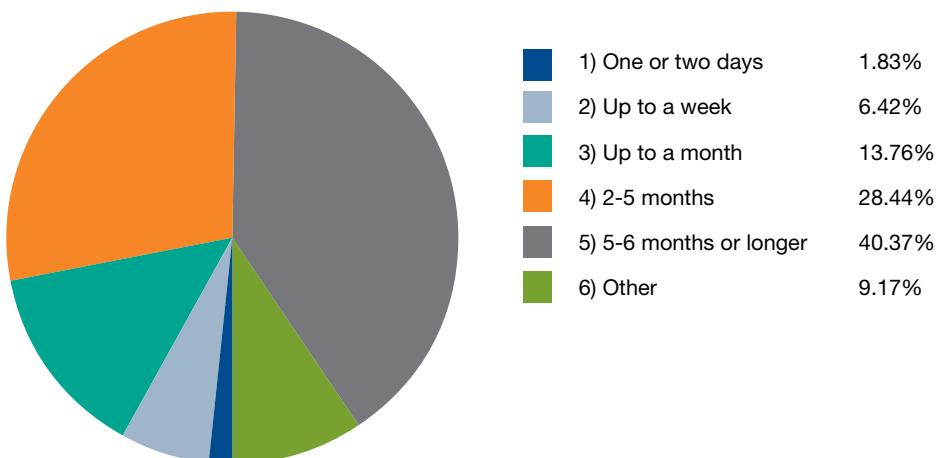
My access to my company's bank balance and AP/AR information enables me to forecast accurately...



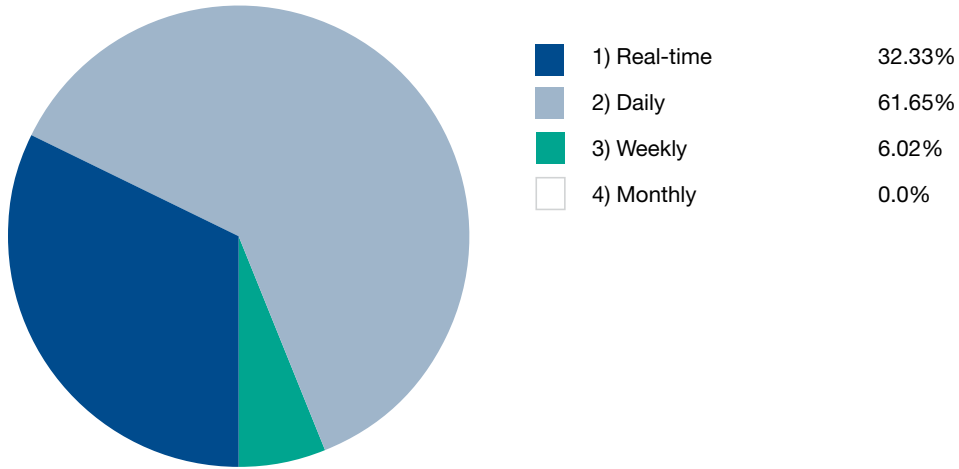
13. How often do you do cash forecasting? (select one)



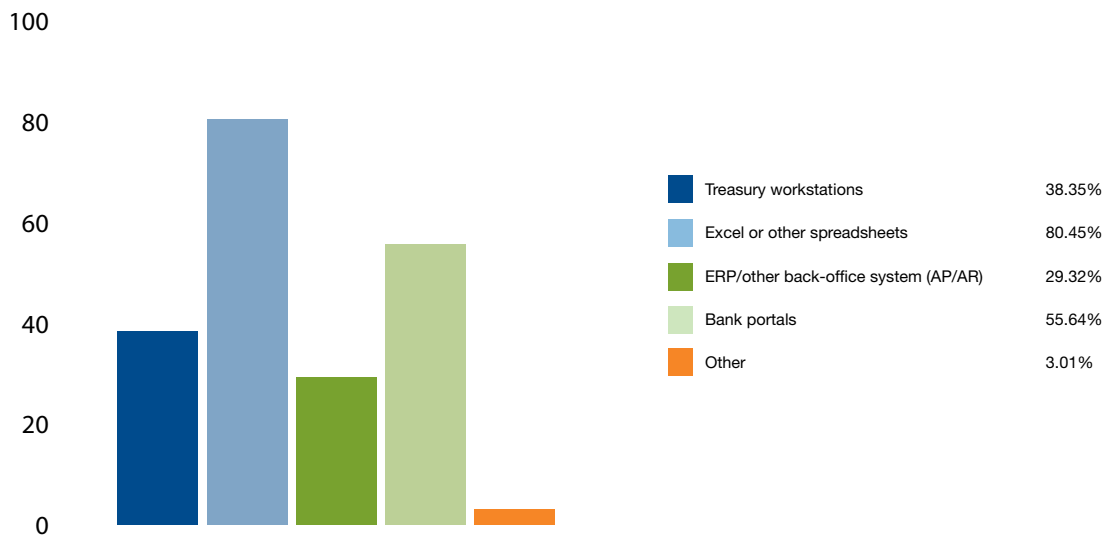
14. How far into the future do you forecast cash? (select one)



15. How frequently would you like your cash position updated? (select one)



16. Which tools are you currently using for cash reporting? (check all that apply)



## About Bottomline?

Bottomline Technologies (NASDAQ: EPAY) provides collaborative payment, invoice and document automation solutions to corporations, financial institutions and banks around the world. The company's solutions are used to streamline, automate and manage processes involving payments, invoicing, global cash management, supply chain finance and transactional documents. Organizations trust these solutions to meet their needs for cost reduction, competitive differentiation and optimization of working capital. Headquartered in the United States, Bottomline also maintains offices in Europe and Asia-Pacific. For more information, visit [www.bottomline.com](http://www.bottomline.com).



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