WELLS FARGO

Treasury Management

ERP readiness, selection, and implementing best practices

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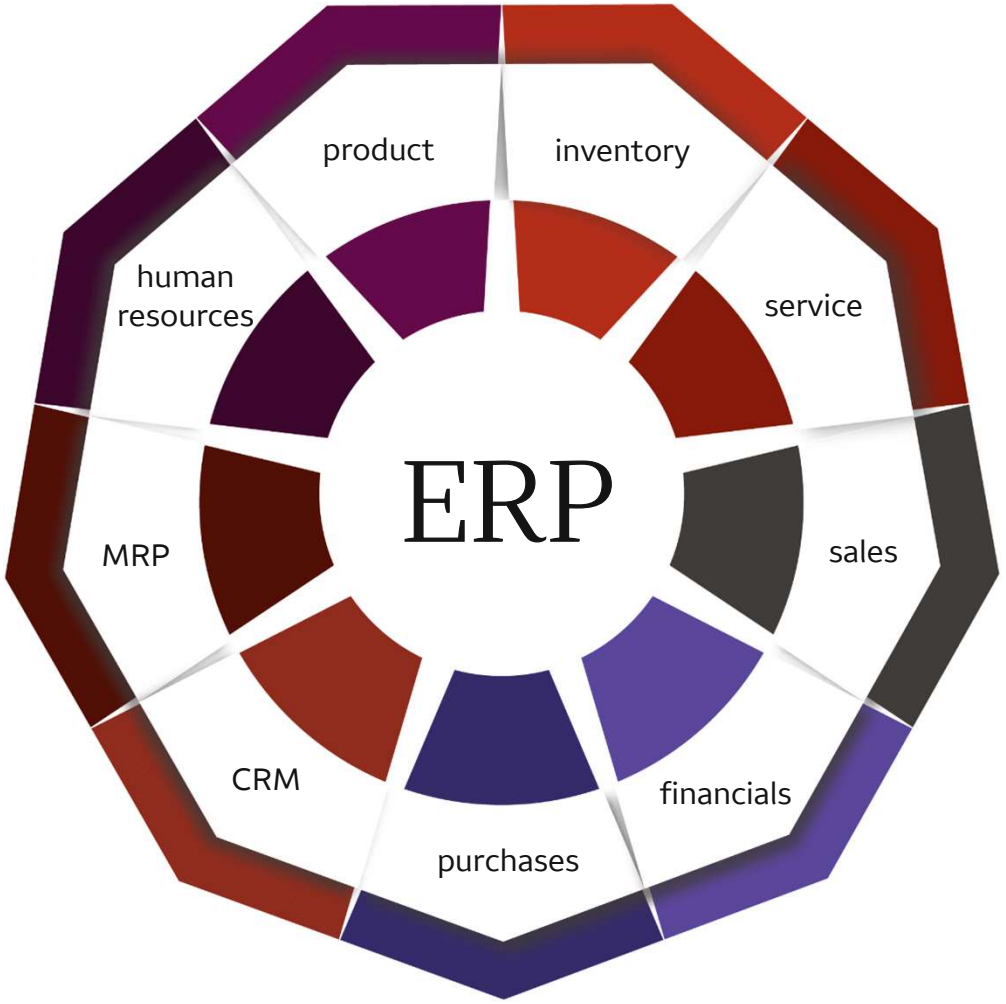
Continuing education assessment

What does ERP stand for?

1. Enterprise Resource Program
2. Enterprise Resource Planning
3. Enterprise Resource Party

What's in an ERP?

Enterprise Resource Planning



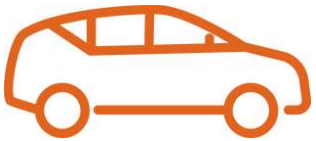
MRP = Material Requirements Planning

CRM = Customer Relationship Management

Finding the right direction for your project is like finding the right road for your car

Scott drives a 4x4 all terrain vehicle.

Scott loves taking his car out for an off-roading experience.



Yolanda drives a small hybrid.

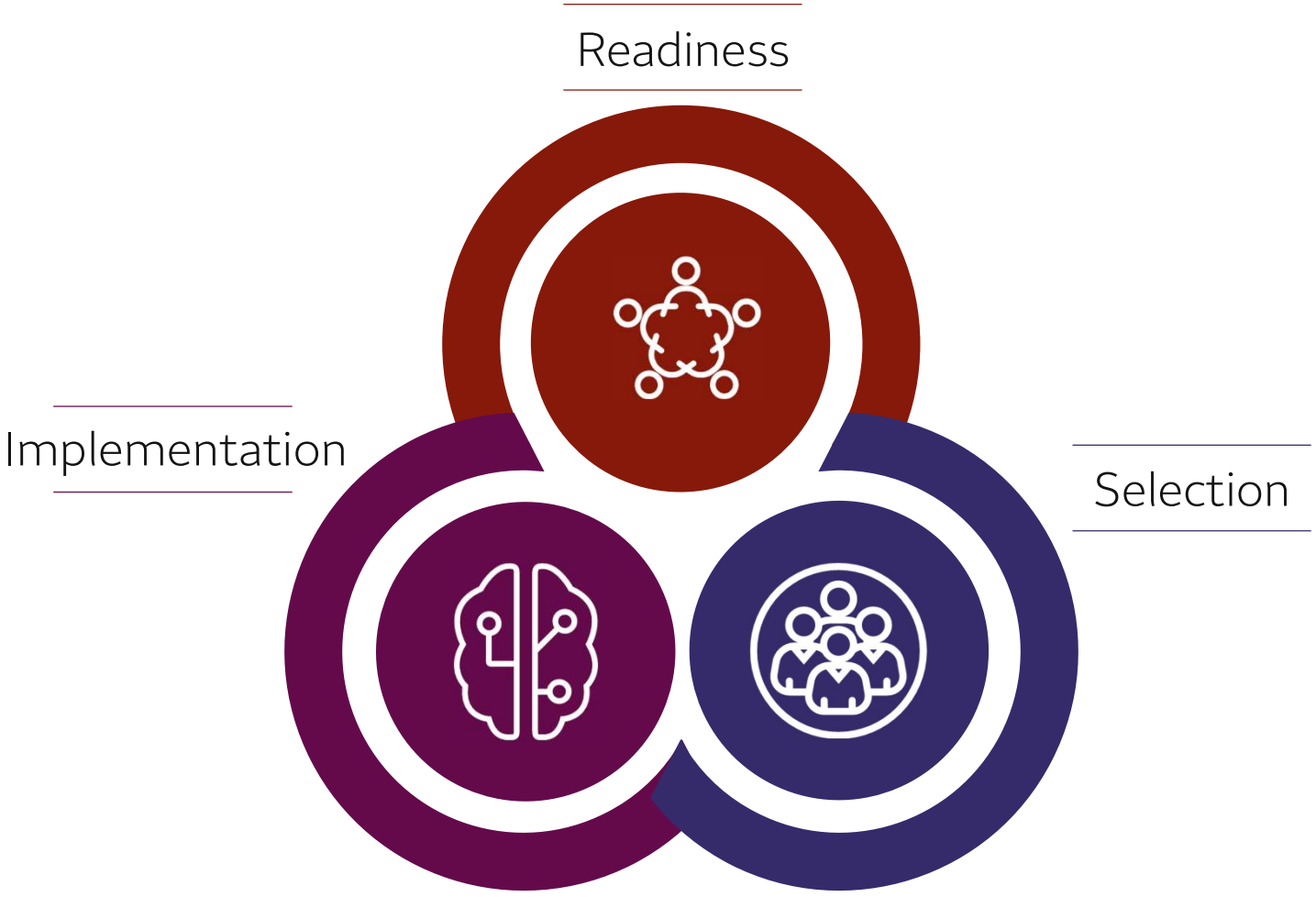
If we give Yolanda the same directions to get to our destination as we did Scott, we're going to have a problem.

What does an ERP signify to you?

AUTOMATION
accessible
simple
frictionless
enjoyable
efficient
flawless
SEAMLESS
flawless
delight
enjoyable
effortless
SIMPLE
convenient
fast
convenient
automated
delight
EFFICIENT
comfortable

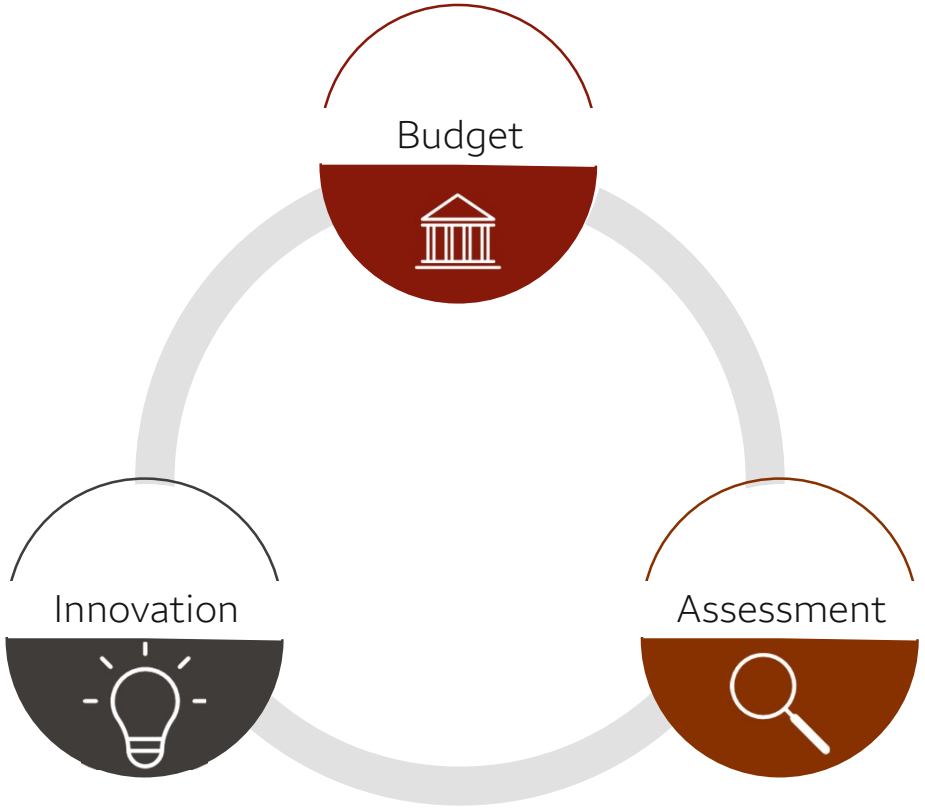
Components of the ERP journey

Your ERP roadmap



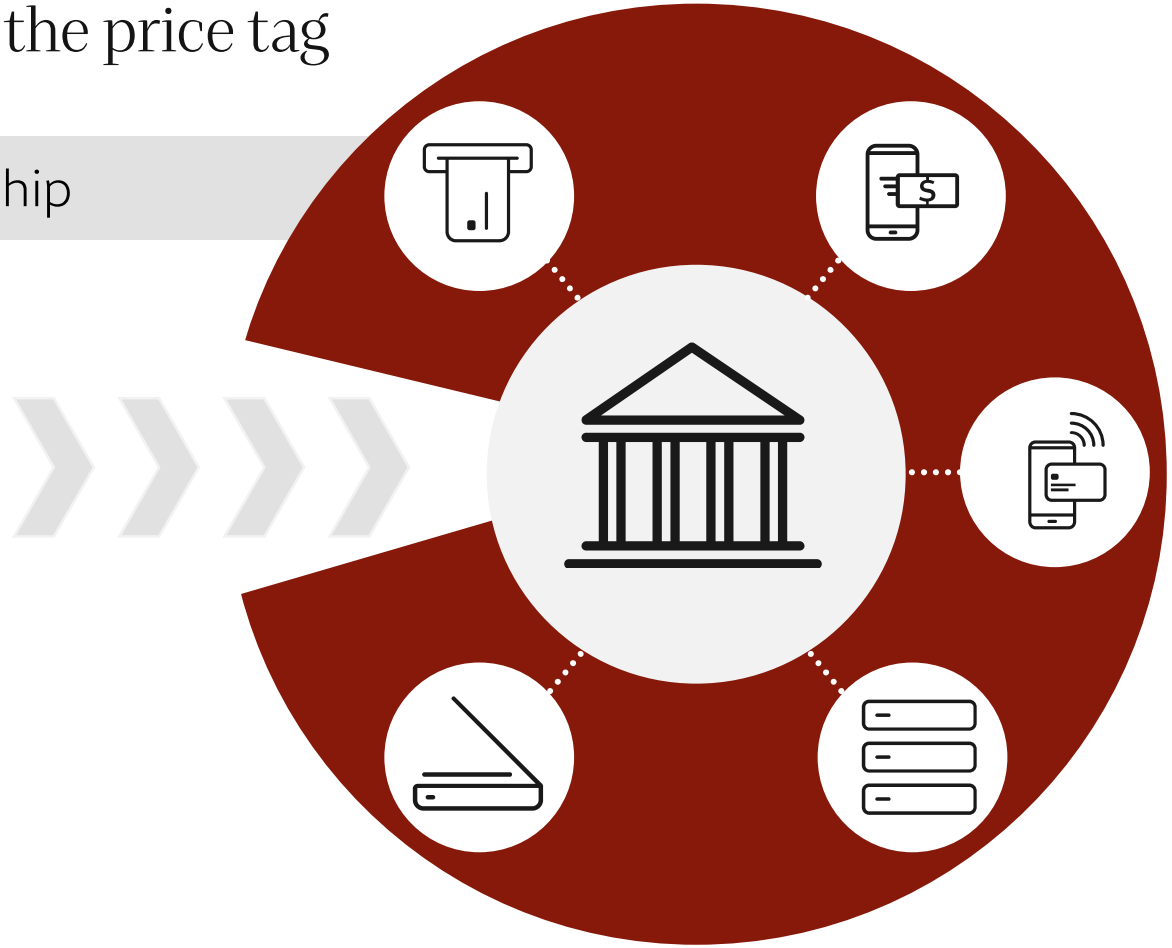
Getting ready for the transformation journey

Readiness



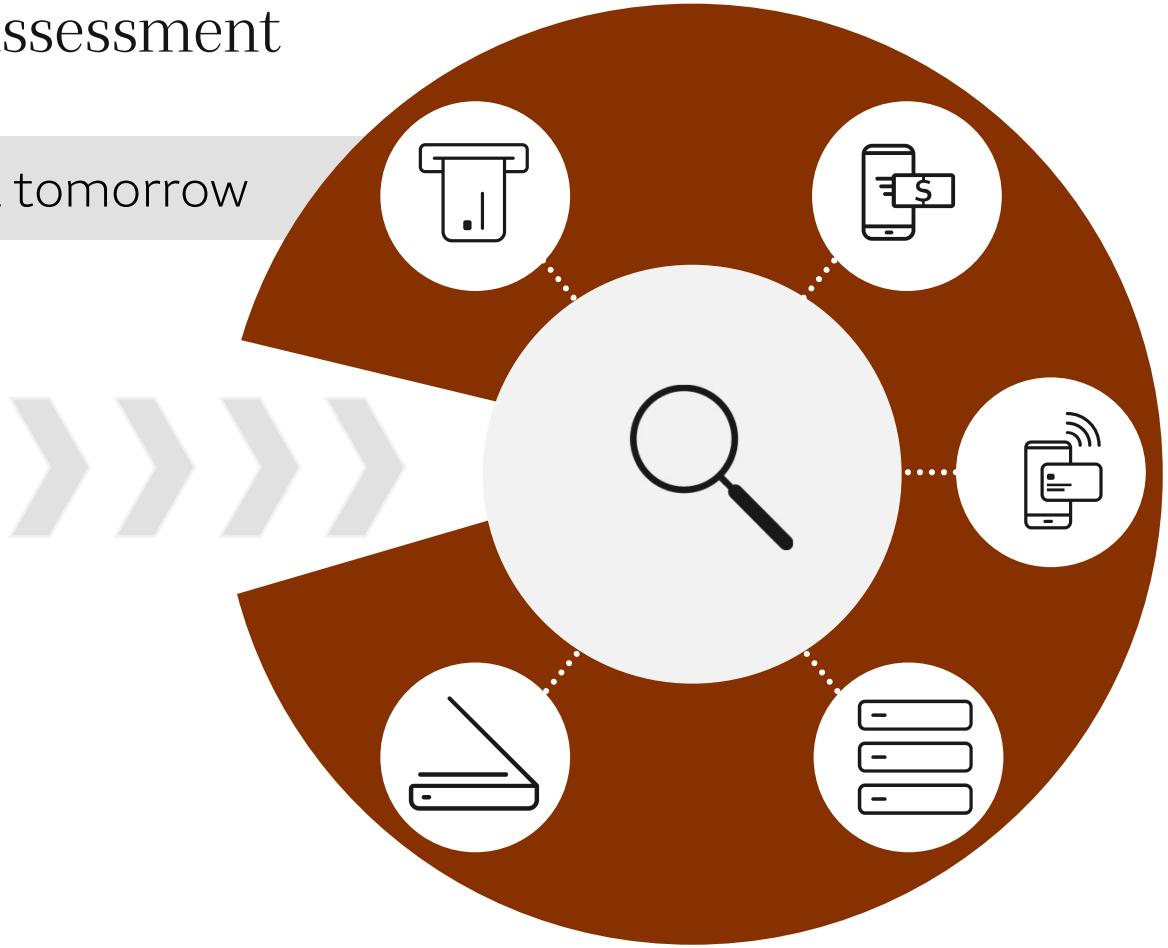
Budgeting beyond the price tag

Total cost of ownership



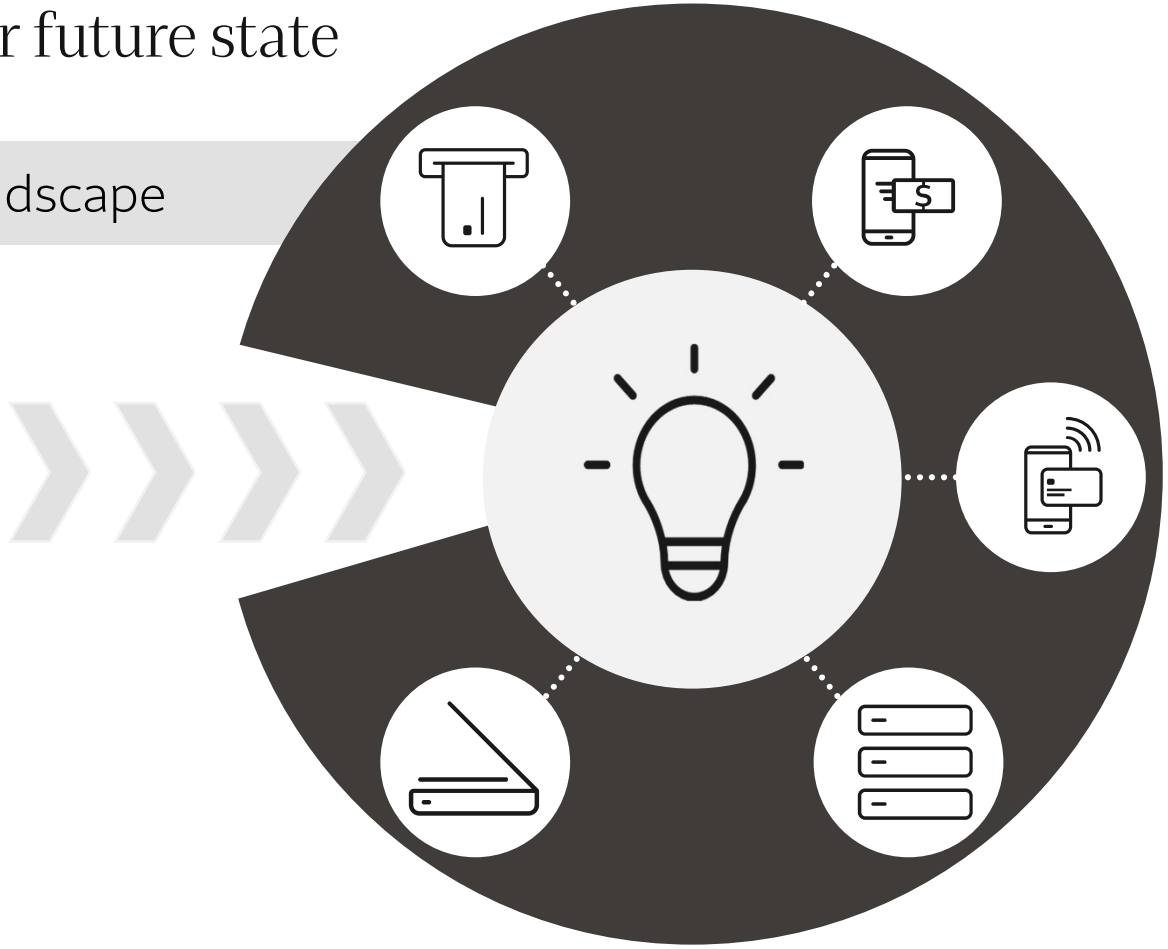
Business process assessment

Planning for today & tomorrow

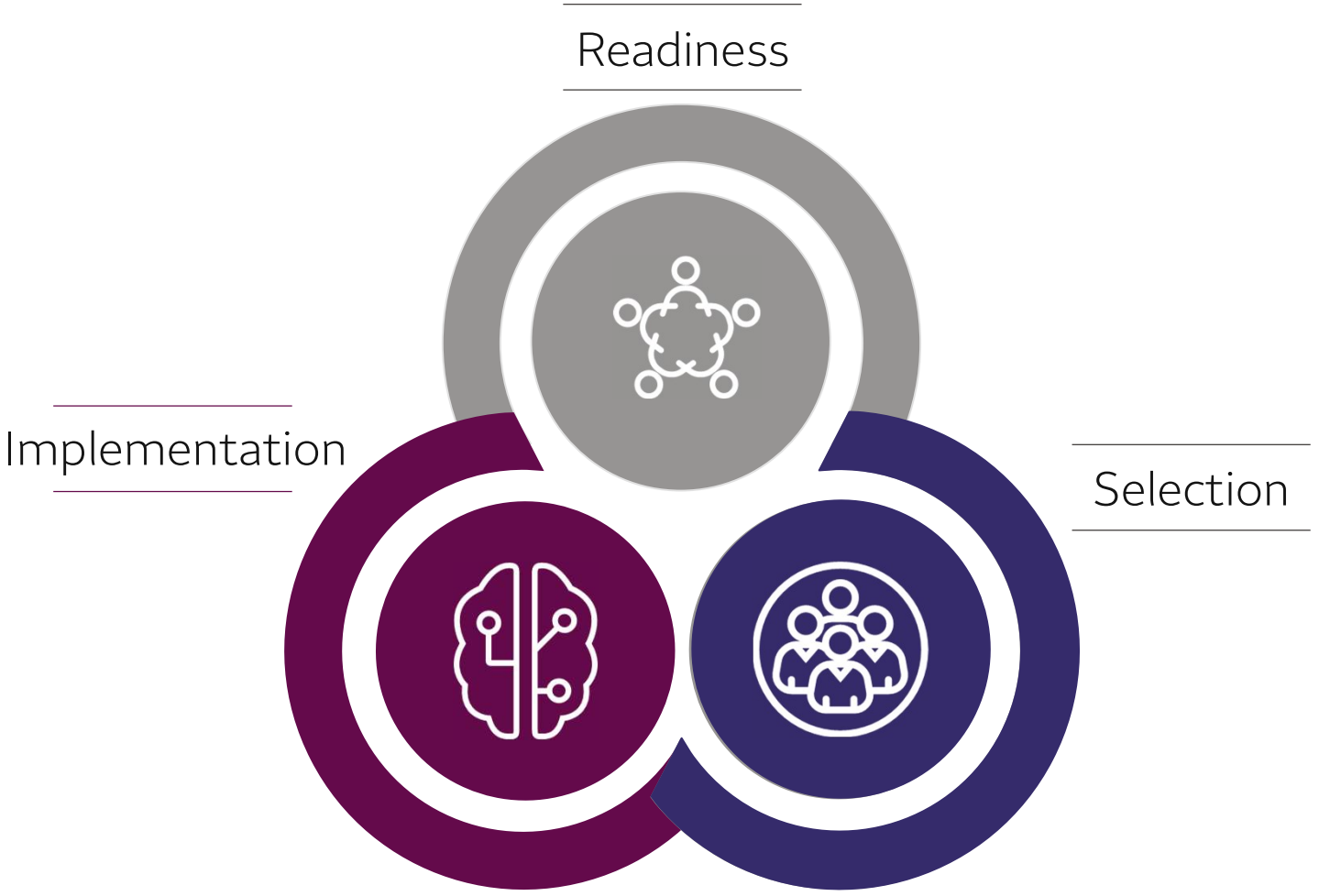


Innovation for your future state

Your competitive landscape

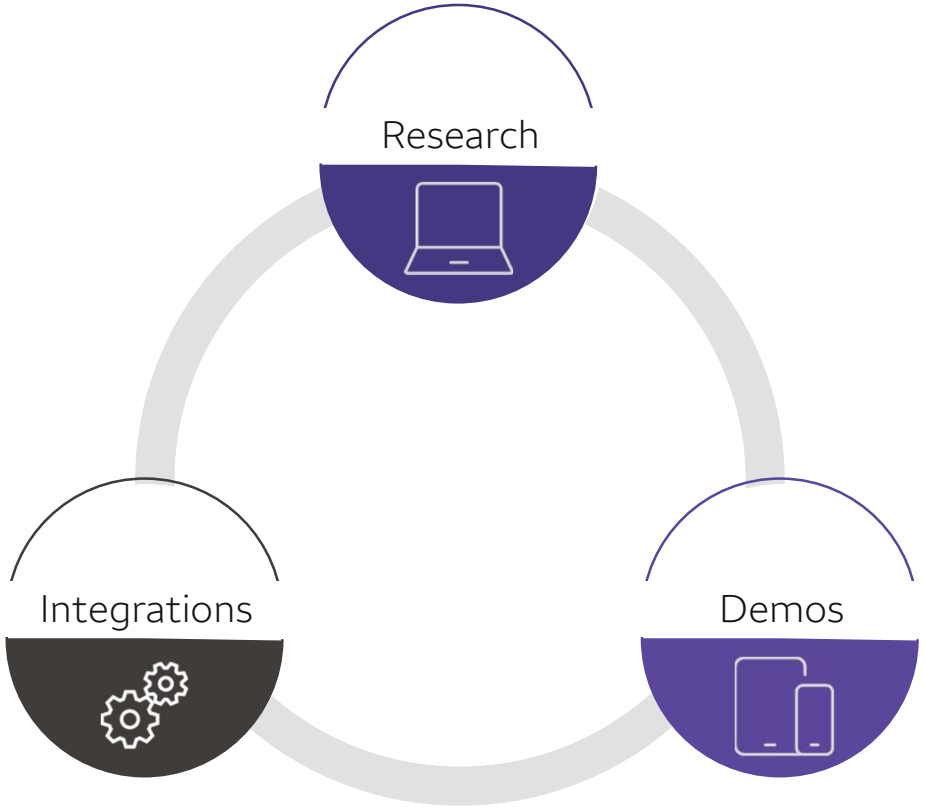


Your ERP roadmap



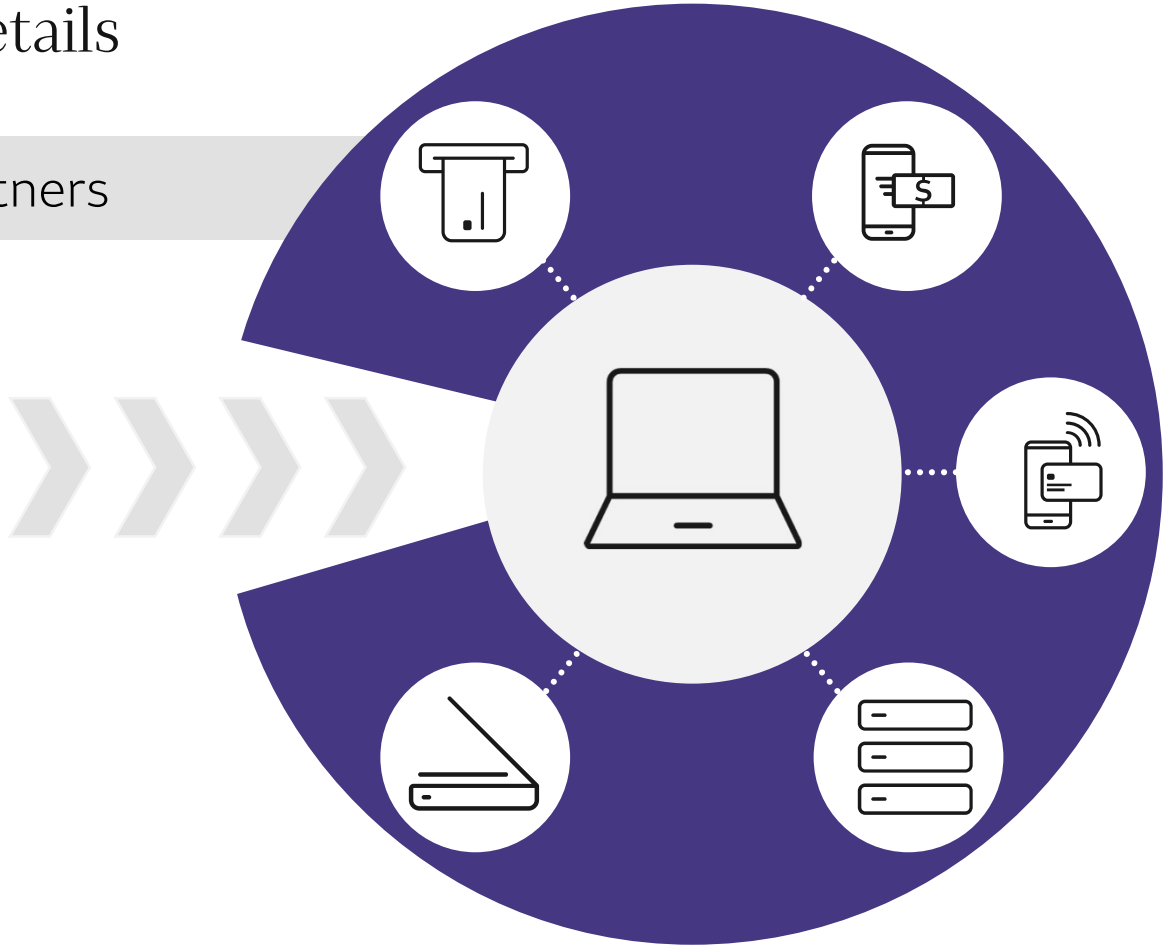
Getting ready for the transformation journey

Selection



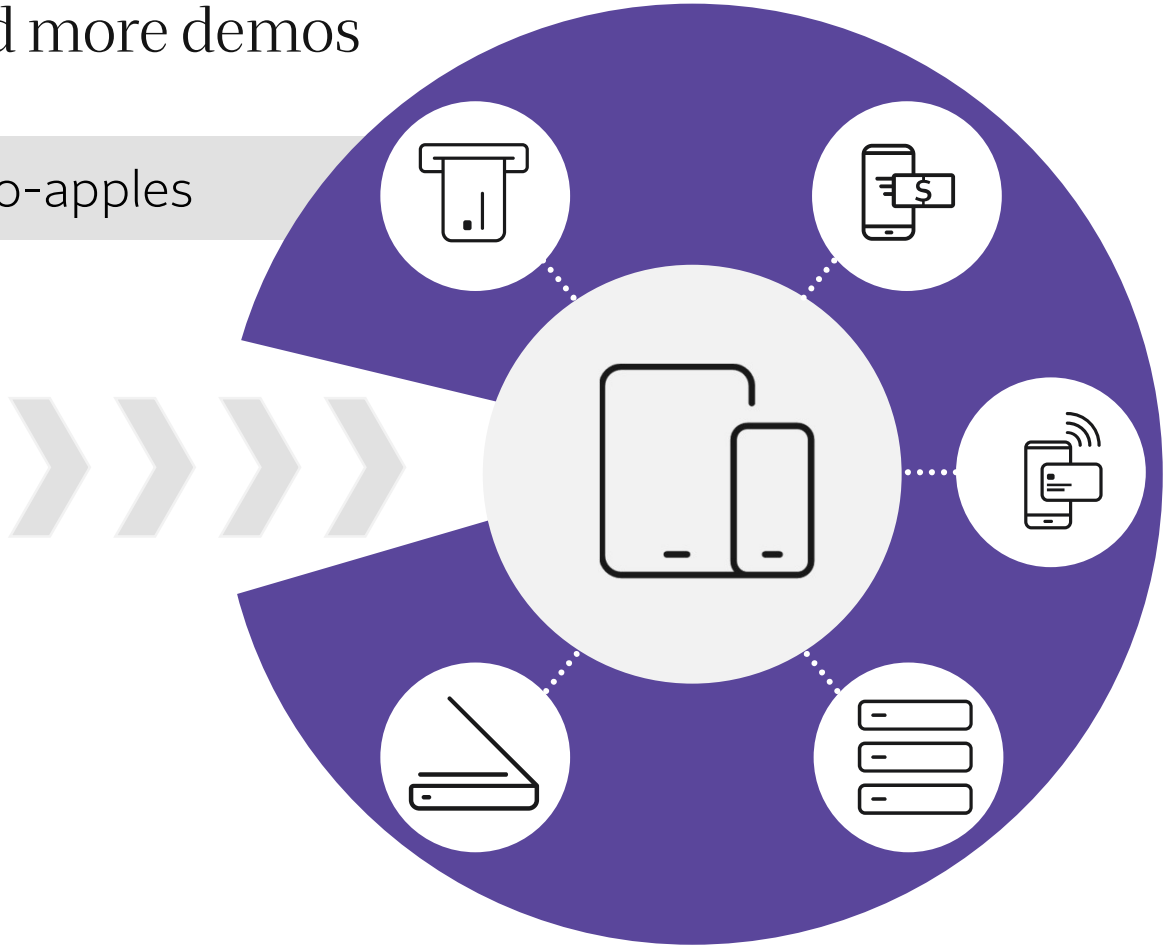
Researching the details

Leveraging your partners



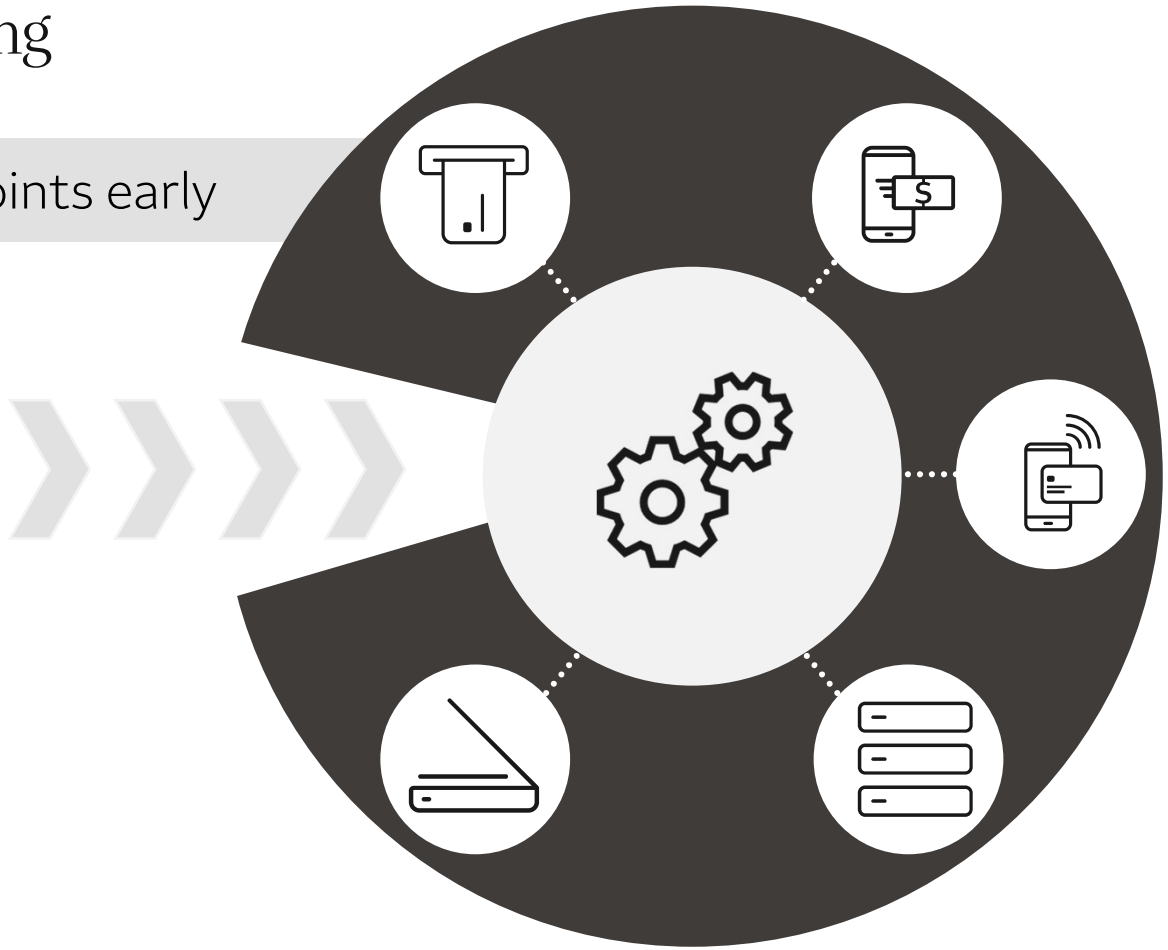
Demos, demos and more demos

Comparing apples-to-apples

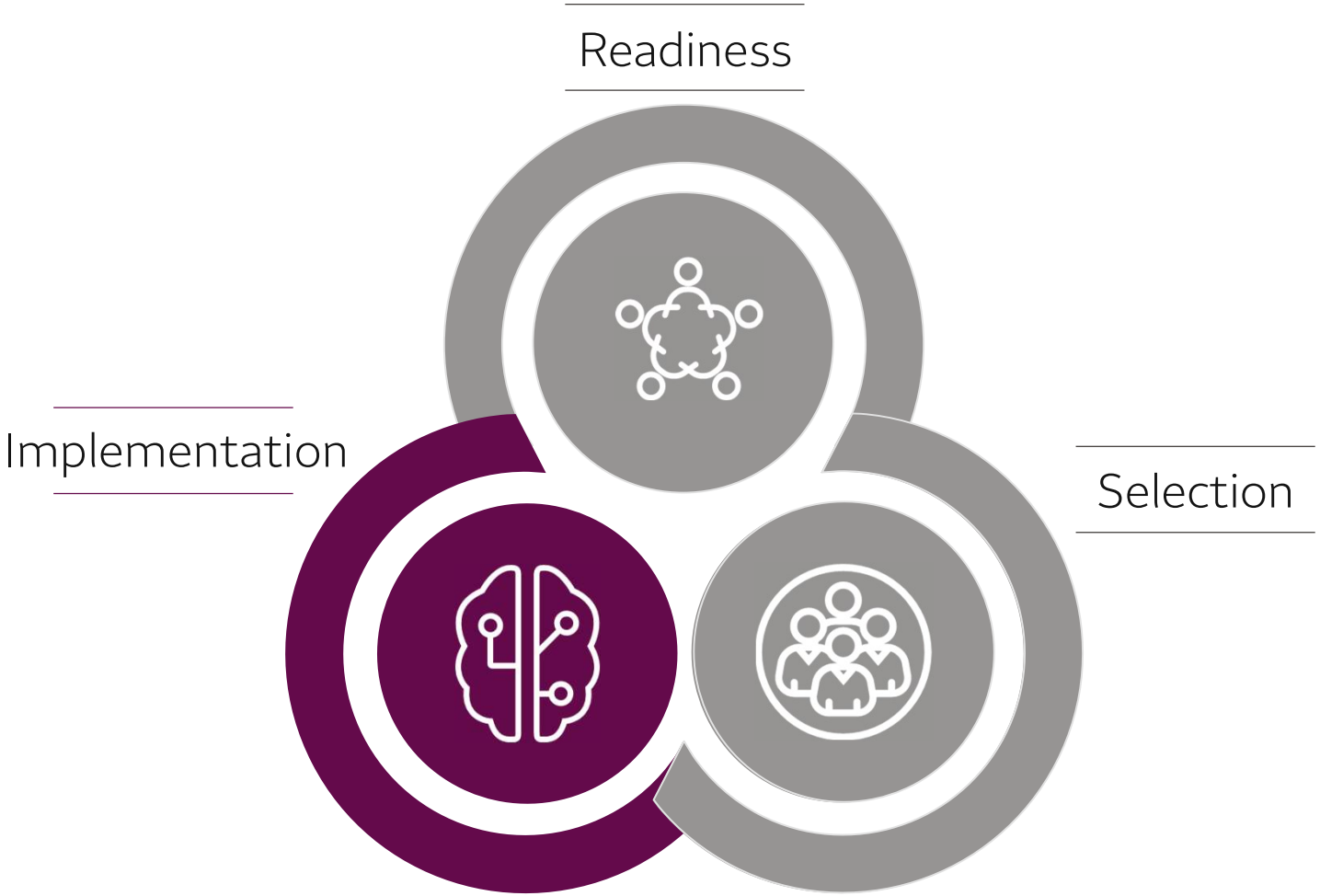


Integration planning

Identifying touch-points early

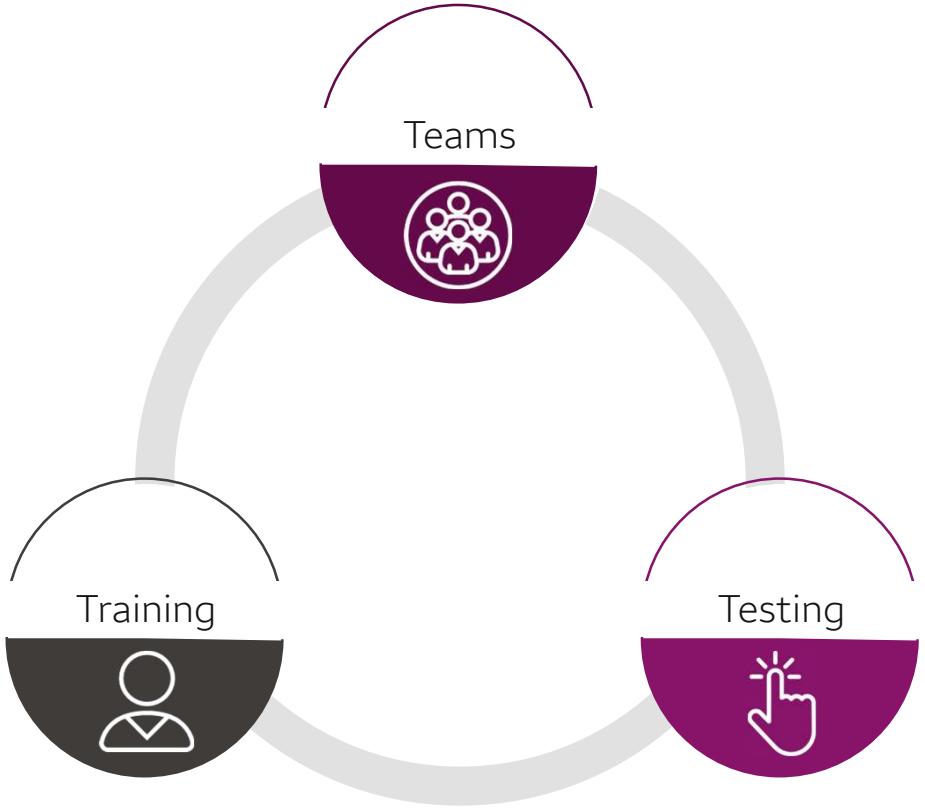


Your ERP roadmap



Getting ready for the transformation journey

Implementation

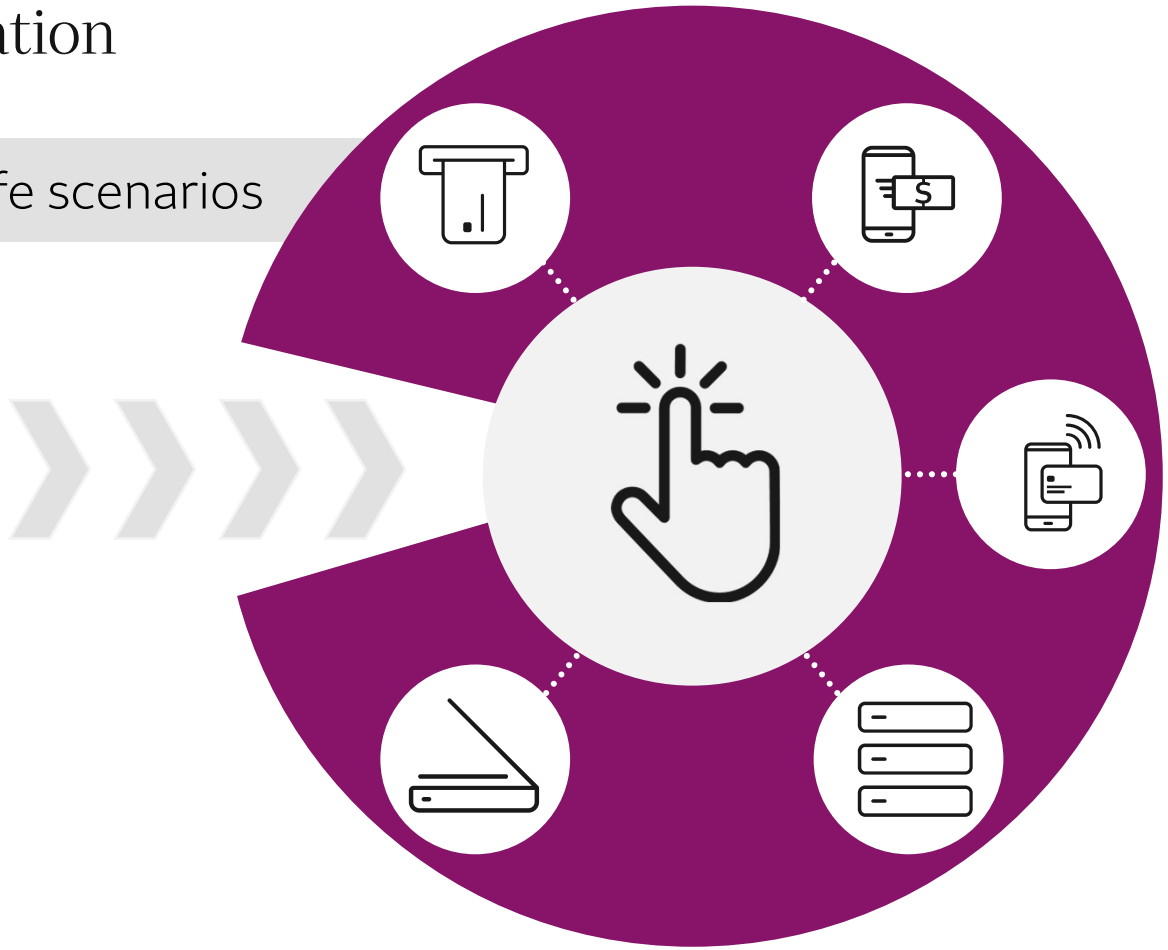


Team formation

Stakeholders + Cheerleaders

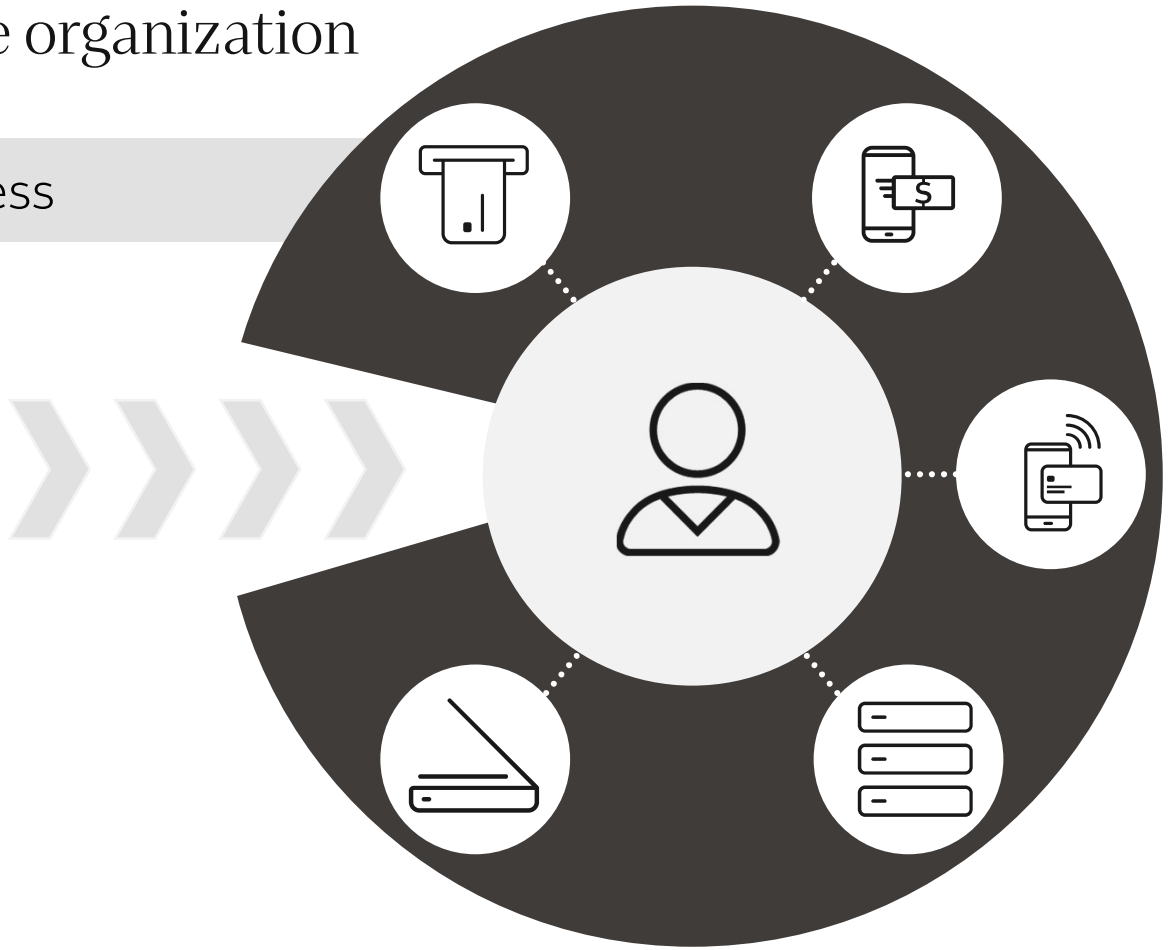
Test script formulation

Building day in the life scenarios



Training across the organization

It’s an ongoing process



Continuing education assessment

Readiness, Selection, and Implementation were the three primary areas of the ERP journey highlighted in today's session.

1. **True**
2. **False**

What would make things better for your business?

Faster Payments

Choose the faster payment that's right for you

1. RTP® Services (real-time payments)*
   Send and receive payments (B2B, B2C, C2B, P2P) at any time using a routing and checking account number. Your payment settles within 15 seconds once they hit the RTP network.

2. Disbursements with Zelle®
   Pay electronically, instead of by check. Your recipients only need to provide an email address or mobile phone number.

3. Push to Card
   Send payments to debit cards† or general-purpose reloadable prepaid cards. You also get near real-time information on payment status.

* RTP® is a registered service mark of The Clearing House Payments Company L.L.C. Our RTP Services are available subject to applicable product eligibility.
† Debit cards must be linked to U.S. checking accounts.

Reconcilement with Direct BAI

Do you spend more time than you would like consolidating information and creating reports each month?

What if we could help manage those details for you, freeing you to concentrate on big picture decisions?

- Complete financial data
- Previous day BAI files
- Intraday BAI files
- Data Exchange
- Allowing your ERP investment to work for you

What are APIs?

An API (Application Programming Interface) is what helps two different systems communicate and exchange information back and forth, on demand. It's like the wiring of a lamp. Once it's connected, all you have to do is flip the switch whenever you want some light.

API's are everywhere

As businesses continue to modernize, APIs will likely become a more prevalent and indispensable part of your evolved processes. Even now, in your daily life, you might use APIs more than you think.

Can APIs work for you?

While APIs can bring value to almost anyone, you have even greater potential to benefit if you:

- Send and receive a large number of electronic payments every day
- Deal frequently with urgent or time-sensitive payments
- Have complex data reporting needs
- Have extensive security and due diligence requirements

Continuing education assessment

The ERP journey doesn't necessarily end when you go live.

1. **True**
2. **False**

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Thank you