



# **Saving Money With NDepth:**

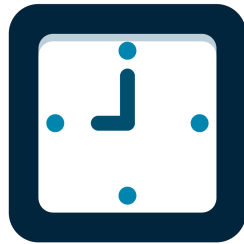
## **Identifying Opportunities**

# Corporate Treasury's biggest expense is bank fees, yet few organizations regularly monitor this expense

Traditional bank fee analysis is burdened by:



Challenging formats



Time consuming /  
short-staffed



Manual processes



Multiple pages /  
multiple banks



Inaccurate mapping  
/ comparisons



Spend all time  
creating analysis, no  
time left to act

Today, we've overcome these burdens with an innovative new solution for corporate treasurers...



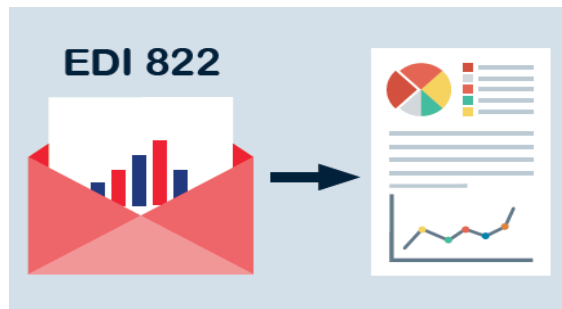
# Analyzing your bank fees has never been easier (or more cost-effective)

## HOW IT WORKS...



### Upload all machine readable bank files (PDF, EDI 822, TWIST/BSB)

- Scanning PDFs is unique; can save 1,000's of dollars yearly on bank EDI fees
- Cloud-based solution, requires no IT or messy configuration



### Download compelling visualizations and dashboards

- Identify price variances
- Understand all-in costs
- Evaluate trends and month to month comparisons
- Calculate net effective yield on deposits



### Start saving money!

- Benchmark against more than 160 corporates and counting
- Clients see a reduction of overall bank fees between 10-15%

# NDepth provides unparalleled value to corporate treasury

## IDENTIFY BIG COST SAVINGS



With NDepth, see where you might be overpaying on high volume transactions and get notified of any unexpected changes to your negotiated pricing

## NEGOTIATE BETTER



Understand where you're spending the majority of fees across banks AND how that spending compares to peers with similar volume levels

## IMPROVE YIELDS



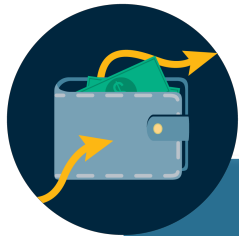
Make more informed decisions in your cash deployment strategy by leveraging your net effective rates

## SAVE TIME



Spend 2 minutes each month loading statements and leave the rest to NDepth

# Ways to Save



## Balance Mgmt.

- Excess Cash
- Net Effective Rate
- Benchmarking



## Pricing

- Unanticipated price changes
- All-In Prices
- Benchmarking




## Operations

- Excessive “penalty” services
- Product usage

# **INDEPTH: SAVING WITH BALANCE MANAGEMENT**

# Balance Management - Excess Cash

- Your NDepth Relationship Dashboard summarizes each of your bank relationships
- Do you have excess earnings credits?



**Demo Corp - June  
Bank Relationship Dashboard**

Relationship Profile						
Bank	Collected Balances	Interest Earned	Earnings Credits	Calculated ECR	Total Services	Excess (Deficit) Earnin..
24/7 Bank	205,235,044	0	131,062	0.78%	116,187	14,875
First Digital	840,065	0	840	1.22%	6,273	-5,433
Mustang Bank	5,465,918	0	4,099	0.91%	40,707	-36,607
Tri-Central	6,174,000	0	1,218	0.24%	15,315	-14,097
Western First	6,891,574	0	3,446	0.61%	26,419	-22,974

- Excess earnings credits are often wasted, which means that a portion of your balances earned nothing
  - In the above example, \$14k of excess earnings each month = \$26M of un-utilized balances
  - Investing those un-utilized balances at a conservative 2% translates to over \$500k of additional value per year

# Balance Management – Net Effective Rate

- What is your *true* deposit yield?
- Banks pay ECR / Interest based on your *Collected Balance*, but they also charge a balance fee based on your *Ledger Balance*. This means:
  - On a net basis, you're not earning as much on your deposits as you think
  - You may even be paying your bank to hold your cash

NDepth shows your true deposit yield

First Bank	
Collected Balances	89,811,714
Interest Earned	0
Earnings Credits	3,797
Balance Assessment Fee	10,860
Net Benefit (Deficit) of Balances	-7,063
Calculated Interest Rate	0.00%
Calculated ECR	0.05%
Balance Assessment Rate	0.15%
Net Effective Rate	-0.10%

Negotiating with your banks or redeploying this cash can yield over \$84k per year!

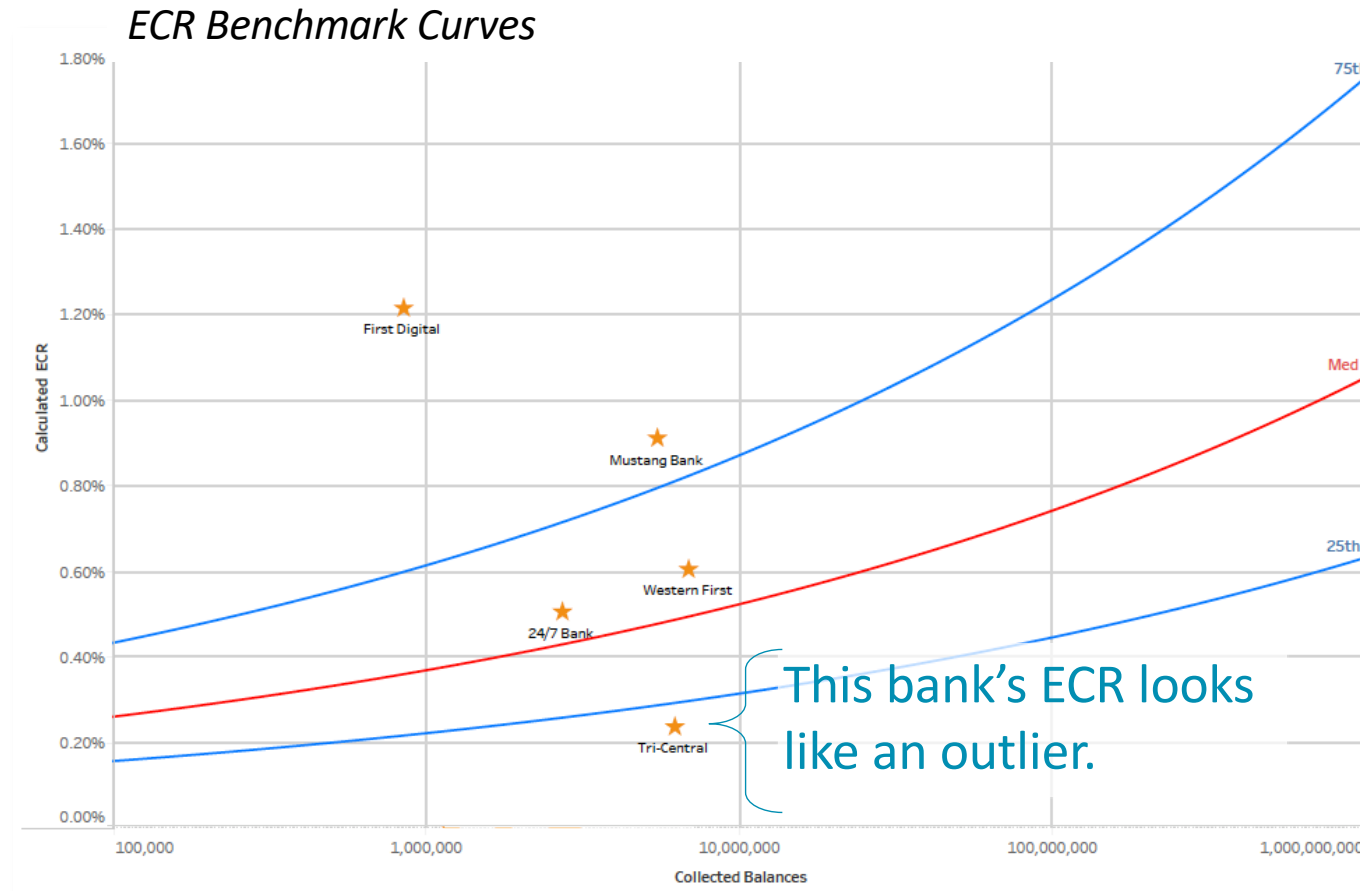
You may be paying your bank to hold your cash



# Balance Management – Benchmarking

- How does your ECR compare to other firms?
- Volume has a huge impact on the rate that you can expect: higher balances = higher rates
  - NDepth's innovative benchmark curves show what rates to expect based your specific balance levels!

NDepth shows  
your ECR  
benchmarks



Negotiating this outlier up to the market median ECR yields ~\$15k of additional value per year!

# **INDEPTH: SAVING WITH PRICING MANAGEMENT**

# Pricing Management – Pricing Errors

- Prices can change unexpectedly from one month to the next – mistakes happen
- Failing to catch bank billing mistakes can cost thousands

## MONTH OVER MONTH DETAIL VARIANCE – APRIL TO MAY

Bank	Service code	Statement Line Desc	Previous Units	Previous Avg Price	Previous Total Svc	Current Units	Current Avg Price	Current Total Svc	Units Variance	Avg Price Variance	Total Svc Variance
First Digital	400662	Previous Day Drr/ CR	2,737	0.03	82	2,837	0.03	85	100	0.00	3
	400664	Same Day DR / CR	10,948	0.04	438	11,348	0.04	454	400	0.00	16
Mustang Bank	* 010000	Account Maintenance	7	30.00	210	7	40.00	280	0	10.00	70
	010100	Debits Posted	185	0.50	93	236	0.50	118	51	0.00	26
	010101	Credit Posted	213	0.25	53	221	0.25	55	8	0.00	2
	251050	ACH Fraud Control	580	10.00	5,800	714	10.00	7,140	134	0.00	1,340
	* 350100	Outbound Wire	1,035	29.00	30,015	1,296	28.19	36,540	261	-0.81	6,525
	* 350300	Incoming Wire	694	29.00	20,126	955	32.01	30,566	261	3.01	10,440

Catching this unexpected change will save over \$10k!

NDepth  
highlights any  
price changes

# Pricing Management – All-In Pricing

- Comparing one bank's services to another is notoriously difficult, if not impossible. Rather than comparing apples to oranges, which gives an incomplete picture - you can compare your all-in prices for each bank product.
- What is your *true cost* per item?
- NDepth automatically calculates your all-in pricing so that you can easily compare across banks
  - Speaking with your bank and negotiating price outliers can save thousands!

NDepth makes it  
easy to compare

Bank	Account Services	Deposit Services	Disbursements and Reconciliation	Electronic Payments and ACH	Funds Transfer	Lockbox
24/7 Bank	50.80	0.50				1.25
First Digital	79.40	0.60			21.00	1.18
First Digital – Canada	52.95	0.33	0.53		12.71	
First Digital – UK	139.04	0.85			31.52	
Mustang – Europe	128.02	1.24		0.26	14.26	
Mustang Bank	45.02	1.03	1.05	0.55	16.21	
TransPacific – Singapore	150.15			0.19	23.96	
Tri-Central	22.25	0.40	2.71	0.36	12.88	
Western First	59.59	0.50	0.39		17.02	1.55

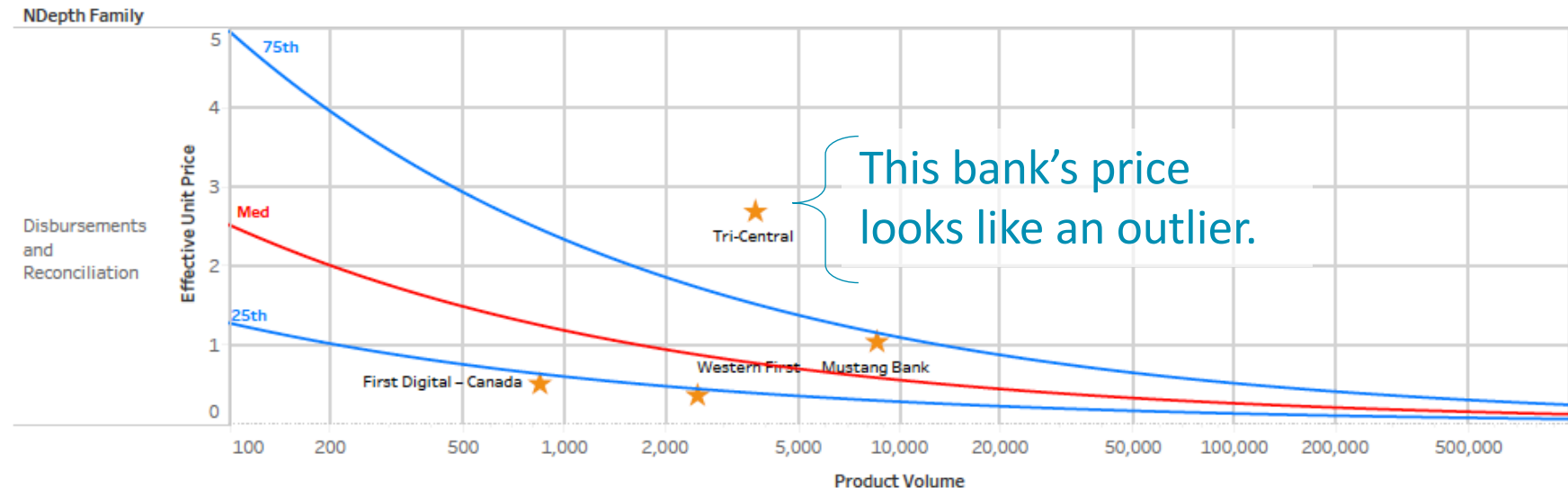
Why is your all-in price per check so much higher than other banks?

- Being over-charged?
- Unnecessary services?
- Low volume with high fixed charges?

# Pricing Management – Benchmarking

- How does your bank pricing compare to other firms?
- Volume has a huge impact on the pricing that you can expect: higher volumes = lower prices
  - NDepth's innovative benchmark curves show what pricing to expect based your specific volumes!

NDepth shows  
your price  
benchmarks



Negotiating this outlier down to the market median price will save ~\$87k per year!

# INDEPTH: SAVING WITH TREASURY OPERATIONS

# Operations – Reduce "Penalty" Services

- Banks charge more for file rejects, custom services, and manual activities
- Is there an opportunity to reduce returns, rejects, custom services, and other “penalty” priced services?
  - Focusing on the services with the highest charges in each product family will have the biggest impact in lowering your all-in pricing and saving you money

NDepth shows  
which services  
drive all-in prices

		Units	Avg Price	Service Charge
Disbursements and Reconciliation	ARP Full Recon+PosPay Base	32	100.00	3,200
	ARP Full Recon+PosPay Item	3,324	0.05	166
	* Contrl Disb - Item	3,693	0.08	295
	Contrl Disb Maintenance	32	75.00	2,400
	Stop Pay	250	15.00	3,750

Reducing the  
number of stop  
payments issued will  
save you thousands!

# Operations – Investigate Volume Changes

- Why does your pricing change from one month to the next?
- Volumes can really drive up costs

## MONTH OVER MONTH DETAIL VARIANCE – JUNE TO JULY

NDepth shows  
where to  
concentrate your  
efforts

Bank	Service code	Statement Line Desc	Previous Units	Previous Avg Price	Previous Total Svc	Current Units	Current Avg Price	Current Total Svc	Units Variance	Avg Price Variance	Total Svc Variance
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	010101	Credit Posted	213	0.25	53	221	0.25	55	8	0.00	2
	010310	Paper Statement Fee	1	5.00	5	1	5.00	5	0	0.00	0
	010400	Account Analysis Statement	1	20.00	20	1	20.00	20	0	0.00	0
	100200	Check Deposit Processing	44	1.00	44	44	1.00	44	0	0.00	0
	* 100220	Checks Deposited	325	0.08	26	312	0.08	25	-13	0.00	-1
	* 100400	Return Items	24	4.00	96	22	28.00	616	-2	24.00	520
	101300	RDC Maintenance	1	20.00	20	1	25.00	25	0	5.00	5
	101326	RDC Items	826	0.30	248	365	0.30	110	-461	0.00	-138
	150000	Contrl Disb Maintenance	2	50.00	100	2	75.00	150	0	25.00	50
	* 150110	Contrl Disb - Item	3,916	0.09	352	4,532	0.11	499	616	0.02	146
	150122	Payee PosPay Item	1,874	0.03	56	1,923	0.03	58	49	0.00	1
	150410	Stop Pay	15	12.00	180	43	12.00	516	28	0.00	336
	200010	ARP Full Recon+PosPay Base	1	75.00	75	1	75.00	75	0	0.00	0
	200110	ARP Full Recon+PosPay Item	3,720	0.05	186	4,305	0.05	215	585	0.00	29
	250000	ACH Orig - Base Fee	3	40.00	120	3	40.00	120	0	0.00	0
	* 250100	ACH Debit Origination	6,789	0.30	2,037	7,154	0.30	2,146	365	0.00	110
	* 250101	ACH Credit Origination	22,746	0.08	1,820	21,345	0.08	1,708	-1,401	0.00	-112
	250120	ACH Addenda	14,356	0.03	359	13,765	0.03	344	-591	0.00	-15
	250302	ACH - Return Item	325	10.00	3,250	326	10.00	3,260	1	0.00	10
	250501	ACH Batch Input	132	8.00	1,056	132	8.00	1,056	0	0.00	0
	251050	ACH Fraud Control	3	10.00	30	3	10.00	30	0	0.00	0
	* 350100	Outbound Wire	232	20.00	4,640	521	20.00	10,420	289	0.00	5,780
	* 350300	Incoming Wire	576	12.00	6,912	601	12.00	7,212	25	0.00	300

Why 300 more wires this month? Cost \$6000!

Need to investigate – Could some of these be issued as ACH instead?



**INDEPTH: REAL SAVINGS BY REAL COMPANIES**

# Case Study 1

Organization

## GLOBAL MATERIALS AND CHEMICALS COMPANY



### BACKGROUND

Had not historically done bank fee analysis. Scanned analysis statements and compared total current month charge to prior month



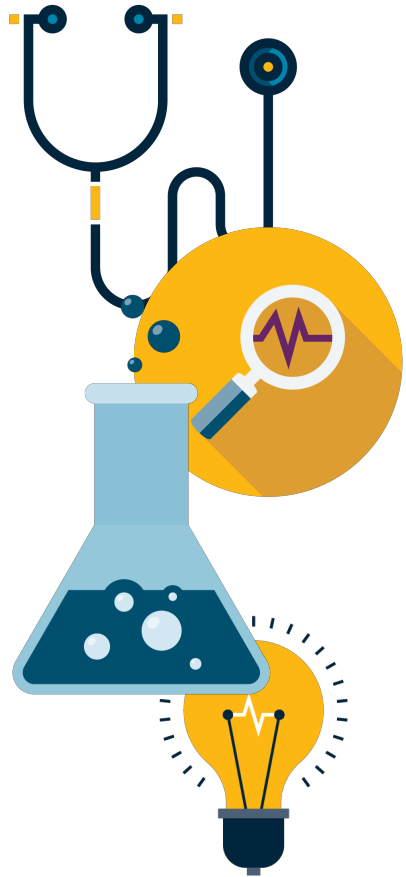
### THE RESULTS

Produced their first set of reports and reviewed the results with their bank. The bank adjusted some service pricing and aligned ECR to more closely match industry median for their typical balances levels.

- Saved an estimated **\$126k per year**
- Redeployed savings to implement global payments solution with the bank



# CASE STUDY 2



Organization

## GLOBAL MEDICAL PRODUCTS COMPANY



### BACKGROUND

Has two major banking partners globally and each business unit analyzed its own bank fees, if they reviewed fees at all. At corporate office in the U.S., the fees are compared by line item to prior month's line items.

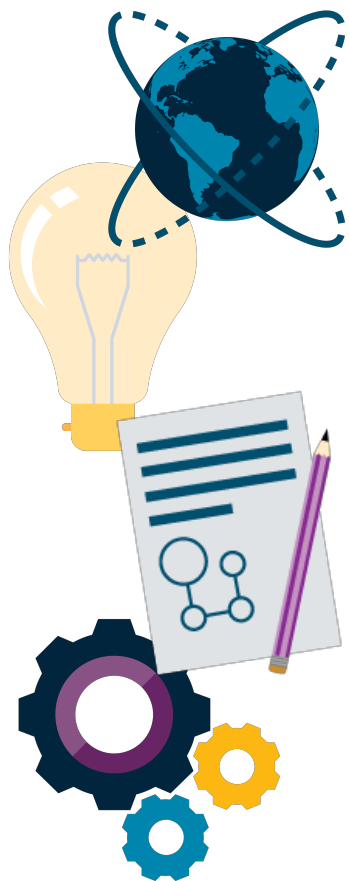


### THE RESULTS

Launched a global project with the intent to reduce bank fees but achieved much more than that. What was accomplished:

- Saved an estimated **\$75k per year** with negotiated pricing and ECR adjustment
- Gained insight into WHAT we were being charged and created procedures to review regularly
- Communicated our findings globally to educate associates

# CASE STUDY 3



Organization

## Global Technology Company



### BACKGROUND

Had not historically analyzed bank fees on a monthly basis. Challenged with multiple banking relationships across different countries and currencies.



### THE RESULTS

With NDepth identified over \$100k of monthly excess earnings credits derived from \$60M of excess, under-utilized balances.

When redeployed, these balances are expected to yield at least **\$1.2M of additional revenue.**



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- Technology Optimization, Selection and Implementation
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