

AFP Conference Daily News

AFP Annual Conference www.AFPonline.org Monday, November 7, 2011



Monday Highlights

- 7:00 a.m. – 5:00 p.m.**
Registration @ North Lobby
 - 7:00 a.m. – 5:00 p.m.**
Executive Lounge (Restricted attendance)
Sponsored by PNC
 - 7:00 a.m. – 5:00 p.m.**
Conference Connect Lounge
 - 7:00 a.m. – 5:00 p.m.**
Team Lounge (Restricted attendance)
 - 7:00 a.m. – 8:15 a.m.**
Industry Roundtables Breakfast (Restricted attendance)
Sponsored by Fifth Third Bank
 - 7:30 a.m. – 8:30 a.m.**
Attendee Breakfast • Hall B
 - 8:00 a.m. – 9:30 a.m.**
President's Breakfast for Treasury and Finance Leaders (Restricted attendance)
Sponsored by BNY Mellon
 - 8:30 a.m. – 4:30 p.m.**
Exhibit Hall
 - 8:30 a.m. – 5:00 p.m.**
CTP Exam Review Course (Day 3 of 3) (Pre-Registration required)
 - 8:30 a.m. – 9:30 a.m.**
Concurrent Educational Sessions
 - 9:30 a.m. – 10:30 a.m.**
Refreshment Break • Exhibit Hall
Sponsored by Capital One Bank
 - 10:00 a.m. – 11:45 a.m.**
Negotiation Seminar with Ron Shapiro (Restricted attendance)
 - 10:30 a.m. – 11:45 a.m.**
Concurrent Educational Sessions
 - 12:00 p.m. – 1:00 p.m.**
Attendee Lunch • Hall B
 - 12:00 p.m. – 1:30 p.m.**
Executive Institute Luncheon with Baruch Lev (Restricted attendance)
Sponsored by PNC
 - 12:00 p.m. – 1:15 p.m.**
Regional Association Officers/ Government Liaisons Luncheon
 - 12:45 p.m. – 1:30 p.m.**
Dessert Reception • Exhibit Hall
Sponsored by Scotiabank
 - 1:30 p.m. – 5:00 p.m.**
Executive Institute (Restricted attendance)
Sponsored by PNC
 - 1:30 p.m. – 2:45 p.m.**
Concurrent Educational Sessions
 - 3:00 p.m. – 4:00 p.m.**
Refreshment Break • Exhibit Hall
Sponsored by Barclays
 - 4:00 p.m. – 5:00 p.m.**
Concurrent Educational Sessions
- Refer to your program book for locations.



Ending the Logistics Nightmare: Integrated Freight Processing Solutions Deliver Transportation and Supply Chain Cost Savings



Jeff Carlson, Vice President, North America Trade Sales, Citi Global Transaction Services

As transportation costs continue to rise, companies are under increased pressure to find ways to contain spend. A recent Aberdeen study found that fuel costs and customer demand for faster and more frequent deliveries were two of the most pressing concerns for respondents. The complexities around supply chain sourcing, due to increased globalization, were also indicated as a significant challenge facing logistic professionals looking to implement effective transportation spend management.

For many companies with global operations, maintaining a decentralized structure affords them the flexibility to operate separate business lines independently, providing a competitive edge. However, decentralization of business processes also creates significant challenges for logistics professionals who then struggle to gain a holistic view of the company's supply chain and related transportation costs.

The lack of visibility into actual spend information and the general inflexibility in the typically manual processes has left many logistics professionals wanting a more complete way to review their supply chain. This has led them to look for better technology and processes to reduce costs.

Logistics challenge: Inability to collect supply chain and financial data

Decentralized business processes create a headache for central logistics planners because they are unable to collect

the supply chain and financial data needed to effectively manage transportation spend across the enterprise. Case in point, logistics executives at a large Midwestern-based, multi-national agricultural company faced a tremendous duplication of resources across the company's 50 business units. Because each unit processed their own freight payments, every subsidiary required its own controller, freight payment manager and accounts payable (AP) clerk dedicated to freight payment and analysis resulting in enormous inefficiency.

Having diverse operations can also present technology challenges that com-

pound the difficulties logistics professional must deal with. In the case of the agricultural company, while they did utilize a single ERP solution enterprise-wide, multiple transportation solutions implemented at each business unit meant data was being generated in different formats, which prevented logistics managers from making timely decisions about their overall transportation operations. Making matters worse, varying payment terms had been put in place with different business units for the same carrier which resulted in a reduction in available working capital for the company.

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Inside Washington:

AFP's Government Relations, Legislative, Regulatory Update

Janine H. Arnett, AFP's Director of Government Relations and Public Policy, will discuss the Dodd-Frank Act and its ongoing impact on treasury and finance professionals today from 10:30 a.m. to 11:45 a.m., Room 259AB.

Now that our nation's financial regulatory system has been completely redesigned, the impacts within treasury and finance are far and wide. During this session, attendees will hear from Congressional staff and learn what is behind the actions that Congress will take to further solidify the changes. Attendees will also receive a synopsis of other policy issues that are impacting AFP members and learn how they can participate in advocacy efforts.

Regardless of your specific position within your organization's structure, treasury and finance professionals across the management spectrum are soon to feel the effects of these important events—if they haven't already. Today's session will provide you with insights on the government's involvement in the financial system and AFP's advocacy efforts to address that. Attendees also will have the opportunity to meet AFP members serving on the Government Relations Committee and offer their thoughts on financial regulatory reform, what should be done on Capitol Hill to increase corporates' access to credit, and how AFP can better represent treasury and finance's interests in Washington, D.C.

"This session at Annual Conference will provide attendees with a unique opportunity to not only hear about what has been happening in our nation's capitol, but it serves as a chance for members to help craft the messages that policy makers hear over the course of the next Congressional session," said Arnett.

Ending the Logistics Nightmare: Integrated Freight Processing Solutions Deliver Transportation and Supply Chain Cost Savings

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The problem this company's logistics professionals grappled with is a common one. They struggled to collect the data needed at the corporate level preventing them from consolidating spend across the spectrum with transportation carriers.

Lessons learned from best-in-class companies

Companies can gain key insights into the steps they must take to achieve process improvements by looking at the best practices in transportation spend management of best-in-class organizations. The Aberdeen survey found nearly half of the "best-in-class" companies have focused on improving their ability to analyze and automate true freight spend. Top performing companies have come to recognize that visibility alone isn't sufficient, and as a result are implementing processes to better utilize spend data and optimize activities around sourcing and payment.

Successful transportation spend management requires companies to organize their capabilities around a centralized platform capable of handling global complexities, including multi-lingual and multi-currency functionality. By having a global, centralized platform to collect and share data across regions, divisions and operating silos, logistics professionals gain the ammunition they need to evaluate the company's extended supply chain and analyze transportation spend management data.

Integrated freight processing: Automating the entire supply chain process

Companies looking to implement the best practices of best-in-class organizations can avail themselves of today's cutting-edge freight processing tools. Highly specialized solutions, such as Citi® Integrated Freight Processing (CIFP), simplify the audit, approval and payment of freight-related expenses by automating the entire supply chain process. Using advanced solutions such as CIFP, buyers can make what has traditionally been a highly complex freight and transportation invoice and payment process, into something far more manageable.

Solutions such as CIFP enable a company to authorize immediate payment to its carriers, while receiving a single, monthly bill that consolidates all freight expenses regardless of the carrier or mode of transportation. As a result, all freight transactions are merged into a single process across all payment methods and currencies, extending their Days Payable Outstanding (DPO) to

the same period each month, and offering important working capital advantages.

On the carrier side of the equation, an automated freight processing tool speeds invoice payment causing Days Sales Outstanding (DSO) to be greatly reduced to as little as four days after approval. For the carrier, the risk of short pay is all but eliminated since invoice discrepancies are negotiated online prior to payment approval. This type of reliable, predictable payment schedule also has the effect of strengthening the relationship between shipper and carrier.

An integrated freight processing solution can be a game changer. Accounting is streamlined with automated expense postings and allocations down to the line item without the need for manual intervention. Costs associated with billing errors, collections, late payments and account reconciliation are reduced. Ultimately, with enhanced visibility into expenses and improved collaboration between shipper and carrier, logistics professionals have more control over freight spend, which can only benefit the bottom line.

Delivering a more interactive supply chain

Freight processing solutions enable logistics professionals to aggregate data at the corporate level, which can facilitate improved carrier management and more cost-effective contract terms. In many cases, the savings can be between two and five percent of a company's transportation budget.

As companies consider freight processing solutions, it is important to pick the right banking partner, in order to ensure the greatest success. With one of the largest trade networks in the world, Citi is uniquely equipped to meet clients' end-to-end needs globally. The CIFP solution is a specialized component of the bank's broader suite of working capital supply chain management solutions, helping to address the complex requirements related to managing transportation payments.

In today's challenging business environment, freight processing solutions can deliver a truly interactive supply chain, while allowing a company to dramatically improve its ability to manage working capital.

For more information please contact Jeffrey.Carlson@citi.com or visit him at the Citi booth #1425.

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Editorial
Andrew Deichler
Ira Apfel

Managing Director, Communications
Elizabeth Johns

Media Specialist
David Johnson

Publications Specialist
Amy Cooley

Printing
ARTCO, Canton, MA

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Association for Financial Professionals
Attn: Communications
4520 East-West Highway, Suite 750
Bethesda, MD 20814

Phone
301.907.2862

Fax
301.907.2864

Web
www.AFPonline.org

E-mail
AFP@AFPonline.org

Session Updates

30 - Implementing Best Practices for FX Payments

Monday, 10:30 a.m. – 11:45 a.m.

New Speaker:

Stephen Kuhl, CFA, Director of Client Management and Foreign Exchange Trading, American Express

78 - Women Leading the Way: Inspiration through Innovation, Strategies for Success

Monday, 4:00 p.m. – 5:00 p.m.

New Speaker:

Mary Lovejoy, Vice President & Treasurer, Textron

112: Commodity Risk Management: Commodity Volatility in Consumer & Industrial Products

Tuesday, 10:30 a.m. – 11:45 a.m.

Biswajit Mukherjee, Senior Manager, Financial Instrument Valuation & Securitization, Energy & Resources, Deloitte & Touche LLP

AFP Book Store • Book Signing Schedule

Stop by the AFP Bookstore, located in the **AFP Information Center, Booth 825**, to browse best-selling publications available for purchase from our roster of featured speakers at this year's Annual Conference. Meet the authors at special book signings during show hours.

And, while you are there, don't forget to renew your membership and you will receive a complimentary copy of President Bill Clinton's autobiography, *My Life*.

Note: All book signings will be held in **Booth 825** at the times listed below.

Monday, November 7

Stephen Johnson
9:45 a.m. – 10:15 a.m.

*Where Good Ideas Come From:
The Natural History of Innovation*

Anne Warfield
11:45 a.m. – 12:15 p.m.
Outcome Thinking: Getting Results

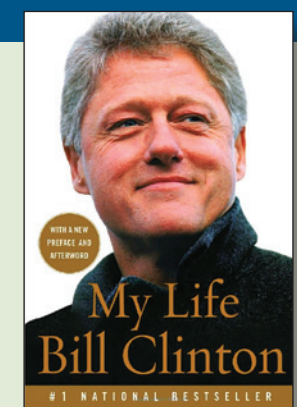
Ken Pollack
3:00 p.m. – 3:30 p.m.
*A Path Out of the Desert: A Grand
Strategy for America in the Middle East*

Tuesday, November 8

Amy Chua
9:45 a.m. – 10:15 a.m.
Battle Hymn of the Tiger Mother

William Taylor
1:45 p.m. – 2:15 p.m.
*Practically Radical: Not-So-Crazy
Ways to Transform Your Company,
Shake-Up Your Industry and
Challenge Yourself*

Renew Your AFP Membership



Renew your AFP membership during the AFP Annual Conference and you will receive a complimentary copy of President Bill Clinton's autobiography, *My Life*.

You can renew your membership at the **AFP Book Store** located in the **AFP Information Center, Booth 825** during show hours. Offer good for conference attendees only.

Renew today!