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# Troubleshooting Bank Fees

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*Hélène Shen*

*Managing Director – Global Head of Treasury Optimization*



**Redbridge is a leading Debt & Treasury Advisory firm that provides solutions to large corporate treasury & finance departments worldwide.**



**100+**

**CONSULTANTS**

**Located in 5 offices**



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**Paris** London Geneva



**500+**

**ENGAGEMENTS**

**Specialized on the North American  
and European Markets**

Expertise in 100+ countries

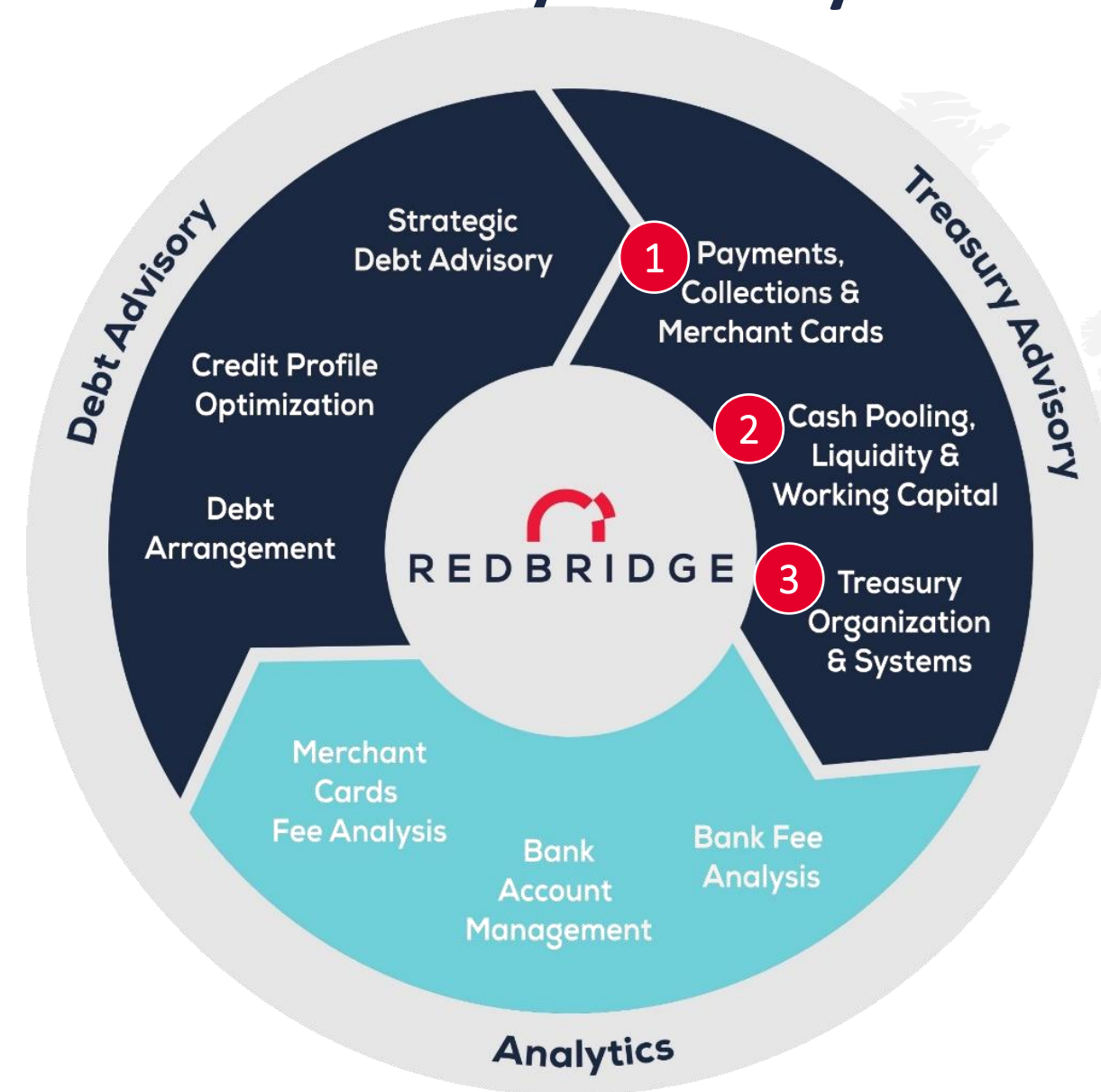


**300+**

**GLOBAL F500 CLIENTS**

**20+ years of experience** servicing  
the world largest and most complex  
multinationals

# About Treasury Advisory at Redbridge



## Payments, Collections & Cards

- 1
  - Bank relationship rationalization & fee negotiation
  - Payments acceptance strategy
  - Card collections architecture & fee optimization
  - Conversion & Fraud management

## Cash Pooling & Liquidity

- 2
  - Cash Concentration
  - Working Capital management
  - Cash Forecasting

## Treasury Organization, Systems & Processes

- 3
  - Treasury benchmarking
  - Treasury systems assessment & selection
  - Treasury organization, risk management and strategy





# AGENDA

**01.** Why Review Bank Services

**02.** Troubleshooting Bank Fees

**03.** Best Practices Going Forward

**01**

# Why Review Bank Services



# — Why are account analysis statements so overwhelming?



Too many different formats



Statements across banks are impossible to compare



Too many line items to keep track of



No power of negotiation



Not enough knowledge/expertise to challenge the banks



No benchmark /point of comparison

**Our average client uses 250 different service items per bank**

**90% of our new clients have never reviewed their services and challenged their pricing**

# — What is service utilization review?

- An examination of services using account analysis statements
- A summary of all your cash management activities with a bank
- A mirror of your treasury processes and organization
- A way to save on bank fees with a more efficient utilization of bank services
- A way to become a Treasury Superhero!



**02**

# Troubleshooting Bank Fees







# Inconsistent Services

**A service that should never have been set up in the first place**

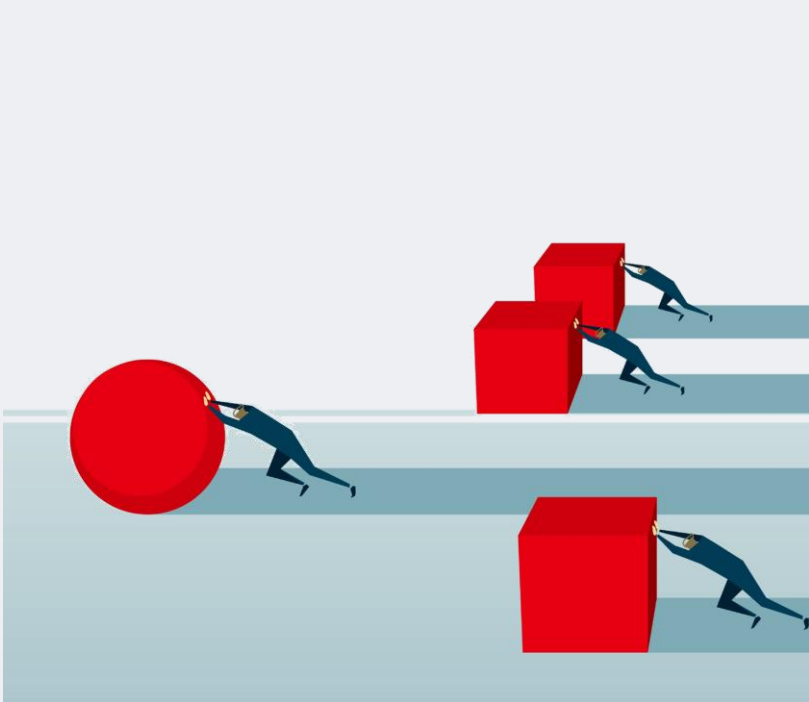
e.g. How many controlled disbursement accounts do you have that are not actually cutting checks?



# Redundant Services

**Paying for the same service multiple times**

e.g. Are you retrieving your EOD statements through 3 different channels?



# Inefficient Services

**A service that you should not be using anymore**

e.g. This is 2021 you don't need paper and CDs, go green!



## Inefficient Users

**A force of habit that ends up in a non efficient utilization of a your bank services**

e.g. An internal user running intraday reports every 5 minutes to track an important payment





# Punitive Fees

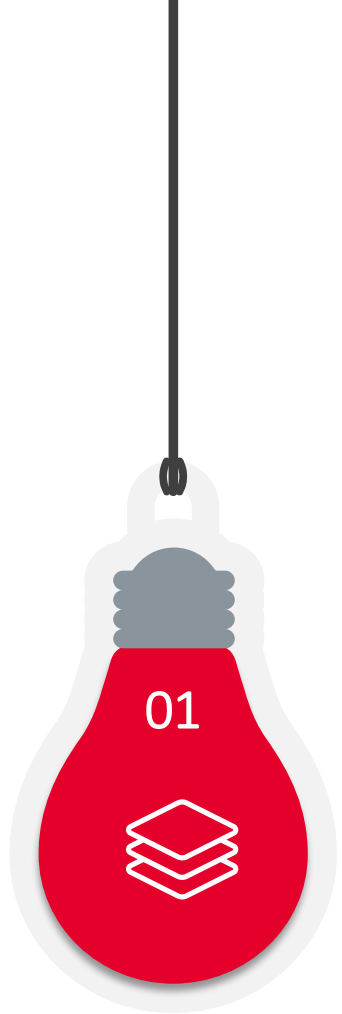
**You are being charged every time you are doing something wrong**

e.g. If the number of wire repairs is over the roof, you need to review your current processes

**03**

# Best Practices Going Forward





### **Standardize**

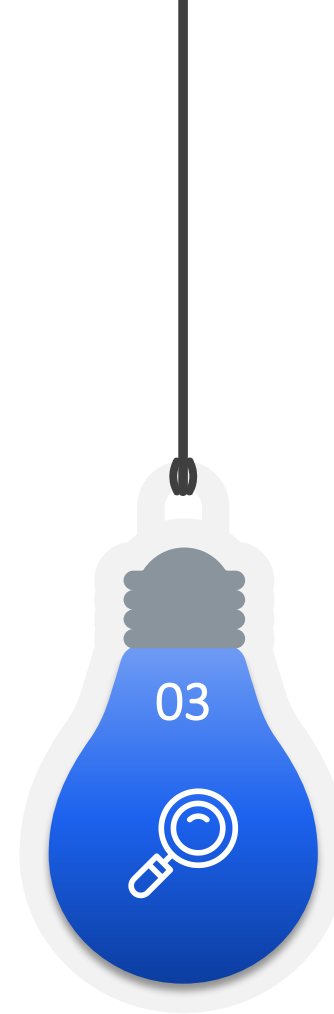
Define a standard suite of services that should be set up for every new bank account



### **Educate**

Communicate the group policy to your organization

Educate your team about best practices and the cost of their actions



### **Streamline**

Allow for ad hoc exceptions only



### **Repeat**

Bank service review should be a recurring exercise

# Questions





# NEXT SESSIONS

BAIN & COMPANY 

O2C

## *Bain's Proven Strategies for Getting C-Suite Buy-in for Your Finance*

Bhavik Patel, Associate Partner, Bain and Co.

03:45 PM EST | West Mezzanine Center



TREASURY

## *How Treasurers Can Drive Working Capital Optimization*

Jeff Diorio, Managing Director, PMC Treasury  
Dave Robertson, Head of Treasury Solution, PMC Treasury

03:45 PM EST | West Mezzanine Lounge

