



Reval

Petrofac 

Petrofac: From PDFs and Excel, to treasury disruptor

From PDFs to Excel, and embracing opportunities for Robotic Process Automation (RPA), the transformation journey for treasury at energy company Petrofac has undergone a radical pivot. Now, the company's treasury organization is among the elite in the world, setting and defining new benchmarks across the industry.

Petrofac is now poised to reshape and disrupt two critical pain points for practitioners: Bank account management and the trade confirmation process beyond FX. To do so, Petrofac looks to ION Treasury's Reval to help reshape these processes, and set new standards across the industry.

Treasury journey begins

Headquartered in London, and with another 24 offices in various countries around the world, Petrofac is a leading service provider of oilfield services that designs, builds, operates, and maintains oil and gas facilities.

In 2010, Petrofac onboarded a team of two professionals mandated to create a treasury function. During their initial discovery, the team uncovered over 600 bank accounts across various banking partners, FX trading executed in silos, and a spider web of intercompany loans that had to be unpicked, and unraveled.

“We started to build trust with the business, but processes were very manual with information shared via PDFs and Excel. So with activity starting to ramp up...we needed a partner that we could bring onboard to build a treasury model,” said Petrofac’s Assistant Group Treasurer Matt Norris during a presentation at ConnectION London - an ION client conference held in June 2019.

Introducing a TMS

The company went to market for a Treasury Management Solution (TMS) provider, and selected Reval, a SaaS offering to improve security and visibility, and eliminate redundancies.

Petrofac was able to realize the following benefits and accomplishments:

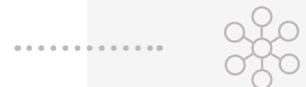
Automate trade imports: this reduced manual effort required to upload FX and money market trades.



Launch a global cash management program with Citi: defined a solution to move cash from anywhere around the world on a same-day basis.



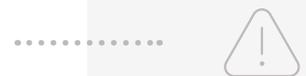
Capture daily sweeps: implemented a program across the organization for capturing this information globally; automated auto-posting and auto-reconciliation.



Introduce a new model for liquidity management, providing visibility to all senior management and the business: Petrofac currently uses a range of Reval’s 470 standard reports, some of which are automatically sent to the wider business community. This helps to promote internal transparency, and saves time on manual reporting. Previously these reports were created using Excel, which left room for manual error and required many hours of design and maintenance.



Guarantee management: many of Petrofac’s projects require performance guarantees and advanced payment guarantees in place. With Reval, the treasury team takes ownership of this activity, which was previously managed by the business.



Rationalize banking structure: Petrofac had over 70 different bank partners. Treasury was able to reduce to approximately 30, leading to a considerable year-over-year saving.



Automate treasury reporting: automatic linking to FXall, ICD, 360T, and more, providing straight-through processing.



2020 and beyond

Treasury technology, innovation, disruption, and community

With the treasury function up and running and driving benefits for the organization, the group treasury team has kicked off two major projects that will have major implications across the industry:

1

Bank reconciliation and bank account management

Problem

At Petrofac, the business manages their bank accounts separately from treasury. The treasury team wants to create a single source of truth of all banking information. To do so, they need one workflow methodology that can be implemented across the organization.

Solution

Use ION Treasury's Reval and Oracle Fusion for all their bank account management information across the organization. To accomplish this, they have engaged Reval to work with Petrofac and the Oracle team to manage both systems data, account, and bank information through the ION Bank Account Management (IBAM) solution.

"Reval...brings with it a whole product suite, and things like IBAM that we can bring into the group,"

Matt Norris, Assistant Group Treasurer, Petrofac

2

Using RPA to streamline trade confirmation processes for commodities.

Problem

Matching and confirmation for trades beyond FX, such as commodities. For some trades, the process has been automated, but for many asset classes, the work still has to be done manually.

Solution

Take confirmations sent via emails or faxes from banks, and use Robotic Process Automation (RPA) to automatically read these notifications. By incorporating a RPA solution to compare trade details against Reval, they can create their own matching and confirmation.

50,000
TMS users

Transformation and community

The ION Treasury community is composed of over 50,000 TMS users, leaders, and practitioners. Petrofac will use the power of that community as it works to solve for and drive change.

"We are looking at cloud and Reval to optimize our procure-to-pay AP processes. Being able to reach out to 50,000 people that are members of the ION TMS community, and to ask them if they've done this, and using those connections is what we are really looking forward to," said Norris.



Innovation

Our passion for treasury runs deep. We dedicate over 40% of our employee base to product innovation. We exist for one simple purpose: to deliver on treasury's diverse and changing technology needs.



Community

Our global community of users is over 25,000 strong. Dedicated to our customers' success, we work closely with our clients to continuously evolve their treasury and risk management functions.



Expertise

Our collective years of treasury know-how stretches over decades. Shared knowledge translates to best practice delivery for our clients.

About ION Treasury

ION Treasury, a division of ION, is the largest provider of treasury and risk management solutions in the world. With over 1,100 direct clients across six continents, ION Treasury is a powerful community shaping the global treasury landscape. We bring unmatched market leadership and treasury expertise to help clients transform how they manage their critical financial assets.

ION is the only corporate treasury solution provider that has the financial strength, breadth of products, and commitment to continuous innovation to deliver on treasury's diverse and changing technology needs.

ION Treasury's portfolio of leading treasury products includes: City Financials, IT2, ITS, Openlink, Reval, Treasura, and Wallstreet Suite as well as innovative tools and services that span across the entire solution set.

Want to know more? Contact us at:

- treasury@iongroup.com
- treasury.iongroup.com

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