

| Rating* | Colour Legend          |  |
|---------|------------------------|--|
| 6       | Certified              | SAP certified                                      |
| 5       | Expert, Consultant     | Many years of experience, several time implemented |
| 4       | Many years of practice | Implemented more than 1 time                       |
| 3       | Hands-on experience    | Good Knowledge of the End-user-processes           |
| 2       | Educated               | Educated but not much practice                     |
| 1       | In education           | Planned to get know-ledge in these processes       |
| 0       | No experience          |  |

## > Treasury

| Business process     | Process step   | R* | SPC know-how  |
|----------------------|--|----|---|
| Cash Management      | In addition to the daily planning of your liquid funds in bank accounts, this process enables you to gain an overview of the expected payment flows of your company. The existing integration of liquidity-relevant information from your operational business areas such as Purchasing and Sales is important here. All the payments can be planned in any currency and translated. Cash Management provides a suitable framework to manage the required market data flexibly and to update it regularly if required.   | 4  | Good knowledge of the Previous solution in TR-CB.   |
|                      |  | 3  | The new Cash Management   |
| Liquidity Management | Where does money come from and where does it go? Because liquidity is one of the critical success factors for a company, it is integral to running a business. The most important aspects of liquidity are the ability to ensure solvency and generate payment surpluses. In this context, companies constantly try to analyze and plan their cash flow. Unfortunately, established applications such as Accounting or Cash Management don't provide the necessary information on cash flow required by companies; however, SAP Liquidity Planner affords you with the much needed relief in this area, as shown by its first implementations in both nationally and internationally operating companies. The complex requirements placed on a retrograde liquidity analysis, a decentralise planning tool, and an deficient reporting were met by the use of SAP Liquidity Planner. | 4  | Implemented TR-CB   |
|                      |  | 3  | Liquidity Management is the following product.<br><br>SPC has good knowledge of this Process. |