Treasury4

CASE STUDY

How a global customer *gained a system of record* for financial entities with Entity4

50+
countries

150+
bank accounts

Control & visibility over every account

THE CHALLENGE

With $4B+ in ARR—their finance department of a global enterprise customer relied primarily on spreadsheets to track bank accounts and various entity information. These spreadsheets were often outdated, making it difficult for the team to come up with consistent, reliable data around treasury. The team needed a system of record to provide a single source of truth for their banking data, with a reliable audit trail.

> *"The primary goal was to have a single source of truth, to have a system of record that's reliable and easy to use.*
>
> *With an infrastructure like the one Entity4 provides, we can easily pull reports and show internal audit our processes and systems, which was hard to do with spreadsheets."*
>
> **Senior Director, Treasury**

THE SOLUTION

The team decided to adopt a treasury management system that fit their roadmap and specific requirements. Entity4 provided an entity-based treasury management solution that would not only provide the treasury team with the system of record they needed; it had potential to provide that same single source of truth for other departments and teams such as legal, tax, and more.

THE RESULTS

After spending a quarter transitioning their spreadsheet data to Entity4, the finance team had access to accurate, reliable reporting on their banking data. The team now has full control over and visibility into their accounts, in a single instance, and the interactions and relationships between accounts, significantly reducing both operational and credit risk.

CASE STUDY DEEP DIVE

With ~6000 employees spread across 50+ countries around the globe, and with several recent acquisitions, their treasury processes had grown increasingly complex. By early 2022, it became clear that tracking their banking data via spreadsheets was becoming untenable. The team's data was often cumbersome and difficult to track. Finding signers for various accounts required contacting banks, increasing turnaround time to answer a basic data ask. Gaining accurate, timely visibility into their accounts was necessary to mitigate operational and credit risks. As the company scaled reliable data became more challenging to acquire & maintain, the team began looking for a treasury management solution to help.

The treasury team ultimately chose to implement Entity4, an entity management solution provided by Treasury4. Within one quarter, the team was able to fully transition their spreadsheet-based system to Entity4, enabling them to track all aspects of managing banking data. Today, the Twilio team can track entity data easily, including beneficial owners, tax IDs, registrations, registered agents, counterparties, bank accounts, subaccounts, signatories, officers, directors, documents, and more.

> **"When I look something up in Entity4, I know it's accurate. There's a sense of comfort in knowing we have control; in the structure *and* the data we have."**
> *-Senior Director, Treasury*

The customer now has the reliable system of record they need, not only to mitigate the risks of maintaining a presence in 50+ countries, but also to make the right strategic decisions for the company. Entity4's entity & account schematics provides the team with a visual aid to access and improve cash structures and cash flow efficiency. With more control over their accounts and the reassurance of reliable, accurate data, the team can quickly find opportunities for growth and investment, and well placed for a future acquisition.

Though it was initially adopted as the treasury team's system of record for banking data, Entity4 is on track to become the source of truth for the tax team, with the hope of legal to follow thereafter, helping to remove data silos across the company.