



**AFP 2022**  
OCTOBER 23-26 | PHILADELPHIA



# **Practitioner Approaches to Solving Complex Problems in Treasury**

# Session Moderator



**Bryan Richardson**

**Founding Partner**

LeanUp

# What Does LeanUp Do?

- **LeanUp LLC runs communities for treasury professionals at various levels and with various responsibilities.**
- **Our mission is to use the power of collective knowledge and experience to help members confidently accelerate solutions to challenges, be recognized in their role, and advance their careers.**

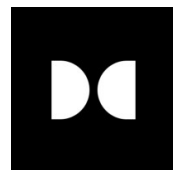
# Today's Panelists



**Ken Bugayong**  
Assistant Treasurer  
Bloom Energy



**Richard Lucero**  
Assistant Treasurer  
Dolby Labs



**Qaisar Majeed**  
Sr. Dir, Risk & Corp. Fin.  
Open Text



# Why Are We Here Today?

**Treasury is constantly under pressure to deliver:**

- **The daily fundamentals of optimizing capital and minimizing risk.**
- **Execution / integration / severing of acquisitions and divestitures**
- **More efficiency through technology – search, select, implement**
- **Constructive relationships with all service providers**
- **Support for stakeholders throughout the organization**
- **A happy staff and happy boss**
- **Reporting on all of the above**

# What We Will Cover

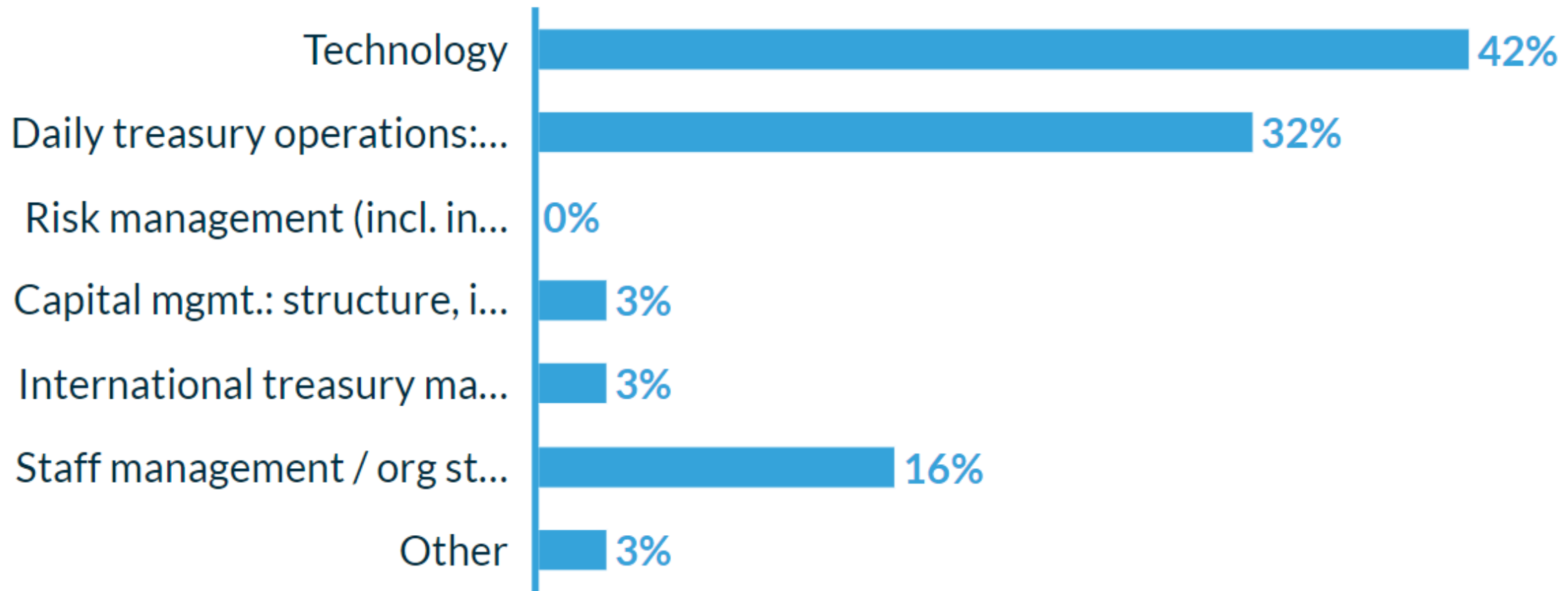
- **Panelist examples and experiences**
  - Available resources for acquiring knowledge
  - What and when to use them
  - Unbiased and independent sources
- **Audience examples and experiences**

# Poll Question #1

**What general area is your most common source of challenges or projects (choose one)?**

- A. Technology**
- B. Daily treasury operations: banking, FX, reporting**
- C. Risk management (incl. insurance)**
- D. Capital mgmt.: structure, investments, debt**
- E. International treasury matters**
- F. Staff management / org structure**
- G. Other**

# What general area is your most common source of challenges or projects (choose one)?



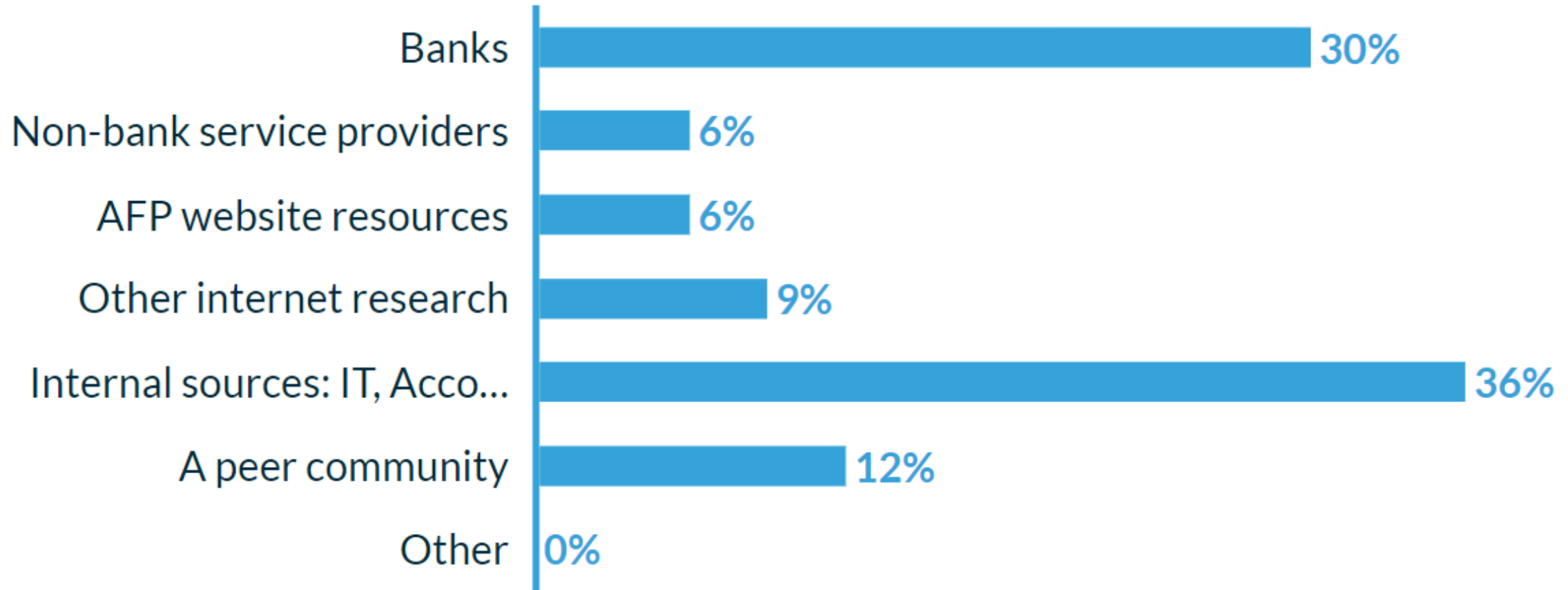


# Poll Question #2

**What is your most common source for free help solving problems (choose one):**

- A. Banks**
- B. Non-bank service providers**
- C. AFP website resources**
- D. Other internet research**
- E. Internal sources: IT, Accounting, Tax, Procurement, BU's, etc.**
- F. A peer community**
- G. Other**

# What is your most common source for free help solving problems (choose one):



# Panel Discussion

# AFP Resources

**AFP Website has: Surveys, Guides, and Articles on myriad topics including: fraud prevention, banking RFP, M&A, BCP, KYC, IHB (incl. netting and pooling), payments, technology, policies & procedures, cash forecasting, org structure, AI/RPA/ML, investment strategy, capital structure, metrics, and if you haven't had enough yet, Libor / SOFR, and more.**

# Final Story

All is calm. All is bright.



# Session Recap

# Q&A

**Ken Bugayong**  
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Bloom Energy



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