CTP Study Notes

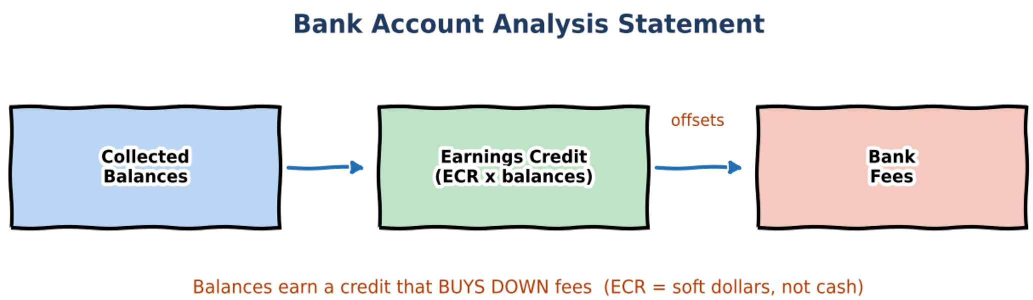
Topic 3 · Relationship & Bank Account Management

working with banks & internal teams — and paying the right fees

Big idea: Treasury runs on **relationships** (banks + internal teams) and on watching exactly **what banks charge.**

A) Bank Account & Fee Management

The Account Analysis Statement



Balances earn a credit that offsets your bank fees

- Each month the bank bills you via an **account analysis statement.**
- You earn an **Earnings Credit Rate (ECR)** on collected balances that offsets fees.

> ✎ **REMEMBER**
>
> ECR = **SOFT dollars** — it ONLY offsets fees, it is NOT cash interest.
>
> **"Balances buy down fees."**

Running the accounts

→ **Bank account admin** = open/close, signatories, KYC docs, user entitlements.

→ **eBAM** (electronic bank account management) automates all of that.

→ A **TMS / treasury workstation** gives one view of global cash.

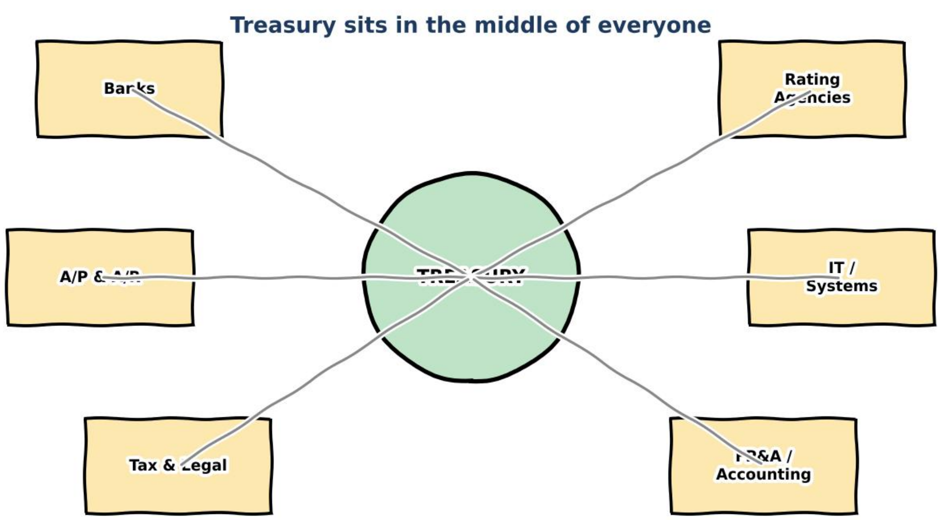
> ✎ **TIP**
>
> Standardized **AFP service codes** name each bank service the same way — so you can compare banks apples-to-apples.

B) Provider & Stakeholder Relationships

Choosing a bank or provider

→ Define needs → **RFP** (request for proposal) → evaluate → select → sign the **SLA / agreement.**

> ✎ **REMEMBER — RF-x**
>
> **RFP** = whole Proposal/solution. **RFI** = just Information. **RFQ** = just a Quote/price.



Treasury sits in the middle of everyone

Disclaimer
Professional Career Club (PCC) is an independent educational resource. PCC is NOT affiliated with, endorsed by, or sponsored by the Association for Financial Professionals (AFP) or the Certified Treasury Professional (CTP) program. "CTP" and "Certified Treasury Professional" are marks of their respective owners. These notes are original study material created by PCC and are provided for general educational purposes only.

Who treasury works with

- → **Internal**: A/P, A/R, IT, tax, legal, FP&A, accounting.
- → **External**: banks, rating agencies, investors, vendors.

✎ RELATIONSHIP BANKING

Give core banks **"wallet share"** (fees & business) so they keep your **credit lines** open when you need them.

★ 30-SECOND RECAP

Banks bill via **account analysis**; **ECR** offsets fees (soft dollars).

Pick providers with an **RFP**; treasury connects every internal & external party.