



The Difference – Why HTS?

The Treasury consulting “industry” is made up of several small firms. Some work mainly with large multi-national corporations or banks. Others focus on implementing external software solutions. Still others provide an advisory-only role, or sell a project and then depend on external contractors for its success. So what type of firm is right for you? What about HTS?

Focus & Approach

- *Unlike many consultants, **HTS works mainly with middle-market companies** (to \$1 Billion in sales) where internal treasury resources are generally not as available.*
- *HTS takes a **hands-on "roll up your sleeves" approach** to all projects, with a focus on solving problems, implementing solutions, and generating savings for your company.*
- *HTS **projects can be structured based on your desired level of involvement**; HTS can own and manage the entire project, or provide a strong role in assisting you.*

Solutions

- *HTS **makes recommendations and implements them**, as requested by you.*
- *Custom **solutions - completed on your schedule** - allow you to start enjoying the benefits sooner.*
- *HTS presents **practical, low cost, and long-term solutions** that can be implemented with little to no IT involvement (note: not a discredit of IT; this approach can change when presented with an IT department that has near-term availability).*
- *Payback on projects will vary based on many factors. However, you can typically expect **payback** on your HTS project investment to be **measured in terms of months -- not years**.*
- *HTS **provides** all needed documentation and training for an **easy transition of work to your staff**.*

Background

- ***CPA & CTP** (Certified Treasury Professional), with Big Four accounting and consulting experience.*
- ***Over twenty years of treasury and consulting experience** - not a part-time contractor.*
- ***Broad company experience** – successful and troubled, many industries, for-profits and non-profits.*
- ***Broad project experience** – treasury, accounting, finance, due diligence, audit and control, etc.*