



## SUCCESS STORY

# Sulzer

Having outgrown the capabilities of other forecasting systems, Sulzer, the global leader in fluid engineering, adopted GTreasury Cash Forecasting to produce custom consolidation reports that offer central views of key cash figures.

**SULZER**

**€3.45B**  
Revenue

**180 Locations**  
HQ: Switzerland

**15,500+**  
Employees



## Challenges

For Sulzer the end goal was to improve Global Cash Forecasting and Liquidity Reporting.

As a large and complex business, a key challenge for Sulzer was bringing their legal reporting entities together to feed into one centrally controlled forecasting model. “We have about 100 different legal entities actively contributing their own forecast submission sheets, each of these feed into the whole group’s liquidity view” noted Alex Sika, Head Treasury Services & Data Analytics, working at Sulzer’s Head Office in Switzerland.

Previously, they were utilising an extensive suite of best-in-class ERP & consolidation tools to support their treasury management activities. They lacked a consistent model for cash forecasting and liquidity reporting. The head office team at Sulzer required the ability to produce custom consolidation reports that could give central views of key cash figures.

Furthermore, because of the size of the business it was vital for their team to identify an intuitive solution that could be implemented in a way that was simple and easy to manage. Sulzer compiled a list of requirements and searched the market for a solution that could meet them.

## Key Requirements Overview

Streamline the collection of global cash flow data to feed into one centrally controlled forecasting model

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Centralized custom consolidated reporting

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Implement an intuitive & user-friendly solution to ensure company wide adoption

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Ensure controlled business unit forecasting within defined parameters

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Visibility on status of business units’ total cash & short-term financial assets

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Clear visibility of forecast figures for total cash and net liquidity over designated reporting timelines

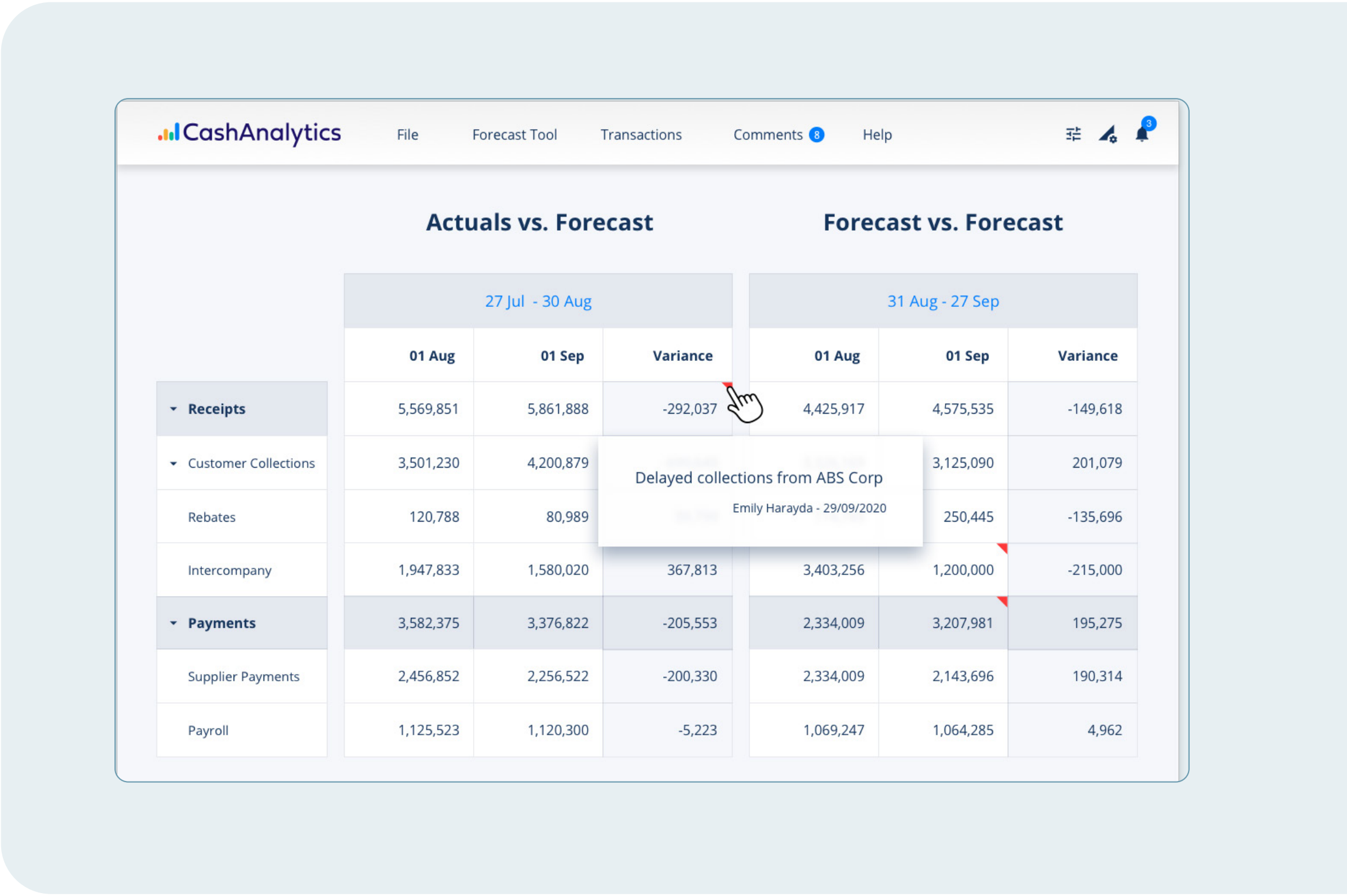


# Solution

Sulzer chose to engage GTreasury to help them achieve a best-practice cash forecasting and liquidity reporting process. GTreasury is an intelligent cash forecasting and liquidity planning software, which provides end-to-end visibility over the full spectrum of cash and liquidity across all aspects of a business.

## Endless Customisable Reporting

As their business grows, through acquisitions and expansion to new territories, Sulzer now have a solution that can adapt accordingly. “It’s easy for us to adjust forecast periods, it’s easy to adjust cycles from 6 weeks to 12 weeks or monthly, we can adjust the line items, and so on. So, for us, the simplicity of the customisation is what makes us enjoy GTreasury so much.”



## Swiftly Translate Budgets into Forecasts

Sulzer already had in place a large-scale ERP system which contained all their long-term budgeting data. With GTreasury Sulzer's budgeting data has transformed into actionable insight.

**“A key benefit for us is being able to quickly translate this long-term monthly budgeting data into short-term weekly forecast input confirmed Alex. The short to medium-term forecast can then be analysed against the longer-term liquidity planning forecasts, so we can start to see the journey of how cash will develop.”**

— Alex Sika, Head Treasury Services & Data Analytics

## Adjustable to Suit Our Needs

With many teams using GTreasury daily we worked with Sulzer to ensure that we delivered a bespoke solution that met their needs accordingly.

**“Working with the GTreasury team is great, they always take time to understand what we're looking for, and custom builds are never out of the question.”**

— Binod Pradhan, Head Pune Treasury Centre

Secondly, with the complexity of the business the treasury team regularly will make quick adjustments to their forecasts. GTreasury helps facilitate this. “The major benefit of GTreasury for us is its simplicity to use. It's easy to adjust cycles (for example from 6 weeks to 12 weeks, to months instead of weeks” said Alex.





## Benefits

**Centralize data collection:** aggregates cash flow data from 100+ legal entities into one controlled model.

**Custom reporting:** Provides tailored consolidation reports for better liquidity visibility.

**User-friendly interface:** Ensures easy adoption across the company.

**Controlled Forecasting:** Maintains consistency by defining forecasting parameters.

**Enhanced visibility:** Offers real-time insights into cash positions and short-term assets.

**“The main benefit of GTreasury Cash Forecasting is that it keeps us updated about the cash position of the organization as a whole.”**

Binod Pradhan  
Head Pune Treasury Centre

# About GTreasury

GTreasury provides CFOs and Treasurers with **The Clarity to Act** on strategic financial decisions with the world’s most adaptable treasury platform, empowering them to face the challenges of today and tomorrow. Because each company faces different points of complexity and needs, our industry-leading solutions are purposefully designed, and amplified by GSmart AI, to support every stage of treasury complexity, from Liquidity Management and Cash Forecasting to Payments, Risk, and Netting.

With GTreasury, financial leaders gain comprehensive connectivity across all banks and ERPs to build an orchestrated data environment, enabling rapid value realization with implementations up and running in weeks. Plus, our unmatched industry expertise ensures your continued success through dedicated guidance and top-tier support.

Trusted by over 1,000 customers across 160 countries, GTreasury provides treasury and finance teams with the ability to connect, compile, and manage mission-critical data to optimize cash flows and capital structures. To learn more, visit [GTreasury.com](https://GTreasury.com).

GTreasury is headquartered in **Chicago**, with locations serving EMEA (**London**, **Geneva** and **Dublin**) and APAC (**Sydney**, **Singapore** and **Manila**).



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