diapason

CASE STUDY

How Eiffage Group Modernized and Streamlined its Treasury Management?

« Diapason has enabled us to establish a top-notch treasury management system. Automation has significantly reduced the time spent on repetitive tasks – none of our treasury professionals would want to go back to the old tool today! »

Brian Leuck – Treasury Manager at Eiffage Holding

Eiffage Treasury

+5 000 bank accounts	**1 600** legal entities	**+900** users
600 signatories	**19** banking partners	Several **hundred thousand** payments per year

With over 100,000 projects in France and internationally, Eiffage is one of the leading companies in Europe in the fields of construction and concessions. The group operates across various sectors including construction, real estate and development, civil engineering, metal and roadworks, energy systems, and concessions. With the support of over 76,000 employees, the company achieved a turnover of 20.3 billion euros in 2022, with 30% of its revenue generated from international operations.

Historically, the four branches of the Eiffage Group – Eiffage Energy Systems, Eiffage Infrastructure, Eiffage Construction, and the Holding – operated in a decentralized manner, relying on separate tools and frameworks. These branches funneled financial flows to the Holding, which handled investment and financing management. «Our previous Treasury Management System (TMS) was widely deployed within the Eiffage Group but in a fragmented manner. Additionally, we had developed an in-house solution for payment approval, which was integrated with another tool for communication and bank authority management. Over time, these legacy tools became outdated and no longer aligned with market developments.” They also lacked international capabilities (lacking SWIFT protocol or XML V3 format) and their functional limitations, particularly in terms of automation, were impacting the operational efficiency of the finance function. In parallel, the technological risk associated with staff turnover on the in-house solution could eventually pose a real problem.

It was based on this assessment that Eiffage embarked on a quest for a new centralized solution to establish a common foundation for the treasury management across its four branches, enabling the group to project towards international management of all its financial flows. The goal of a new tool was also to overhaul communication with banks through the implementation of the SWIFTNet network and secure electronic payment processes, all while automating bank authority management. It was indeed a significant undertaking!

« In the construction industry, for instance, we have entities in joint ownership, meaning shared ownership between branches or with external parties, as well as partnerships, economic interest groups (EIGs), and more. Diapason guided us from the design to the development of all our specific requirements to offer us a completely personalized solution. »

Brian Leuck – Treasury Manager at Eiffage Holding

« Our previous treasury management tool was widely deployed within the Eiffage Group but in a fragmented manner (...) Over time, these legacy tools became outdated and were no longer suitable for market developments. »

Brian Leuck – Treasury Manager at Eiffage Holding

Stringent Selection Criteria Imposed

The call for proposals issued by the Eiffage Group included 45 selection criteria mandated by all four branches: tool ergonomics, the ability to harmonize development frameworks, development of specific interfaces, bank authority and communication management, secure electronic payment processes, and liquidity management, among others.

Diapason responded to most of these criteria with a dedicated and engaged team. Eiffage Group then initiated phase one, involving bank communication: payment approvals and generation of bank authorities. The Holding was designated as the project lead and successfully completed the initial production deployment. This was followed by the other three branches and later, a second country, Switzerland.

The second phase specifically addressed the TMS (Treasury Management System) with the management of daily treasury operations and financial transactions.

The robust myDiapason solution quickly delivered significant benefits, particularly in automating bank authority management, especially in dealing with the substantial volume of account opening, updating, and closure communications. This was a critical challenge given the significant number of signatories within the Eiffage Group.

Key Success Factors

A strong ability to address industry specifics: Diapason's team adaptability, their understanding of Eiffage's industry challenges, the responsiveness to advanced configurations, and the intricate work of harmonizing frameworks allowed for the implementation of a flexible solution perfectly tailored to the group's profile.

High-Quality Financial Data and Reporting: Financial files and flows are now centralized in myDiapason. Reporting is consolidated at the group level, providing high-quality cash position reports. The tool has won over the treasury professionals who, being proactive, now advocate for new features to further enhance and capitalize on their productivity gains in daily treasury management.

Enhanced Security: myDiapason has adapted to the internal policies of the IT department to meet the group's security requirements. All payment flows are now tracked and secured, and the group has a single communication channel to the banks. Furthermore, by automating accounting entries, the TMS has reduced the risk of data entry errors.

Achieving a Unified Group Treasury: It's Now a Reality!

Eiffage Group now enjoys a more automated and centralized treasury, which paves the way for accessibility to subsidiaries and signatories in all the countries where the group operates. "*The myDiapason TMS is increasingly converging towards a Group solution with a single instance uniting users and all of our branches. The user base is growing rapidly as we are already deploying the tool internationally.*"

Electronic signature of bank authorities with DocuSign, as well as modules for budgeting, bank fee tracking, and fraud management, are currently under consideration to expand the solution's usage and continue the momentum of modernization initiated by the group. "*We are taking our time to do things right to capitalize on our new tool. Once mastered, myDiapason offers extensive customization capabilities, and its potential is vast. We look forward to what the future holds.*"

myDiapason solutions

myliquidity

Control & Manage financial flows on a daily basis

mypayment

Securing payments & fighting fraud at every stage of P2P

myguarantees

Manage your bonds and guarantees in a centralized environment

Diapason

Think Treasury, Add Value.

About Diapason

A pioneer in Treasury Value Management, Diapason transforms treasury into a value creation center. **Designed by former corporate treasurers and trusted by 20,000+ professionals,** our myDiapason platform combines standardization and flexibility to optimize the entire range of financial resources and support business growth.

More information: mydiapason.com - Follow us on **LinkedIn**