



## MANAGING BANKING RELATIONS

### INTRODUCTION

In any organization, effective cash management depends both on internal operations and on the economic and efficient use of banking services. Senior persons from their companies, the banks are learning to see their economic potential, and articulating their array of products and services in order to stand out among the competition.

Management accountants who perform treasury functions are often called upon to select which banks and banking services will be used by their firm. The problem is that the information available to support their choice of

banking services is often subjective and incomplete.

This guideline provides practical procedures for requesting and choosing banking services and maintaining an ongoing relationship between an organization and its bank.

This guideline applies, first and foremost, to small and medium-sized organizations. It is a guideline open to all management accountants who rely upon choosing their role in cash management through the effective use of the services provided by the banking sector.

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PROVIDING A SERVICE FOR BANKING SERVICES	2	This guideline, designed for what is intended as a general reference, explains the appropriate information and steps required in choosing, affirming and preparing a request for banking services. The bank's assessment criteria are outlined, including generalist programs and custom services for the developmental and operating phases of the specific project. Items of security often required by banks are discussed, in addition to the custom services offered by banks and the factors affecting service rates. The management accountants must understand the bank's business and the bank's assessment criteria, and integration information of ongoing financial results, in order to maintain good relations with the right bank.
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# Banking Relations A Guide For Government

**A Loxley**



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