# The internet of value
What CFOs need to know about blockchain

In late Spring 2018, 4,407 people (40 percent being C-Suite or Executive level) tuned in for a Dbriefs webcast, “The internet of value: What CFOs need to know about blockchain,” during which the audience was polled about the technology. Here are the highlights.

### Which benefit of blockchain do you find most attractive?

<table>
<thead>
<tr>
<th>Benefit</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Improved operational efficiencies</td>
<td>44%</td>
</tr>
<tr>
<td>Decreased fraud risk</td>
<td>21%</td>
</tr>
<tr>
<td>Real-time insights</td>
<td>13%</td>
</tr>
</tbody>
</table>

### Which finance use-case do you find most compelling for your organization?

<table>
<thead>
<tr>
<th>Use-case</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Treasury and financing</td>
<td>28%</td>
</tr>
<tr>
<td>Procure-to-pay/Order-to-cash</td>
<td>25%</td>
</tr>
<tr>
<td>Supply chain and warranty management</td>
<td>12%</td>
</tr>
</tbody>
</table>

### When it comes to perceived importance of blockchain to their organization:

- 37.7% say they **still need to learn more** before making that decision.
- 37.2% indicated they see blockchain as **crucial to their success** or, if not crucial, as **helping them stay current** with latest technology trends.

### On the topic of blockchain consortia and who they’d be most willing to collaborate with:

- 22% indicated **suppliers**
- 16% indicated **customers**
- 12% indicated **joint ventures and/or partners**
- 19% indicated **all of the above**
- 3% indicated **horizontal competitors**

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What blockchain use cases might be applicable to your finance organization and how do you evaluate if the technology is the right solution? (see next page)
Use-cases applicable to finance

**Procure-to-pay**
- Streamline purchase order, tracking and settlement

**Cross-border payments**
- Near real time settlement
- Reduced transaction cost
- Improved data sharing

**Loyalty management**
- Improve loyalty point tracking and participation

**Supply chain management**
- Increase end-to-end visibility between all participants

**Order-to-cash**
- Streamline sales agreement, tracking and settlement

**Treasury and financing**
- Improve transparency and reduce bank fees and financing costs

**Intercompany sales**
- Single source of truth between legal entities
- Automate settlement

**Warrant management**
- Improve customer warranty behavior visibility and tracking
- Enable advanced liability estimates

**Shared data**
- Multiple writers
- Low trust
- Auditability
- Disintermediation
- Transaction interaction

Widespread impacts as processes transform from linear silos to integrated networks

How do you start to evaluate if blockchain is the right solution for a particular use-case?

What's **desirable** from a business perspective?

- Improve business process and participant integration
- Optimize working capital and improve operational efficiencies

What's **feasible** from a technology or organizational perspective?

- Reduce the complexity for sourcing key data
- Increase connectivity of stakeholder groups
- Access to required data from sources
- Secure and stable dev and test environments

Is it **economically viable** as a blockchain solution?

Explore our *Blockchain for Finance* report and learn more: