

# Kyriba Value Engineering

## KYRIBA FACT SHEET

**Kyriba has established a structured Value Engineering approach as part of its client engagement methodology to ensure customers have a clear path to successful business outcomes.**

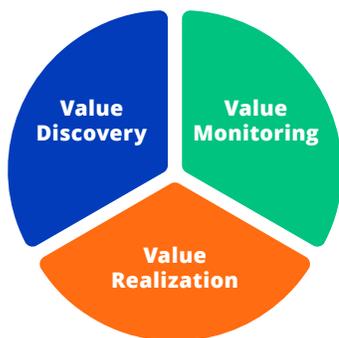
The Value Engineering process starts at the initiative evaluation phase and remains active throughout its lifecycle to ensure clients are realizing the full potential and return of their Kyriba investment.

The Value Engineering process is designed to help client organizations identify, understand, justify and realize business value from key cash and treasury management processes digitally enabled by Kyriba solutions.

Value Engineering is offered to select customers on a complimentary basis as a way to ensure agreed to business outcomes are achieved. The Kyriba Value Engineering team deploys over 200 customized client engagements annually.

The three phases of the Kyriba Value Engineering methodology are: Value Discovery, Value Monitoring and Value Realization.

### The Kyriba Value Engineering Lifecycle



#### Value Discovery

Conducted early in the evaluation process. During this phase, Kyriba Value Engineering will work collaboratively with client teams, including an executive sponsor and key cash and treasury stakeholders, to identify key challenges, select and prioritize improvement opportunities, design the optimal solution, and develop a case for change, including financial returns, investment requirements and strategic benefits the organization can expect.



#### Value Monitoring

Post implementation, Kyriba will work with clients to define key success criteria, including leading and lagging indicators, adoption best practices to ensure they are achieving the business benefits they have agreed to during the Value Discovery phase. Value Monitoring engagements are designed to be short in duration and typically deployed once or twice a year, depending on customer preferences. Monitoring cadence typically takes place quarterly or semi-annually, depending on organizational preferences.



#### Value Realization

This phase is designed to help Kyriba clients evaluate success achieved, document best practices and business benefits, and identify the next cash and treasury management opportunities that need to be pursued to accelerate value creation.

To ensure each Value Engineering engagement is executed efficiently, Kyriba has invested in expert resources with deep management consulting, business process transformation, industry, finance, and treasury management experience. The team also uses state-of-the-art tools and processes to ensure relevant content, including financial benchmarks and industry best practices, is leveraged during each phase of the Value Engineering lifecycle.

**Create an Actionable Case for Change with Kyriba (Value Discovery Assessment)**

If you are interested in the Value Discovery analysis, we would like to extend a personal offer to you: leverage Kyriba's Value Engineering methodology to develop an actionable business case to evaluate potential benefits of your cash and treasury management processes and identify the best improvement opportunities you should pursue. The entire process is designed to be quick, easy, insightful and collaborative. Here are the key steps of the Value Discovery process:



**Assess**

- Baseline data collection: suppliers, terms, and AP aging
- Business process assessment with key stakeholders



**Validate**

- Business process analysis review
- Benchmarking and target performance validation
- Program design steps



**Recommend**

- Executive presentation to CFO or executive sponsor
- Validated case for change
- Recommendations
- Next steps and call to action

**More About Value Engineering**

Value Engineering is an organization dedicated to partnering with current Kyriba clients and prospective customers to explore, understand, prioritize, justify, monitor and realize business value from treasury management initiatives. Value Engineering follows a structured, well tested, non-intrusive and insightful process to uncover improvement opportunities and quantify expected returns while ensuring business benefits are achieved throughout the lifecycle of your project. The outcome of a Value Engineering engagement is a detailed, action-oriented plan that shows specific ROI and recommendations. Kyriba has leveraged this process with hundreds of major organizations worldwide, including Koch Industries, Lululemon, Macy's, Rogers Corp. and many more.



**Interested In Learning More?**

To develop a strategy, business case or roadmap for treasury, please contact Kyriba's Value Engineering team directly at [VE@Kyriba.com](mailto:VE@Kyriba.com).