

Cenveo Achieves 93% Forecast Accuracy and 90% Productivity Improvements

KYRIBA SUCCESS STORY

Enterprise Liquidity Management Results in \$490k Value in Less Than 3 Months

Cenveo needed a way to improve visibility into overall liquidity and provide management on-demand insights into the performance of their strategic liquidity objectives. Their digital transformation in Enterprise Liquidity Management through Kyriba saw immediate, impactful results:

Key Challenges

- Executive leadership needed reliable, real-time, actionable liquidity insights and on-demand scenario analysis.
- Disparate, labor intensive, and inconsistent treasury processes consumed 729 hours/month across a small team.
- Excessive labor intensity and process disparity in Cash Management, Cash Forecasting and Payment Workflows required more than seven hours a day to manage.

Journey to Digital Transformation

- Consulting firm Clearstulting executed a wholistic evaluation of people, systems, and processes, highlighting the need for liquidity management software.
- Cenveo leveraged Kyriba Value Engineering's Collaborative Value Assessment (CVA) to help evaluate what to change, why change it, and why now.

"The most critical step in our solution evaluation process included leveraging Kyriba's Value Engineering service that helped us document what we need, why we need it, and why now is the time to execute."

— Benjamin Seal, VP Treasury

Cenveo®

Founded: 1993

Headquarters: Stamford, CT

Industry: Envelope & Label Manufacturing, Warehousing & Distribution

Employees: 5,000

Customers: 40,000

Cenveo is the world leader in the management and distribution of print and related offerings, encompassing 20 facilities across the United States with a long history of delivering top value for customers.

Kyriba solutions used:

- Cash Positioning
- Cash Forecasting
- Bank Fee Analysis
- Liquidity/Payment Optimization

Value Realization: 657 Hours Per Month

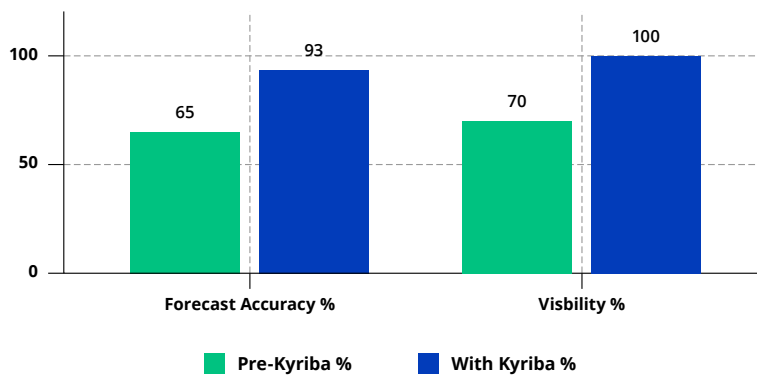
The Value Realization Assessment (VRA) enabled Cenveo to provide the current state review post Kyriba deployment, resulting in 90% productivity improvement, including but not limited to:

- **Cash Management:** 100% real-time liquidity visibility, 95 hours per month productivity gain.
- **Cash Forecasting:** 43% liquidity forecast accuracy improvement, 113 hours per month productivity gain.
- **Liquidity Payment Optimization:** Increases in data integrity and workflow controls ensured no loss of discounts, 137 hours per month productivity gain.

Cenveo & Kyriba: Strategic Business Partnership

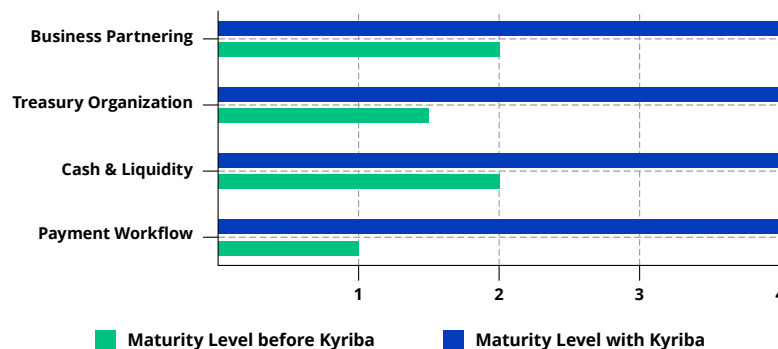
- **Supply Chain Financing:** Evaluating upside potential of \$17.7M in cash flow benefit.
- **Business Interruption Claims:** Beginning the process of filing for an estimated \$1M benefit.

LIQUIDITY INSIGHT IMPROVEMENTS



PERFORMANCE MATURITY ASSESSMENT

(1 = Ad-hoc, 2 = Emerging, 3 = Standardizing, 4 = Strategic)



Kyriba's Value Engineering: Critical Steps Ensure Success

Value Discovery

- Collaborative assessment with client teams, executive sponsors and key stakeholders.
- Identify key challenges, prioritize improvement opportunities, design the optimal solution, develop a case for change with financial returns, investment requirements and strategic benefits.

Value Monitoring

- Post implementation to define key success criteria, including leading and lagging indicators.
- Adoption of best practices to ensure business benefits identified in Value Discovery phase are achieved.

Value Monitoring

- Evaluate success and thoroughly document business benefits.
- Identify next opportunities that need to be pursued to accelerate value creation.



Kyriba's Enterprise Liquidity Management platform achieved the CFO's objective of reliable timely liquidity insights and enabled my team's transformation from tactical to strategic business partner."

— Benjamin Seal, VP Treasury