



Shifting the Focus of Organizations to Enterprise Value Creation





- ❑ SaaS Solution powered by the EVC™ Framework, for Enterprise Value Creation!
- ❑ The only large footprint of templates, use cases, and economic benefits formulas, for all industries and the leading digital solutions,
- ❑ Based on 20+ years of value creation data.
- ❑ Brings sophisticated business case preparation, strategic planning, and portfolio management, to more simplified tasks.

Enterprise Value Management Solution: VALTICS VaaS + EVC Training

- ❑ Fast generation of objective business cases using Templates and Use Cases.
- ❑ EVC Templates: Industry and Areas-based, focused on Outcome KPIs.
- ❑ EVC Use Cases: Generic solution-based, focused on Capabilities + Outcomes.
- ❑ Improved portfolio and strategic value management.

Value Selling Enablement Solution: VALTICS Platform + EVC Training

- ❑ Creation of value creation templates for “all” solutions.
- ❑ Value selling enablement for stages of sales process:
 - ❑ Rapid ROI
 - ❑ Business Case
 - ❑ Business Value Plan for Multiple Solutions
- ❑ Management visibility on “all” business cases presented to customers.



Value Selling Enablement: VALTICS Platform

Select a template and then select required benefits and/or costs

Template:

- Banking: ATMs
- Banking: Branch Transformation
- Banking: Digital Banking
- Banking: Payment and Transaction Processing
- Demo Template
- Retail: Emerald
- Retail: Inventory Management
- Retail: Supply Chain
- Template Two
- Travel: Mobile Boarding Passes
- Travel: Mobile Check-In

Export Assumptions Export Benefits

Apply Changes

Solution

Strategic Alignment

Risk Of No Investment

Degree Of Urgency

1. Define Op

2. Select St

3. Select Costs

4. Select Benefits

5. Edit Assumptions

6. Analyze Enterprise Impact

7. Generate Reports

Enterprise Value Management: VALTICS VaaS

Search Option A. Search Option B. **Search Option C.**

Option C. Type a sentence with either the need, solution, pain points, or problem that your solution will solve, where you need to

Benefits Description Capability Outcome All

Search Filters:

Profit Impact: Cost Reduction Revenue Increase Cost Avoidance Revenue Protection

Area Keywords (optional):

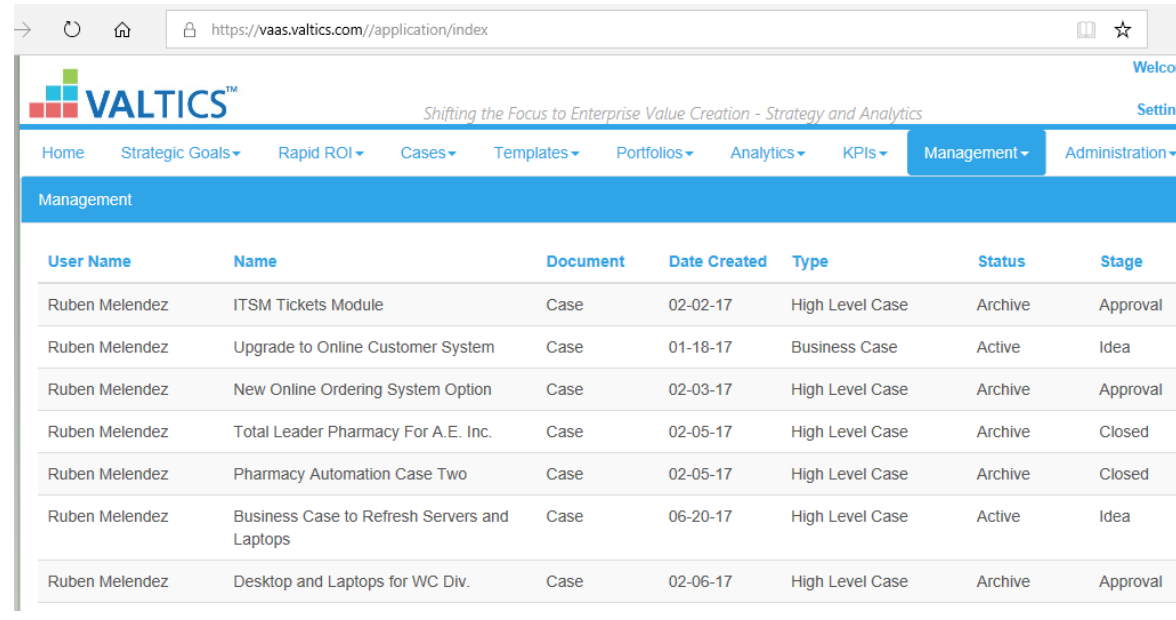
Exclude Keywords (optional):

	Benefit Name	Outcome
<input type="checkbox"/>	Reduce IT security costs by faster detection of intrusions	Outcome KPI: Average time to detect an intrusion
<input type="checkbox"/>	Reduce IT security costs by faster detection of intrusions with improved vulnerability management	Outcome KPI: Average time to detect an intrusion
<input type="checkbox"/>	Reduce deployment cost by automating the software deployment process	Outcome KPI: Current Average IT Hours per Deployment. practically eliminates the personnel cost to deploy software

- ❑ Easily create simple-to-complex business cases, with an objective value creation assessment for internal and external customers.
- ❑ Provide C-level executives with a view into their enterprise value engineering practice; and their internal value creation or external value selling effort.

Benefits Summary

Benefit Name	Optimistic Case	Most Likely Case	Conservative Case
Reduce ATM total hardware and software upgrade costs	\$1,404,000	\$1,404,000	\$1,404,000
Reduce ATM staging, implementation, and installation time	\$1,139,060	\$1,139,060	\$1,139,060
Increased number of ATM transactions with additional features	\$22,995,000	\$22,995,000	\$22,995,000



Benefit:

Increased number of ATM transactions with additional features

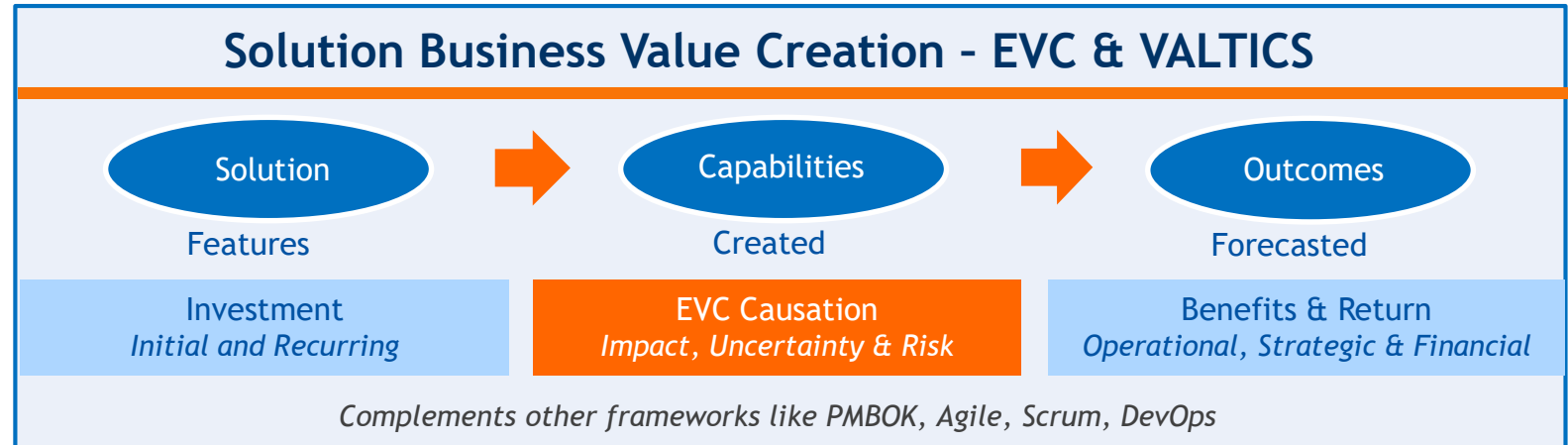
Formula: $F7 * (F8 * 365) * F9 * F10 * F11$

ID	Assumption Name	Unit	Year 1	Year 2	Year 3	Year 4
F7	Forecasted increase on number of ATM transactions per year	%	3.00	3.00	3.00	3.00
F8	Average number of ATM transactions per ATM per day	ATM transactions	80.04	80.04	80.04	80.04
F9	Average net income per ATM transaction	\$	1.56	1.56	1.56	1.56
F10	Total number of ATMs in operation	ATMs	5,000	5,000	5,000	5,000
F11	Likelihood that the solution will increase the number of ATM transactions	%	72.00	72.00	72.00	72.00
Annual Benefit			\$4,599,000	\$4,599,000	\$4,599,000	\$4,599,000

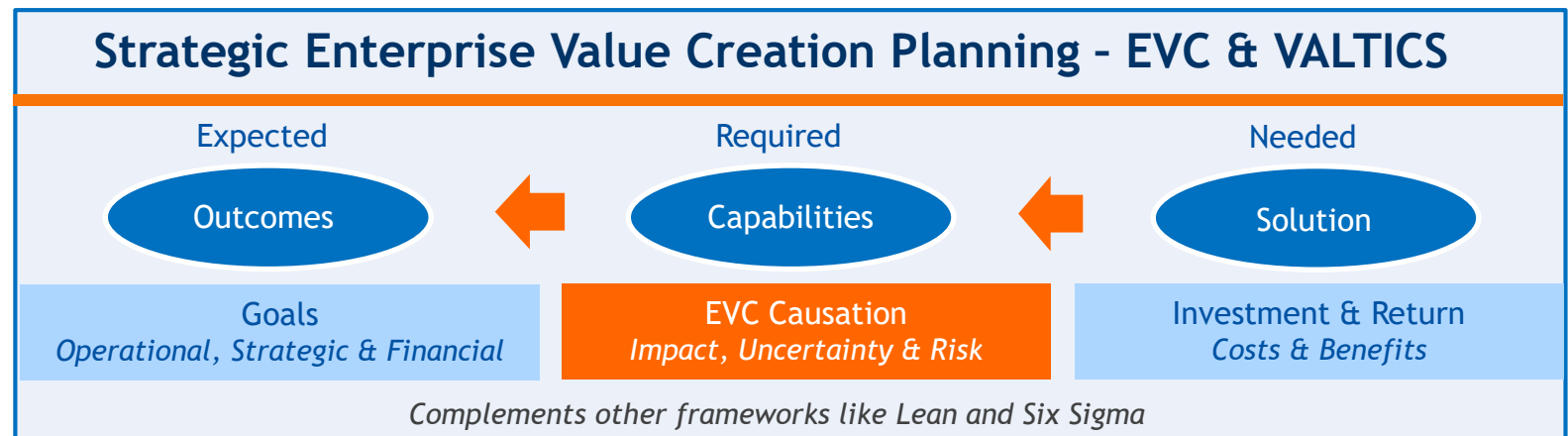


Causation-Driven Framework to Create the Best Value for Internal and External Customers!

- ❑ A Bottom-Up Value Realization Approach.
- ❑ When Solutions are “Known”.
- ❑ To identify, assess, measure, quantify, and realize the value of new initiatives!



- ❑ A Top-Down Strategic Enterprise Value Creation Approach.
- ❑ When Solutions are “Unknown”.
- ❑ To constantly identify new opportunities and distinctive capabilities to create value!



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To learn more contact us at

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