



kyriba™

Il presente e il futuro della tesoreria d'impresa

PRESENTATO DA

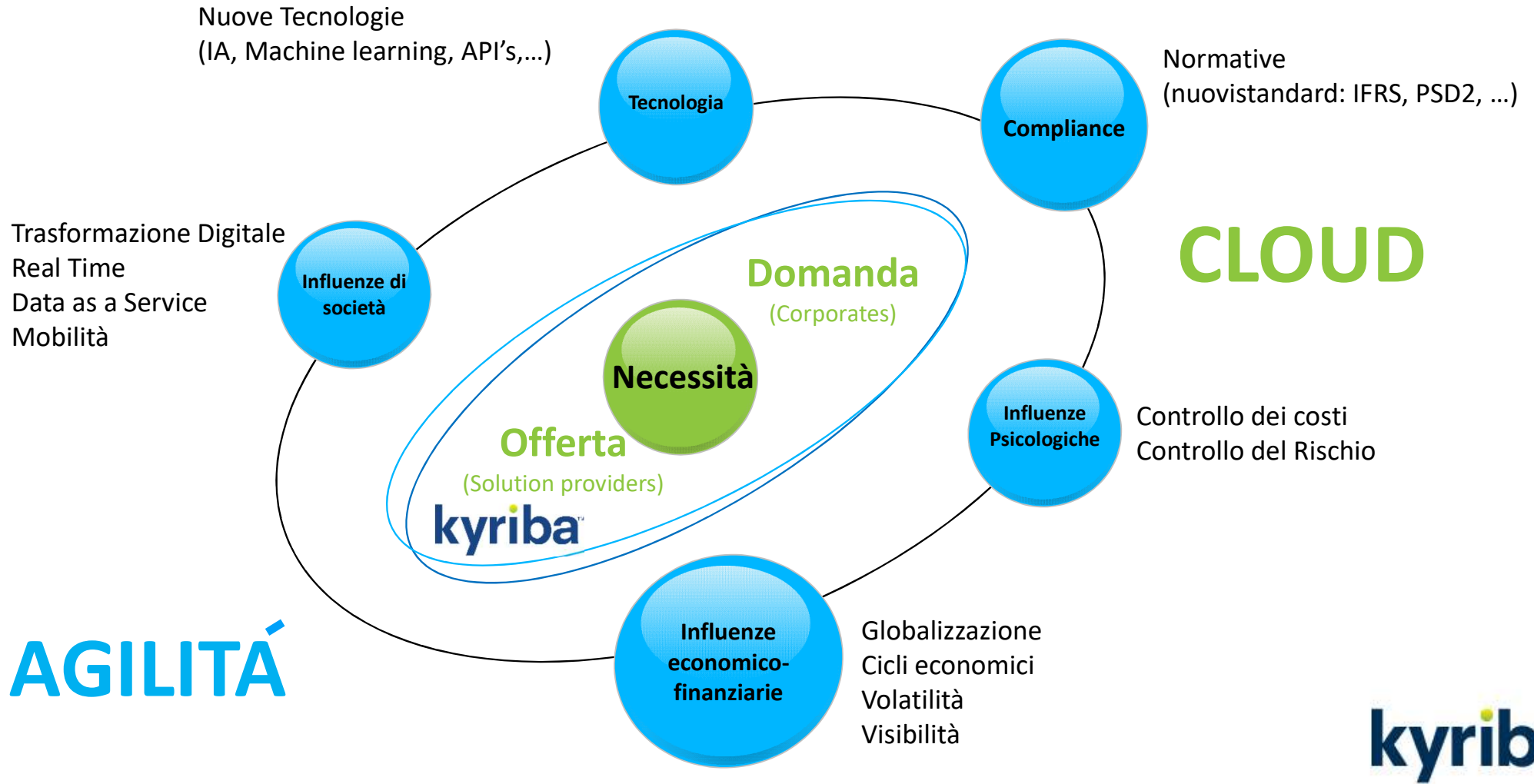
Agenda

- 1) Il contesto attuale
- 2) Kyriba: demo
- 3) Il futuro
- 4) Kyriba: chi siamo

The background image shows a close-up of a meeting. Several hands are visible, some holding pens and pointing at documents. The documents contain various charts, including a pie chart and a bar chart, along with some text. The Kyriba logo is prominently displayed in the bottom right corner of the image.

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Il contesto attuale



Kyriba : demo

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Il futuro

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Technology Providers



ERP'S



VAR's



Banks



Consulting Firms

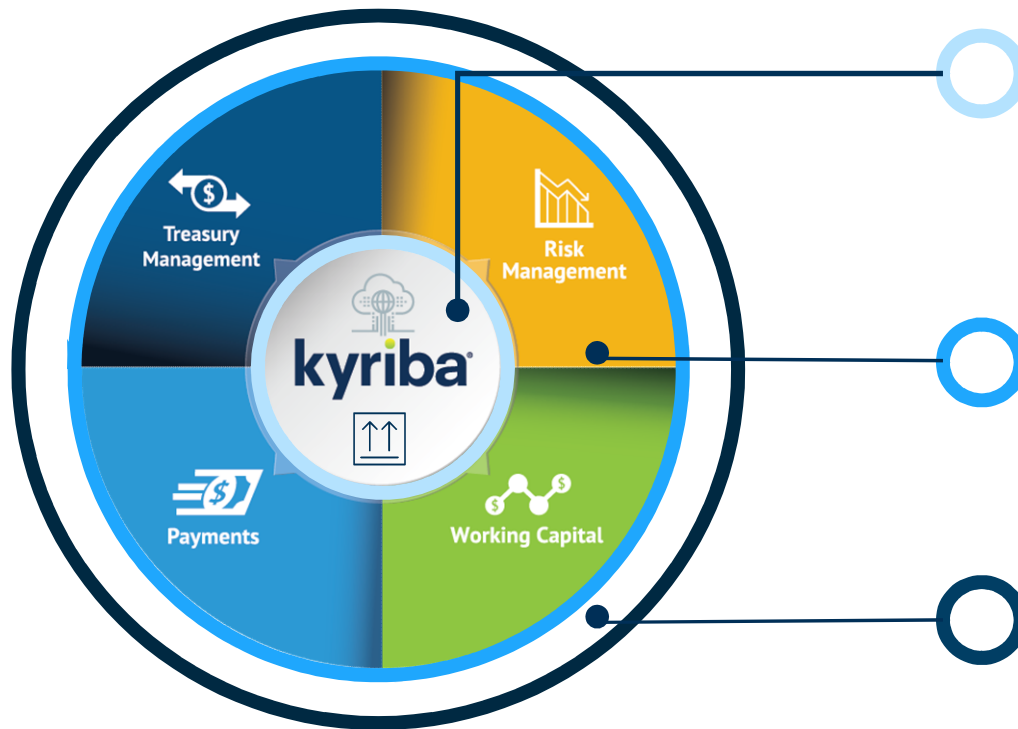


Diapositiva 6

CS1

Clément Sauvard; 20/08/2019

Kyriba Enterprise: piattaforma innovativa



Data as a Service

- ★ Business Intelligence & Mobility
- ★ Machine Learning, AI

Liquidity Management

- ★ Treasury
- ★ Risk Management
- ★ Working Capital
- ★ Payments

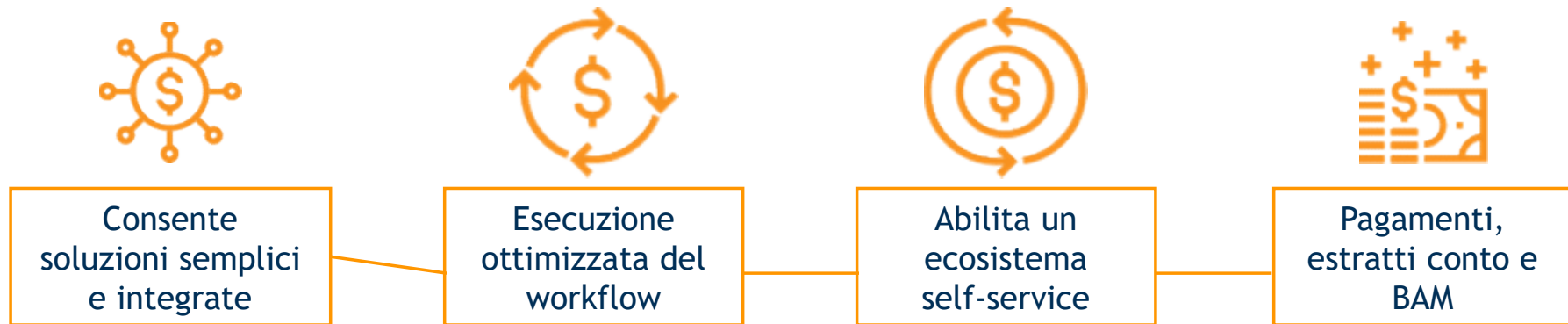
Ecosystem

- ★ APIs
- ★ Partner Integration



Ecosistema: APIs

APIs: il percorso verso la tesoreria in tempo reale con accesso diretto ed integrazione ad altri sistemi e banche



ADESSO

Open Banking APIs

- Citi, JPMorgan, Bank of American, HSBC

Ecosistema APIs

- Pagamenti cross-border (World First)

ANNO PROSSIMO

Open Banking APIs

- Wells Fargo, SCB, EU e Banche asiatiche

Ecosistema APIs

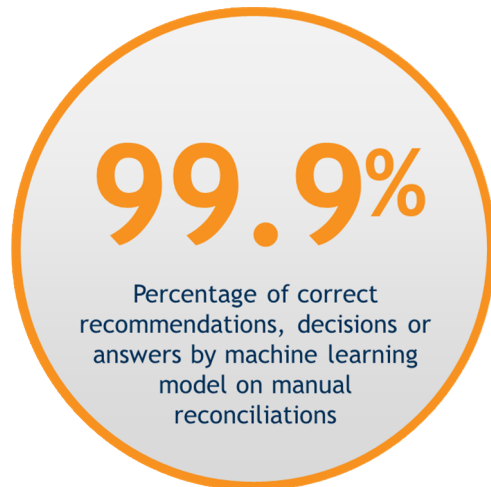
- Estendere l'uso delle APIs sul workflow

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Lab d'innovazione: Machine Learning & AI

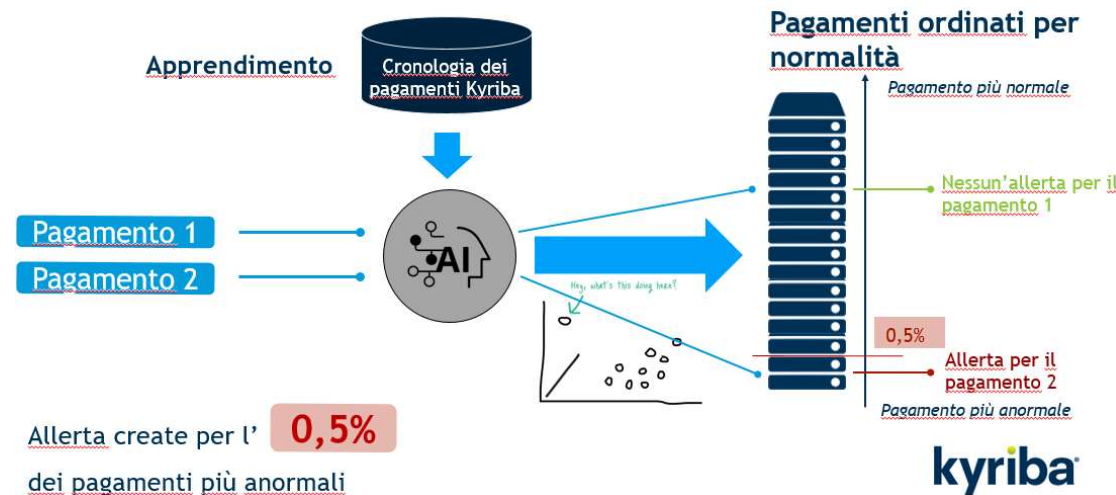
Assistente di Riconciliazione

- Perché ?
- Cosa possiamo migliorare ?
- POC con risultati positivi
 - Test con due clienti
 - Analisi: 1 anno di riconciliazione tra forecasts e transazioni bancarie



Rilevamento automatico di un pagamento anormale

- Perché ?
- Cosa possiamo migliorare ?
- Come funziona ?



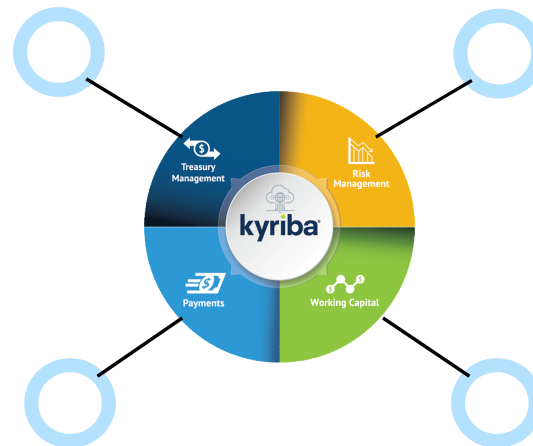
Kyriba Enterprise: piattaforma innovativa

Gestione della Tesoreria

- ✦ Eliminare le azione repetitive
- ✦ Migliorare le integrazioni
- ✦ Rendere più affidabili le previsioni di cassa
- ✦ Migliorare l'ottimizzazione della liquidità

Pagamenti

- ✦ Pagamenti istantanei per ottimizzare il tuo capitale
- ✦ Rilevazione di frodi e trame
- ✦ Assegnazione intelligente del conto



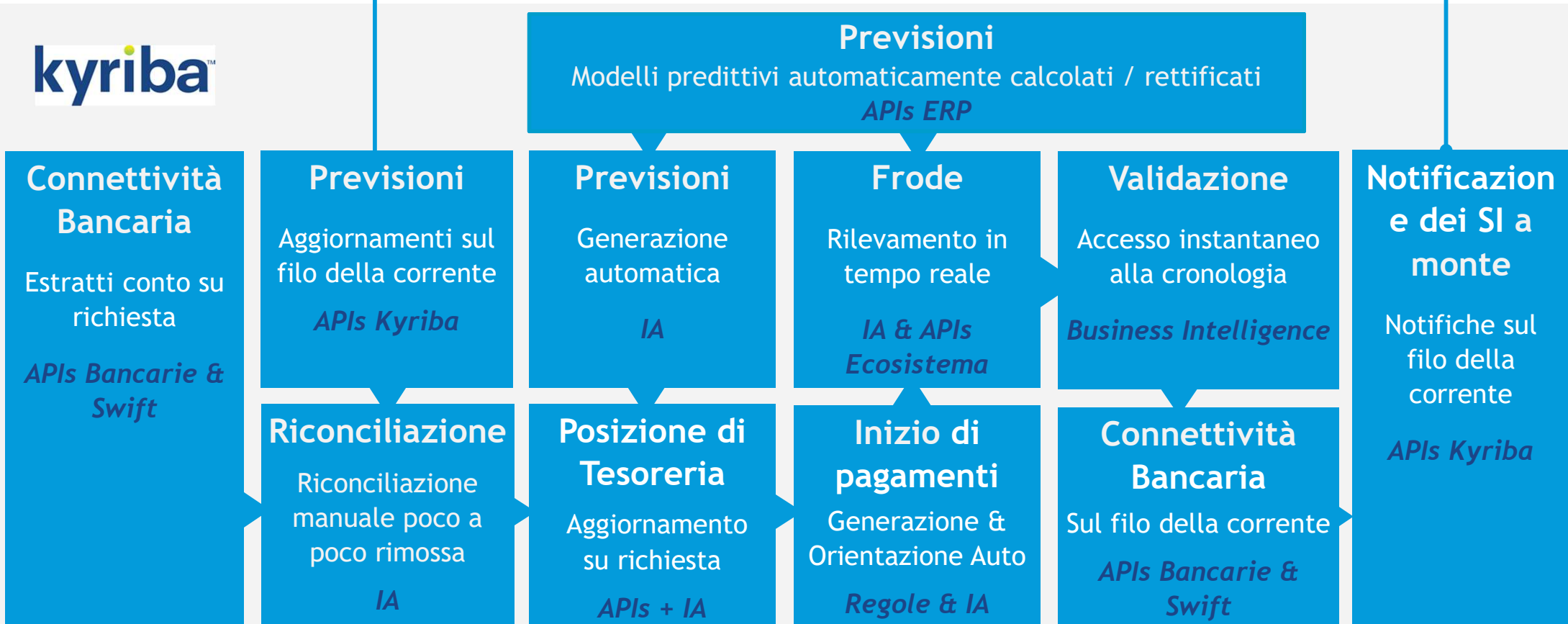
Gestione del Rischio

- ✦ Gestione pre-trade dell'esposizione FX per ottimizzare le coperture con proposte automatiche
- ✦ Modulo di Debt avanzato
- ✦ Strumenti finanziari IR per coprire futuri aumenti di costi di copertura
- ✦ Ciclo di vita commerciale automatico
- ✦ Semplificare i processi contabili e le ultime normative contabili

SCF e DD

- ✦ Onboarding del fornitore
 - Gestione dei contratti online
 - Simulazioni con dati della fattura e tariffa
- ✦ Opzioni di programma arricchite
 - Programmi con interessi sul compratore
 - Sconto dinamico 'ibrido'
- ✦ Sindicazione

APIs, BI, IA... i drivers tecnologici dell'Instant Liquidity



OLTRE IL 2020

Tesoreria e Finanza in tempo reale per una gestione della liquidità migliorata

- APIs
- Automazione dei processi
- Anticipare le decisioni (DaaS & AI)
- UI, Facilità d'uso



Informazioni GPI disponibili per ogni singolo pagamento

Transaction code: PY01 * Domestic transfer (CFs for bat) Tr. number: C04PY01000004
 Transaction status: Executed Terminated Reference: ref-22084-2

Issuer/Beneficiary | Instructions | Options | Invoice | Cheque | Statement | Tax | Reference | SWIFT GPI | User zones

Tracking number

UETR: cb946844-5aec-4e4d-a443-44d9c8a7d0fb

Summary

Confirmed amount: EUR 104353242362356

Bank actual status: BCCC1231230120136123

Status date: 2018/10/09 18:29:15

Status sender BIC code: GPICBICXXXX

Scheda "GPI"
aggiunta alla
schermata
dei
pagamenti

Routing information

Total rows 3 Row selected: 1

Status date time: 2018/10/04 18:54:17
 Status sender name: HSBC Paris
 Bank status: ACSP (Credited)

Detail

Sequence	Routing information	Charge code	Deducted amount	Currency	FX rate	Cur1/Cur2
457649	KLSOW9485fjdLO093	5647	1 500 000,50	EUR	0,035	EUR/JPY

Status date time: 2018/10/08 11:45:06
 Status sender name: Bank Jasa Jakarta
 Bank status: BCSP (Has left GPI zone)

Status date time: 2018/10/09 17:03:19
 Status sender name: Japan Post Bank
 Bank status: BCCC (Delivered)

Posizione di cassa: azioni più intuitive

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KITS@ADMIN Logout kyriba Support

Cash Management & Forecasting Tasks & Reports Bank Relationship Cash & Liquidity Financial Transactions Payment Trade Solutions Fraud & Compliance Core Data Home page My receivables My account Logout

Java HTML Map Add Maintain Process Inquire Set-up

Shortcuts

- Add
 - Cash flow
 - Balancing transfer
 - FX Spot
 - Loan (debt)
 - Loan (Investment)
 - Domestic transfer
 - International transfer
- Maintain
 - Cash flow
 - Balancing transfer
 - FX Spot
 - Loan (debt)
 - Loan (Investment)
 - Domestic transfer
 - International transfer
- Process
 - Automatic reconcili...
 - Manual reconciliation
 - Automatic balancing
 - Batch modification
- Inquiry
 - Integrated transacti...
 - Cash position work...
- Report
 - Quick launch
 - To do list
- Invoices
 - My latest invoices
 - Disputes
 - My latest payments
 - Document schedule

Cash position worksheet with chart - (CPW_CHART)

Menu

By flow: Account: Start: 03/16/2019 Cur.: EUR

All accounts: ENTITY: End: 08/31/2019 Step: Month Apply

Copy the selected cash flows Amount: 50,000.0 %: 0.0 Count: 10 Simulate Create

	03/16/2019 - 06/01/2020	Sat 03/16/2019 Sun 03/31/2019	Mon 04/01/2019 Tue 04/30/2019	Wed 05/01/2019 Fri 05/31/2019	Sat 06/01/2019 Sun 06/30/2019	Mon 07/01/2019 Tue 07/31/2019	Wed 08/01/2019 Fri 08/31/2019	Sat 09/01/2019 Sun 09/30/2019	Mon 10/01/2019 Tue 10/31/2019	Wed 11/01/2019 Fri 11/30/2019	Sat 12/01/2019 Sun 12/31/2019	Mon 01/01/2020 Tue 01/31/2020	Wed 02/01/2020 Fri 02/29/2020	Sat 03/01/2020 Sun 03/31/2020	Mon 04/01/2020 Tue 04/30/2020	Wed 05/01/2020 Fri 05/31/2020	Sat 06/01/2020 Sun 06/30/2020
Initial balance		-25,000.00	-100,000.00	-100,000.00	-100,000.00	-100,000.00	-100,000.00	-100,000.00	-100,000.00	-100,000.00	-100,000.00	-100,000.00	-100,000.00	-100,000.00	-100,000.00	-100,000.00	-100,000.00
AVICFC4 (AVICFC4)		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
CF1		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Collection total		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Collection total		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
DB1		75,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Disbursement total		75,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Disbursement total		75,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Balance before decision		-100,000.00	-100,000.00	-100,000.00	-100,000.00	-100,000.00	-100,000.00	-100,000.00	-100,000.00	-100,000.00	-100,000.00	-100,000.00	-100,000.00	-100,000.00	-100,000.00	-100,000.00	-100,000.00
Collection decision total		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Collection decision total		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Final balance		-100,000.00	-100,000.00	-100,000.00	-100,000.00	-100,000.00	-100,000.00	-100,000.00	-100,000.00	-100,000.00	-100,000.00	-100,000.00	-100,000.00	-100,000.00	-100,000.00	-100,000.00	-100,000.00

✦ Azioni per drag/drop
 ✦ Modifica delle date di previsioni con un click
 ✦ Modifica dei budget code

Connettività bancaria: Esplorazione e attivazione della connettività in modalità self-service

Selezione delle banche da connettere e servizi da abilitare



Carrier 11:27 AM

Use this screen to select the Banks to connect and the Connectivity services that you need. You will be guided in the next step to detail your Connectivity needs.
(You can add/remove banks later on too).

Securing Your Bank Connectivity

I want to...

Banks to connect	Receive reporting	Initiate payments	Receive confirmations	
HSBC	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	Delete
UKRSIBBANK BNP PARIBAS GROUP	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	Delete
JPMorganChase	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Delete

[Add a Bank](#)

Cancel Next



Connettività bancaria: implementazione automatizzata

- For info
- Contract
- Implementation

Use this tab to detail your bank connectivity requests. Then submit the requests that you want our team to analyze. If our Feedback is not provided immediately then we will notify you by email when an update is available. Any question? Ask us!

[Add a bank](#) [Filter banks](#) [Filter by request status](#)

Receive Bank Reporting

1. Describe your connectivity requests below

Please detail the type of reporting to receive (End-of-day statement, Intraday statement...), and if you want to use a specific bank format/protocol (else leave these fields empty).

Specific format that you want to receive

Action	Request ID	Bank	Initiating country	Operation type	Format	Protocol
Submit	101	HSBC	United States		BAI	Automatic
Ask a question		ROSBANK	Russia	End-of-day statement	Automatic	Automatic
Copy		ROSBANK	Russia	Intraday statement	Automatic	Automatic
Delete		ROSBANK	Belarus	Intraday statement	Automatic	Automatic

- View history
- View details

2. Submit your Connectivity requests

- Submit
- Cancel submission
- Submitted
- Submitted

3. Check our feedback about your Connectivity request

See whether we support this Connectivity request and, for information, the connectivity parameters that we propose to use (format...).

Request status	Format	Protocol
Draft Not submitted yet		
Submitted Analysis in progress	MT940	FTP
Supported Ready to be implemented	MT940	FTP
Implemented Live connectivity	MT940	FTP

[Move to implementation](#)

Initiate Payments

1. Describe your connectivity requests below

Please detail Initiating/Receiving countries, and whether you need to make Domestic/International payments, Standard/Urgent payments, if a currency exchange is needed. And if you want to use a specific bank format/protocol (else leave these fields empty).

Select Yes if a Currency exchange is needed

Request ID	Bank	Initiating country	Scope	Operation type	Receiving countries	Priority	FX	Format	Protocol
103	HSBC	Ukraine	Domestic	Credit transfer			No	Automatic	Automatic
110	HSBC	Ukraine	International	Credit transfer			No	Automatic	Automatic
120	UKRSIBBANK	United States	International	Credit transfer			Yes	Automatic	Automatic

2. Submit your Connectivity requests

- Submitted
- Submitted
- Submit

3. Check our feedback at

See whether we support this Connectivity request and, for information, the connectivity parameters that we propose to use (format...).

Request status	Cor
Supported Ready to be implemented	SUC CUS
Implemented Live connectivity	
Draft Not submitted yet	

Kyriba : chi siamo

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Kyriba: Leader globale nelle soluzioni di tesoreria Cloud

Fondata nel 2000
e basata a

San Diego

USA

2 200+

Clienti in tutto il
mondo

80 000

Users, in più di
100 paesi

230

Nuovi clienti negli
ultimi 12 mesi

40%

Di crescita nel
2018

Fatturato 2018

\$ 110

Millioni

Soddisfazione
clienti

98%

(retention)

+750

impiegati

kyriba[®]

Un esempio di referenze internazionali

Retail



Manufacturing



Financial



Utilities



Transport



Healthcare



Technology



Services



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...e qualche esempio di referenze Italiane

