



Helping organizations in their transformation journey by improving Value visibility and realize the same

Given the increasing pace of competitiveness in the marketplace, organizations should strive to ensure they are sourcing and delivering the best possible service solutions to their customers. This is possible if and only if business value is visible at each stage.

Improved visibility of business value helps organizations in

Identifying, evaluating, and selecting the right business strategy and operating model

Ensuring value realization through efficient and effective strategy delivery

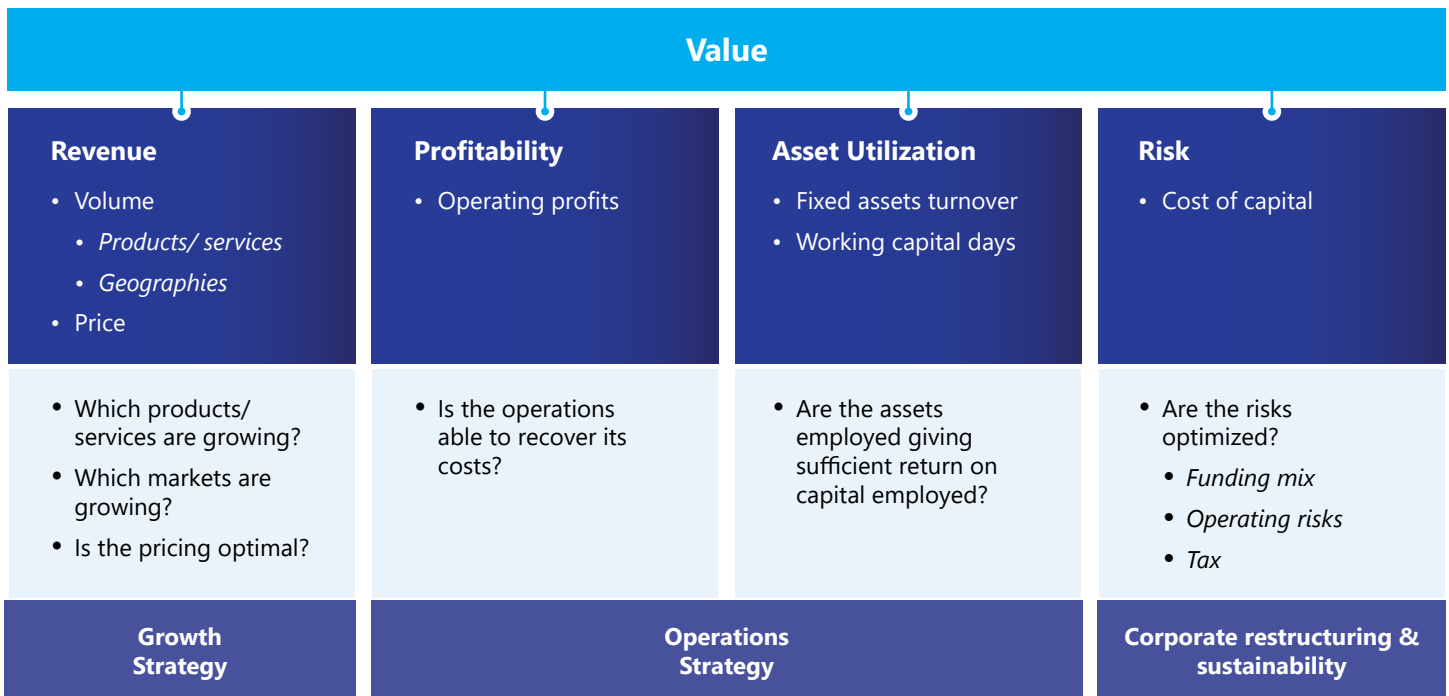
- *Value Lens provides structure to identify the right initiatives*
- *Value Lens helps prioritize Critical ones from multiple options*

Identifying the critical performance matrix to track and maximize the value generated for the organization

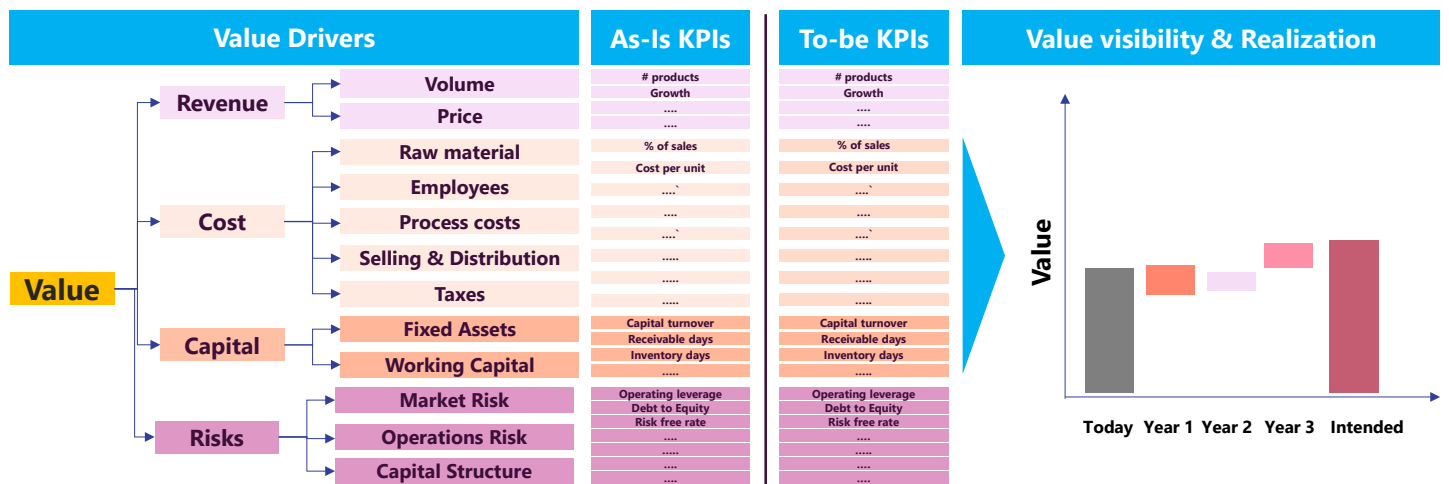
- *Focus on relevant KPIs and improve organization performance over benchmarks (both internal/ external)*



Value Lens



Value visibility & realization



- As-Is Business processes diagnostics (Process flows, Technology/ Tools deployed, Process KPIs etc.)
- KPIs benchmarking (Internal/ External)
- Gap assessment
- To-be Process design (Process flows, technology tools interfaces, target KPIs etc.)

- Measure and track the value creation over regular time intervals
- Review and course correct if needed

Typical improvement in KPIs observed through our offering

| Organizations have found value through streamlined processes: | Organizations have experienced value in revenue growth through: | Organizations have generated value in profitability through: |
|---|---|---|
| <ul style="list-style-type: none">• 30% Reduction in Financials Month End closing time for a leading polymer manufacturer in India• 12% additional revenues from Scrap Improved scrap monitoring and management• 20% Reduction in Inventory Costs with insights on planning and subsequent optimization of MRP Parameters• 10% Increase in Sales Volumes - Insights from Sales Analytics and Cockpits Identifying the problems in Sales Flow | <ul style="list-style-type: none">• 1-8% reduction of time to market for new products• 2-10% Reduction of manufacturing cycle time• 1-30% Reduction in revenue loss due to stock-outs• 20-40% Increase in service contract renewals• 2-10% Increase in revenue from cross-sell/up-sell | <ul style="list-style-type: none">• 0.5-5% Optimization of research and development expense• 1-5% Reduction of total logistics cost• 1-10% Reduction of inventory carrying cost• 5-30% Reduction of EH&S penalties and fines• 2-15% Reduction of days in inventory |

Success Story: Value Realization for a Lead Recycling Company



A global leader in the production of lead, lead alloys, and recycling of lead batteries, having a presence across the US, UK, Germany, Austria, France, Italy, South Africa, and Asia Pacific, was migrating to S/4HANA as part of a massive transformation project.

YASH's business consultants conducted a comprehensive study of available artifacts to understand the complete end-to-end business processes, identify business challenges, and process KPIs. The identified KPIs were benchmarked with available data from the company and industry.

YASH's consultants put together a value realization framework customized to their business, utilizing which the Value generated through the transformation initiative can be measured by tying the Value levers, Sub-value levers, drivers, and KPIs to actual Value realized. A to-be state was also put together to give the client visibility of the post-transformation value landscape. In addition, a KPI tracking mechanism was also developed, utilizing which business units can track the process of crucial KPIs post-transformation over time.

About YASH Technologies

YASH Technologies focuses on customer success. As a leading technology services and outsourcing partner for large and fast growing global customers, the company leverages technology and flexible business models to drive innovation and value throughout its customer's enterprise. YASH customer centric engagement and delivery framework integrates specialized domain and consulting capabilities with proprietary methodologies and solution offerings to provision application, infrastructure and end user focused Right-Sourcing services. YASH is a SEI CMMI (Level 5) and an ISO 9001:2015 certified company with U.S. and India headquarters and regional sales and development offices globally with customers spread across 6 continents.



Global Presence: **AMERICAS | EUROPE | APAC | MEA**

World HQ: 841 Avenue of the Cities East Moline IL-61244 USA

Tel: 309-755-0433 | Fax: 309-796-1242 | www.yash.com



For more information,
Contact YASH Technologies
today at info@yash.com