Partner*SURGE*

PartnerSURGE Training Certification

Kyriba's Center of Excellence (COE) mission is to train and certify its valued partners. All partners working on an implementation project or post-implementation support must participate in Kyriba's training program and earn their certification. This ensures partners are able to execute the latest best practices on a project, including analysis, system configuration, user training and much more.

Obtaining certification through Kyriba will demonstrate the partner's commitment to corporate treasury excellence. The certification courses help partners become specialists both in treasury knowledge and in the Kyriba application, helping maintain and enhance the firm's strong credibility in this space. Partners will develop the skills to efficiently implement clients using Kyriba's best practice methodology, ensuring a timely and profitable contract with the client. The Center of Excellence selects the most advanced trainers and subject matter experts for its training certification program. The trainers have an average of seven years working with the Kyriba platform and bring real-world experience and anecdotes from when they were professional service consultants working with clients. Kyriba's COE Training Certification empowers partners by providing:

1 A deep knowledge of the Kyriba application and its extensive functionality

2 Best practices for implementing Kyriba for clients

3 On-demand ELMS (Electronic Learning Management System), which provides detailed workflows to enhance the learning experience.

CERTIFICATION PROGRAM

The COE certification program is available both on demand and in person. There are different levels of certification that can be achieved, including Gold, Platinum and Platinum Plus. Each level corresponds to the number of modules (credits) a partner is certified in.

PLATINUM PLUS
Platinum + 3 Modules

PLATINUM
Gold + 2 Modules

GOLD
Core + Liquidity

In order to become certified, a 75% grade is necessary, where 25% is made up of ELMS review.

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Core Data

Core Data is the backbone of the Kyriba application. Client data like company, accounts, market data, admin functionality and importing/exporting files takes place in this module.

Certification Content:
As part of this certification process, partners will be required to complete all 30 core data sub-module ELMS courses and all practical exercises.

One day onsite training

Prerequisite: On Demand review
Prior to training, a one-week review of all the ELMS courses is designed to streamline the training process and make it more effective.

Credits: 1

Liquidity

Kyriba's Liquidity Module provides a centralized repository for client's bank reporting to allow visibility into global cash positions. In addition, forecast can be incorporated to give treasurers a forward-looking position. In-house banking can be used to track activity and balances between legal entities.

Certification Content:
As part of this certification process, partners will be required to complete all 45 liquidity sub-module ELMS courses and all practical exercises.

Four days onsite training

Prerequisite: Core Data, On Demand review
Prior to training, a two-week review of all the ELMS courses is designed to streamline the training process and make it more effective.

Credits: 3

Cash Accounting

Kyriba's Cash Accounting Module allows for entries to be created from bank transactions and exported into a client's ERP system.

Certification Content:
As part of this certification process, partners will be required to complete all 15 cash accounting sub-module ELMS courses and all practical exercises.

EMEA: Two days onsite training, NORAM: On demand training video

Prerequisite: Core Data, Liquidity, On Demand review
Prior to training, a three-day review of all the ELMS courses is designed to streamline the training process and make it more effective.

Credits: 1

Session Descriptions

PartnerSURGE

Payments

The Payment Module consists of payment/direct debit and netting capabilities. The Payment Module empowers organization to initiate, approve and release payments with their banking partners. Netting optimizes intercompany and payment activity through a netting center.

Certification Content:
As part of this certification process, partners will be required to complete all 50 payment sub-module ELMS courses and all practical exercises.

Three days onsite payment training and on demand netting video

Prerequisite: Core Data, On Demand review
Prior to training, a two-day review of all the ELMS courses is designed to streamline the training process and make it more effective.

Credits: Payments (3), Netting (0.5)

Financial Transaction

The Financial Transaction Module consists of deal capture, valuation, financial accounting and hedge accounting. These capabilities enable a client to capture financial transactions, MTM and create accrual and hedge accounting entries.

Certification Content:
As part of this certification process, partners will be required to complete all 55 financial transaction sub-module ELMS courses and all practical exercises.

Five days onsite training with certification split into two days for deal capture and three days for risk management.

Prerequisite: Core Data, On Demand review
Prior to training, a two-week review of all the ELMS courses is designed to streamline the training process and make it more effective.

Credits: Deal Capture (2.5), Valuation (2), Financial Accounting (2) and Hedge Accounting (1)

GL Reconciliation

Kyriba's GL Reconciliation Module automates the reconciliation between the client's bank and book transactions.

Certification Content:
As part of this certification process, partners will be required to complete all 15 GL reconciliation sub-module ELMS courses and all practical exercises.

EMEA: Two days onsite training
NORAM: On demand training video

Prerequisite: Core Data, On Demand review
Prior to training, a two-day review of all the ELMS courses is designed to streamline the training process and make it more effective.

Credits: 1

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Supply Chain Finance

The Supply Chain Finance Module provides flexible alternative supplier financing and enables companies to improve working capital and reduce risk due to supplier's illiquidity.

Certification Content:
As part of this certification process, partners will be required to complete all two supply chain finance sub-module ELMS courses and all practical exercises.

Three days onsite training

Prerequisite: Core Data, On Demand review
Prior to training, a one-week review of all the ELMS courses is designed to streamline the training process and make it more effective.

Credits: 4

Bank Relationship

The Bank Relationship Module includes capabilities for bank fee analysis (BFA) and bank account management (BAM). BFA enables a client to track their bank fees against their negotiated pricing, while BAM tracks account signers and offers FBAR reporting.

Certification Content:
As part of this certification process, partners will be required to complete all 20 BAM and BFA sub-module ELMS courses and all practical exercises.

On demand training video

Prerequisite: Core Data, On Demand review
Prior to training, a two-day review of all the ELMS courses is designed to streamline the training process and make it more effective.

Credits: BFA (0.5), BAM (0.5)

Survival Kit

Kyriba's Survival Kit is introduced and is an on demand, stand-alone program designed to enhance a partner's experience with a series of courses related to the management of implementation collateral post certification.

Certification Content:
As part of this certification process, partners will receive access to Kyriba's COE ELMS for each sub-module, which includes online courses, blueprinting, collateral review, project and milestone management training, PS estimation tool training, level 1 support and Kyriba Essentials deployment.

Prerequisite: Gold Certification

Training Sessions

On demand programs can be completed conveniently and efficiently at any time using the COE ELMS tool. It will provide a comprehensive understanding of the Kyriba system. The in-person classroom sessions are hosted at a Kyriba office location or a remote location where Kyriba does not currently have a facility. In addition to our regularly scheduled training sessions, custom courses can also be created for your firm.

The following sessions will be offered monthly in both North America and Europe:

Module	Duration
Core / Bank / Cash	5 days
Core / Payments	4 days
Deal Capture	3 days

The following sessions will be offered quarterly in both North America and Europe:

Module	Duration
Risk (Valuation, Financial & Hedge Accounting)	3 days
Supply Chain Finance (Reverse Factoring & Dynamic Discounting)	3 days
Project Management	3 days

The following sessions will be offered on-demand (online):

Module	Duration
Bank Account Management	2 hours
Bank Fee Analysis	2 hours
Netting	4 hours
GL Reconciliation	4 hours
Advanced Forecasting	2 hours
Cash Accounting	4 hours

Please reference the online calendar
for specific dates available:

Sign Up Form   EMEA   NORAM

About Kyriba

Kyriba is the global leader in cloud financial management solutions that enable forward-thinking treasury and finance teams to optimize cash and risk management, payments and working capital strategies. Kyriba delivers a highly secure 100% SaaS platform, superior bank connectivity and a seamlessly integrated solution set for tackling many of today's most complex financial challenges. With Kyriba, global organizations can streamline key processes, enhance fraud protection and compliance, and drive more growth opportunities through improved decision support and forecasting. Kyriba is the trusted partner for more than 1,600 leading businesses, including many of the world's largest brands. Kyriba is headquartered in New York, with offices in San Diego, Paris, London, Tokyo, Dubai and other locations. For more information, visit www.kyriba.com.

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Prerequisites

- **What kind of profile should I look for in an implementation consultant?**
  Ideally someone with two years or more of finance or cash management background (through school or direct experience). Experience with a previous treasury management system a plus.

- **How long does it take for my consultants to achieve certification?**
  Kyriba Certification can be achieved in as little as five days (with two weeks of on-demand pre-work). Gold Level certification can be achieved in four weeks. Every four weeks there will be an opportunity to advance to the next certification level.

Training

- **Where can I train?**
  The rolling calendar will be designed to provide training in our Kyriba offices in EMEA and North America (New York or San Diego).

- **Can I request a training on my premises?**
  Yes, with a minimum of four partners per class.

- **Where do I sign up for training?**
  Via online calendar.

- **What tools can I use to receive updates on the progress that my consultants are making?**
  The ELMS (Electronic Learning Management System) will be available to track weekly progress for each consultant on your team.

- **How much onsite training is really required?**
  In order to maximize the time invested in learning the application, Kyriba has designed a hybrid training course that is split between 40 percent on demand training and 60 percent on-site training. Onsite training is necessary to collaborate with training partners and truly focus on the material that is presented, leveraging the trainers' experience and providing true anecdotes that enhance the learning process.

Certification

- **At what level is certification held?**
  Certification is held at the individual level.

- **What is the minimum score for certification?**
  75 percent. As we believe that is the minimum score to confirm your knowledge in the application.

- **If I don't achieve 75 percent, what happens?**
  - You will have two weeks to re-take the ELMS courses
  - You will have two weekly calls with a COE expert to review knowledge gaps
  - Retake the test via virtual classroom

- **What if I fail the second attempt?**
  Retake the class—via onsite training or virtual if available.

- **What is the value of the ELMS courses towards the final certification score?**
  25 percent of the overall certification.

- **What do I get access to once I am a certified consultant?**
  You will have access to a series of tools to enrich your training experience (collateral, Kyriba KCE Forum, demo database, etc.). COE will be happy to share the sign-on credentials with you to access these platforms.

- **What happens after I train?**
  You will have the opportunity to test in the specific module you were trained on, obtaining certification.

- **Do I get shadowing opportunities?**
  Shadowing opportunities will be available exclusively on site at our Paris or NYC offices.