

Mutual Value Discovery Workshop for Banking & Financial Services



Expert-Led Transformation for a Changing Financial World

Digital transformation in banking has matured, but the real differentiator today isn't how much technology a bank has — it's how intelligently it solves its business problems.

The Mutual Value Discovery (MVD) Workshop by Korcomptenz is a consulting-led engagement that helps financial institutions diagnose challenges, align leaders, and co-create executable strategies for transformation.

Led by senior consultants and domain specialists, the MVD Workshop is where expert insight meets institutional context— uncovering what matters most to your organization's growth, compliance, and customer trust.



The Context: Banking's Defining Decade

In 2025, financial institutions are facing their most challenging paradox yet: record spending, rising regulation, and shrinking margins.

According to Forrester:

- **Cloud Overspend Is Rising:** 72% of BFSI organizations exceed their cloud budgets due to unoptimized workloads.
- **Fraud Stakes Are Higher Than Ever:** Cybercrime is expected to reach \$12 trillion globally by 2025, threatening both margins and customer confidence.
- **Bad Data Is Expensive:** Over a quarter of banks report annual losses exceeding \$5 million from poor data quality and process fragmentation.
- **Value Over Volume:** 80% of financial executives plan to increase technology spend, but insist on governance, transparency, and value.

In 2025, banks face a triple challenge:

- **Margin Pressure:** Rising interest-rate volatility and competition from fintechs are eroding returns.
- **Compliance Complexity:** Data, ESG, and AI regulation are reshaping governance models.
- **Customer Expectations:** Instant, seamless, and secure experiences are now the baseline.

The result: Transformation fatigue. Dozens of disconnected initiatives, but no unifying blueprint.

The MVD Workshop brings leadership, data, and strategy back together — enabling banks to see where they stand and where they can act with confidence.



The Trust Imperative: From Transformation to Accountability

In financial services, transformation succeeds only when it strengthens customer trust and institutional credibility.



The MVD Workshop helps banks reframe transformation through three lenses:

- **Trust in Experience:** Are we delivering consistent, transparent, and secure customer interactions?
- **Trust in Operations:** Are our systems, processes, and data resilient and compliant by design?
- **Trust in Insight:** Are decisions grounded in accurate, accessible, and governed data?

This trust-centric approach positions transformation not as a technical program but as a strategic capability that safeguards reputation, loyalty, and growth.



Korcomptenz's Mutual Value Discovery Workshop

A One-Day Roadmap to Measurable ROI

KOR's MVD Workshop is a focused, expert-facilitated consulting session designed to move your institution from complexity to clarity.



In a single day, your leadership team will:

1. Diagnose root-cause challenges in operations, risk, compliance, and customer journeys.
2. Align business, IT, and compliance priorities around shared outcomes.
3. Co-create actionable roadmaps supported by pragmatic next steps and ownership.
4. Explore solution accelerators that reduce risk and accelerate time to value.

This is a strategic conversation – not a sales call – guided by experienced consultants and domain experts who understand both the business of banking and the technology that enables it.

From Insights to Impact: What Happens Inside the Workshop

Stakeholder Alignment

Our facilitators engage business, IT, and risk leaders to define transformation priorities and validate strategic objectives.

Deep Diagnostic

We unpack the institution's current-state architecture, operational processes, and customer touchpoints by identifying structural inefficiencies and capability gaps.

Opportunity Mapping

We apply our proprietary BFSI diagnostic framework to visualize opportunities across revenue, efficiency, compliance, and experience.

Solution Exploration

Our experts introduce relevant proprietary Korcomptenz accelerators such as CKVALCloud and BankIQ to demonstrate how AI, automation, and cloud can directly address discovered pain points.

Roadmap Definition

Together, we shape a prioritized roadmap by identifying focus areas, sequencing transformation, and defining ownership.

Outcome: A clear, actionable blueprint to move from insight to implementation, informed by domain expertise and tailored to your institution.

Your Mutual Value Discovery Journey

Stage	Focus	Output
Stakeholder Alignment	Clarify goals and align leadership priorities	Shared transformation vision
Challenge Discovery	Identify operational, data, and regulatory bottlenecks	Validated challenge matrix
Opportunity Definition	Map high-impact initiatives across business functions	Opportunity heatmap
Solution Co-Creation	Explore feasible, expert-backed solutions	Draft implementation pathways
Roadmap and Governance	Define next steps, accountability, and success metrics	Executive-ready presentation



Designed for the Banking Enterprise

The MVD Workshop is built for financial institutions balancing innovation with risk discipline.



Customer-First by Design: Each session centers on the customer experience — improving satisfaction, retention, and trust.

Expert-Led: Facilitated by senior consultants with 20+ years in banking, technology, and regulatory transformation.

Cross-Functional: Brings together business, operations, risk, and IT — ensuring full-stack visibility.

Compliance-Ready: Every recommendation aligns with governance and risk management frameworks.

Outcome-Oriented: Focused on clarity, prioritization, and execution readiness — not just analysis.

Outcome: A shared language of value between business and technology — turning transformation into a disciplined, measurable practice.

What Makes our MVD Different

Traditional workshops explain technology. KOR's MVD Workshops solve business problems.

Traditional Discovery

Product-centric, solution-driven

Led by sales engineers

Static presentations

Ends with product demo

Focus: Features

What MVD Enables

Problem-centric, strategy-driven

Led by senior consultants

Interactive, scenario-based sessions

Ends with actionable blueprint

Focus: Future of your institution



This is why leading financial institutions choose Korcomptenz – in our workshops we think like consultants, act like partners, and deliver like engineers.

Beyond Discovery: The Continuum of Expert-Led Transformation



The MVD Workshop is only the beginning. It establishes the foundation for a sustained transformation journey that connects insight to implementation.

Our Expert-Led Ecosystem

Capability

CKVAL Cloud

Data & AI Practice

BankIQ

Experience Design

What It Enables

Cloud governance, optimization, and resilience for financial workloads.

Predictive analytics and AI-driven decisioning for lending, fraud, and risk.

Real-time performance dashboards and domain analytics.

Digital experiences that combine human empathy with system intelligence.

Together, these capabilities deliver what banks need most: clarity, control, and confidence in their transformation journey.

The Business Impact for BFSI Leaders

Faster alignment between business, technology, and compliance.

A sharper understanding of where transformation can reduce friction or risk.

A clear view of where to innovate next — and how to get there.

Expert guidance that integrates technology possibilities with banking realities.

A lasting partnership focused on institutional excellence, not transactional delivery.



With Korcomptenz, transformation isn't outsourced — it's co-owned.

The Deliverable: A Blueprint You Can Act On

After the session, you'll receive a custom transformation blueprint, including:

- **Key business challenges** and mapped opportunities.
- **Recommended actions** and ownership structures.
- **Draft transformation roadmap** and sequencing.
- **Optional follow-up advisory engagement** to validate and operationalize outcomes.

This becomes your North Star for digital, data, and operational alignment — developed with your leaders, not for them.



The Korcomptenz Difference

Recognized by Forrester in The Microsoft Business Applications Services Landscape, Q3 2025 and by **ISG Provider Lens™** as a **Contender** in its 2025 Q3 for **Microsoft Cloud and AI Ecosystem**, Korcomptenz is trusted by leading banks for delivering transformation that is governed, measurable, and fast.

We lead with purpose.

Responsibly, Efficiently, and at Scale.



Start Your Expert-Led Transformation

Join the Mutual Value Discovery Workshop

And experience consulting that goes beyond advisory — where experts immerse themselves in your business to help you uncover what's holding you back and where your next advantage lies.

In one day, we'll help your teams cut through complexity, gain strategic clarity, and accelerate the path from vision to execution.

Korcomptenz. Expert-led transformation for the future of banking.



Thank you for reading

Mutual Value Discovery Workshop for Banking & Financial Services

See where you stand. Know where to go next.
Start your Mutual Value Discovery Workshop
with Korcomptenz.

Schedule your MVD workshop now!

