

The logo for Nicus Software features a stylized 'N' icon on the left, composed of overlapping green and blue shapes. To the right of the icon, the word 'NICUS' is written in a large, bold, dark blue sans-serif font. Below 'NICUS', the word 'SOFTWARE' is written in a smaller, green, spaced-out sans-serif font.

# NICUS SOFTWARE

*NOW YOU KNOW*

[Nicus.com](https://www.nicus.com)

M-PWR's IT Planning module provides CIOs and IT finance leaders with the ability to align transactional costs to IT supply and demand, and provides powerful analytical capabilities and transparency into financial cost due to changes in volume or rate of the services delivered.

## Planning



### Key Benefits

- Defend the IT budget from constant attacks by transforming the view of IT from a transactional cost center to an economic investment
- Communicate the IT budget in terms the business understands, and partner with the business to control cost drivers such as supply, quality, and risk
- Govern the budget in different dimensions (Run/Grow/Transform, Supply/Demand, and LOB Consumption) to monitor transformational initiatives and identify optimization opportunities
- Influence by accurately demonstrating how the business would benefit if additional funding was directed to IT
- Align the investments in IT to new capabilities, and display how investments align to the enterprise strategy

### Key Features & Capabilities

#### Managing Plans:

- Budgets, Rolling Forecasts, and Outlooks
- Cash, Ops, Revenue Views
- CapEx and OpEx
- Vendor Expense Management (VEX)
- Labor Forecasting
- Multi-Currency
- Versioning

#### Control & Audit:

- Workflow (Approvals and Notifications)
- Data Integration and Auto-Mapping of Actuals
- Detail Audit of Changes
- Upload of Supporting Documents
- Centrally Administer Allocation Logic
- Security Defined at the User or Group Level
- Package Changes (as Delta)

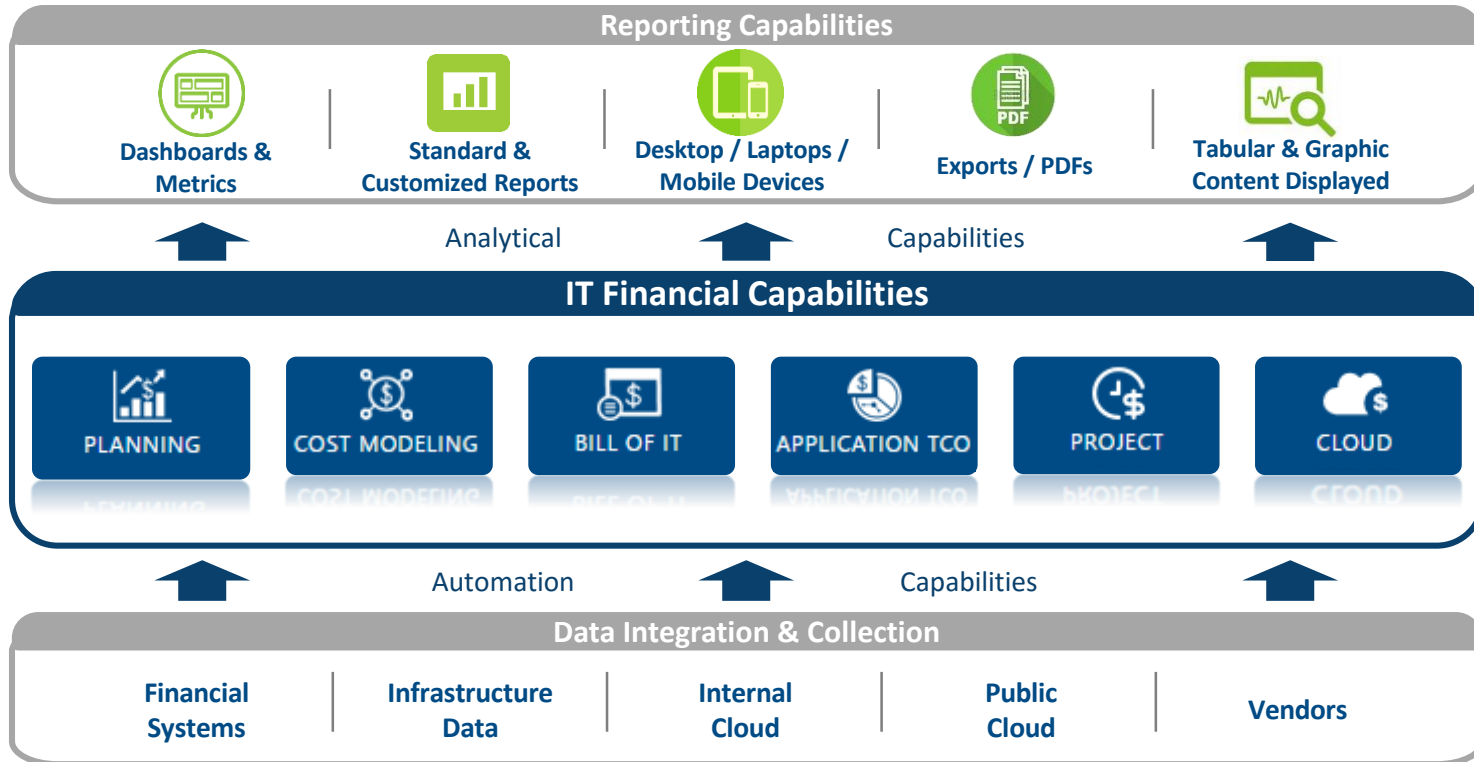
#### Automation & Integration:

- Automated Calculations
- Labor Costs (Tax, Benefits, and Bonuses)
- Depreciation and Amortization
- Accrual Generation
- Workflow (Approvals and Notifications)
- Data Integration and Auto-Mapping of Actuals
- Real-Time Web Edit (Multi-User and Concurrent)
- Cleansing and Validation of Both Financial and Operational Data

#### Financial Analysis & Accuracy:

- Track Encumbrances/Actual/Unit Rates
- Plan Cost/Volumes/Consumption by LOB
- Excel Import/Export
- Labor, HW/SW Maintenance, Assets
- Comparison and What-if Scenarios
- Robust Visualizations

The M-PWR solution consists of a powerful suite of IT FM applications. The data and analytics platform leverages proprietary modeling capabilities, powerful self-service analytics, and planning workflows to enable customers to make actionable, data-driven, strategic, and operational decisions. The platform automatically aggregates, cleanses, and establishes relationships across large sets of customer data from disparate sources and maps to a standard model.



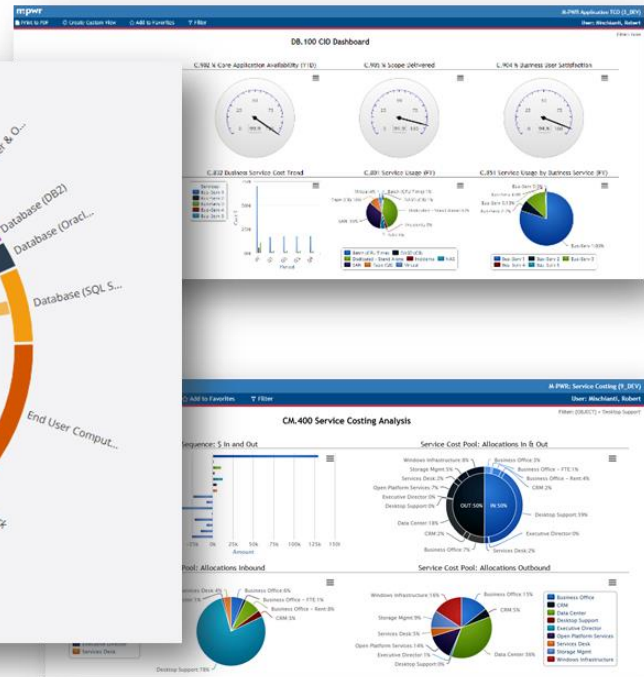
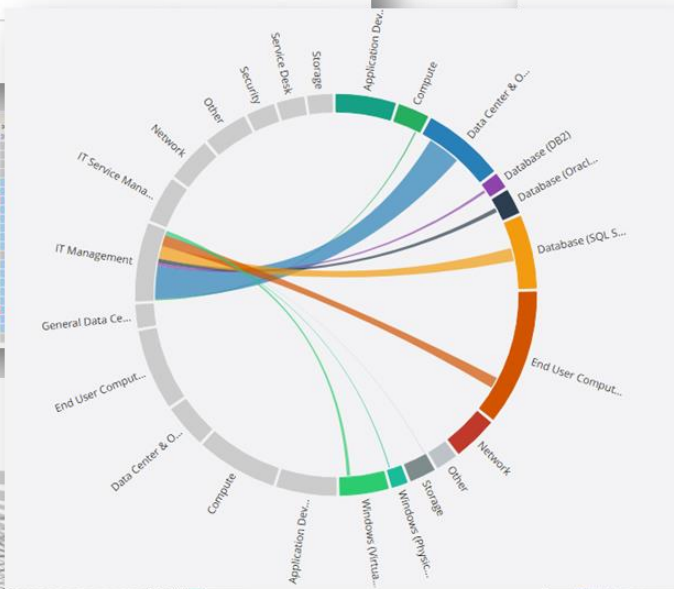
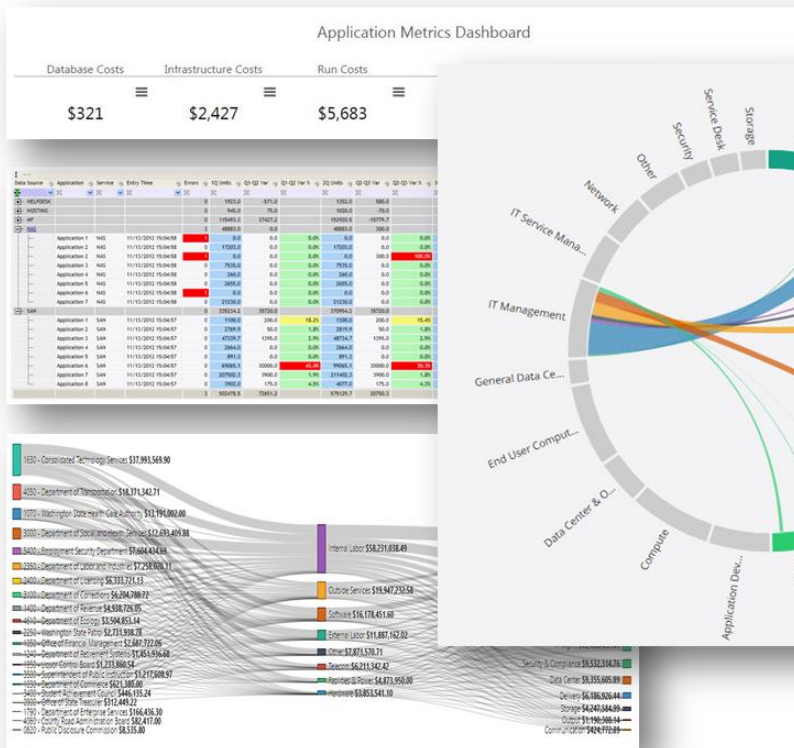
The Nicus solution provides visibility into IT costs at all levels of an organization, and delivers actionable data to **key decision makers**.





# M-PWR: Powerful Reporting Capabilities

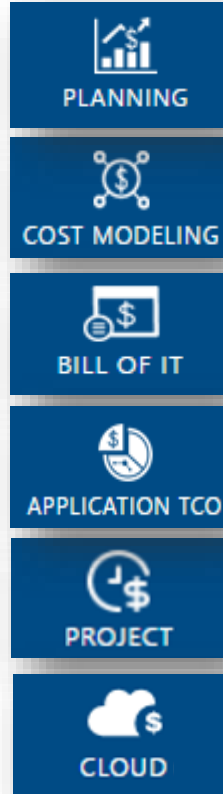
M-PWR provides powerful visual modeling capabilities allowing users to intuitively build and manage the financial and operational models of their IT organization.



M-PWR is an integrated set of configurable IT Financial and Business Management tools designed to achieve true IT cost transparency and encourage informed budgeting and decision making.

### Key Features:

- SaaS or On-Premise delivery
- Highly adaptable
- Highly scalable solution for organizations of any size
- Client-focused development



IT Planning, Labor, Vendor Expense Management (VEX)

Service Costing & Benchmarking

Show-back, Chargeback, Cost Allocation

Application TCO, Business Capability View

Project Financials

Cloud Financials

# M-PWR Flexible Deployment Options: Cloud or On-Premise

## Commentary

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- Nicus offers flexible deployment options to cater to the diverse needs of its customer base which consist of enterprise, mid-market, and small organizations across a variety of verticals
- The industry is increasing its acceptance of SaaS. Since 2016, all new customers have adopted the SaaS product.



SaaS

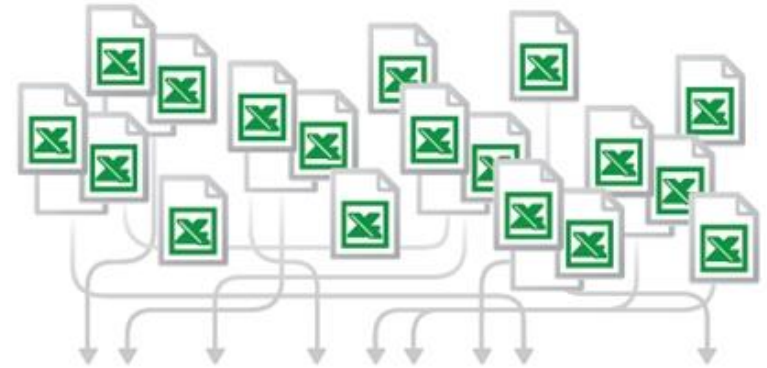
On-Premise

ONE COMMON CODE BASE

# IT Financial Management Status Quo Unsustainable

## Key Market Pains

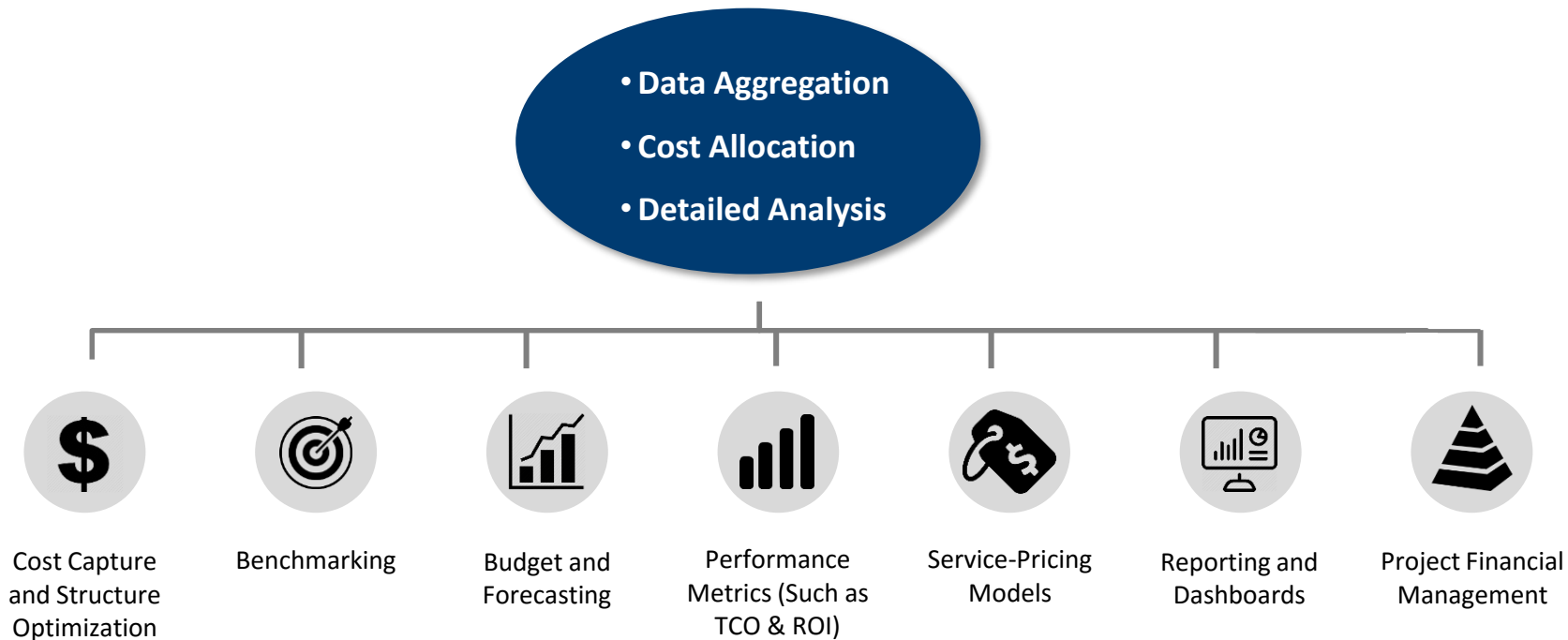
- **Lack of clarity** on numerous IT costs and their benefits.
- **Gartner: “Users underestimate the high level of granularity and detail** required to build an effective IT budget.”
- **BI Tools and ERP Systems are not sufficient** in providing the level of insight needed to understand data.
- Organizations try to manage IT spend in spreadsheets, often **employing dozens of employees to manage scores of excel sheets.**
- Leading to **high level of risk** due to manual errors and inability to conduct proper analyses.





# IT Financial Management Software Addresses the Pain

An ITFM solution provides IT leadership with a purpose-built application designed to aggregate all spend and consumption data from disparate systems of record, then allocates that data using a cost model designed to provide multiple views of IT spending.



# Enterprise Value Increasing With Growth in ITFM Maturity

- “ITFM Maturity” refers to **the level of understanding that an organization has in regards to its IT costs.**
- As a company grows and spends more on IT, the **importance of having full knowledge of IT spend increases.**
- An **expert stage of ITFM Maturity** is when an organization has grown from understanding its IT costs, to managing those costs, and at the highest levels of maturity, adhering to processes and models to manage and shape the demand of business technologies.

Enterprise Value and ITFM Maturity Relationship

