

The logo for Nicus Software features a stylized 'N' icon on the left, composed of overlapping green and dark 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

M-PWR's Hybrid Cloud Financials module enables consumers to address their business needs by leveraging wide ranging capabilities of public cloud service providers – in particular, the low cost and leading-edge functionality available – in addition to using private cloud deployment for more sensitive applications and data. Interlinking cloud-deployed applications and data with traditional non-cloud enterprise applications and data is also an important part of hybrid cloud deployments.

## Cloud Financials

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### Key Benefits

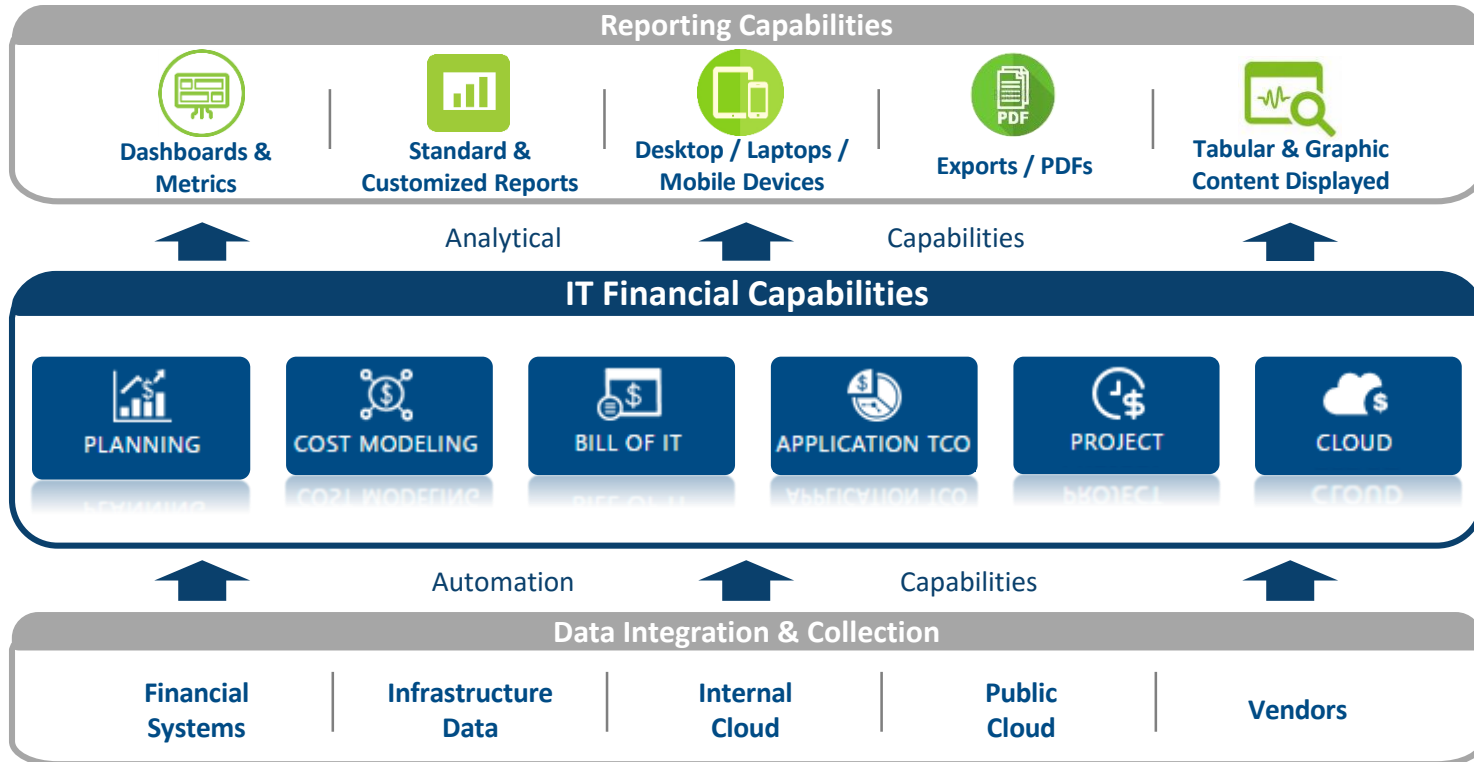
- **Visibility** - Consumption by business units and applications
- **Benchmarking** – Compare product and service rates between internal and external providers
- **Cost Efficiency** – Ensure the most cost effective solutions are leveraged
- **Data Collection** – Automated data collection with all major cloud providers (Amazon AWS, Google Cloud Platform, Microsoft Azure, Windows Azure Pack - WAP, VMware vCenter, 6fusion)

### Key Features & Capabilities

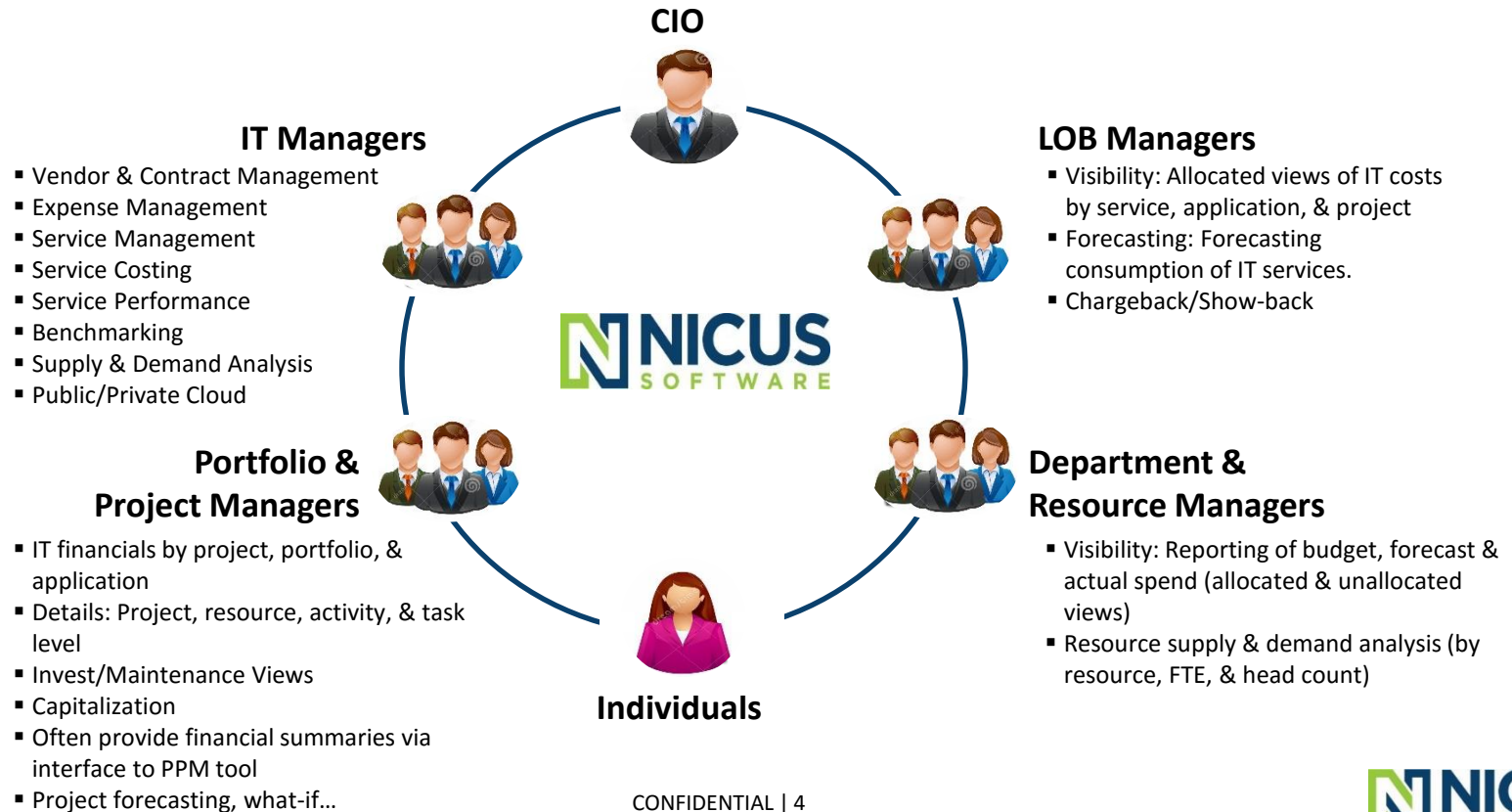
- Reporting & Dashboards: Consumer & Service Owner Views
- Utilization and Cost by Consumer & Application
- Cloud Cost Optimization



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.



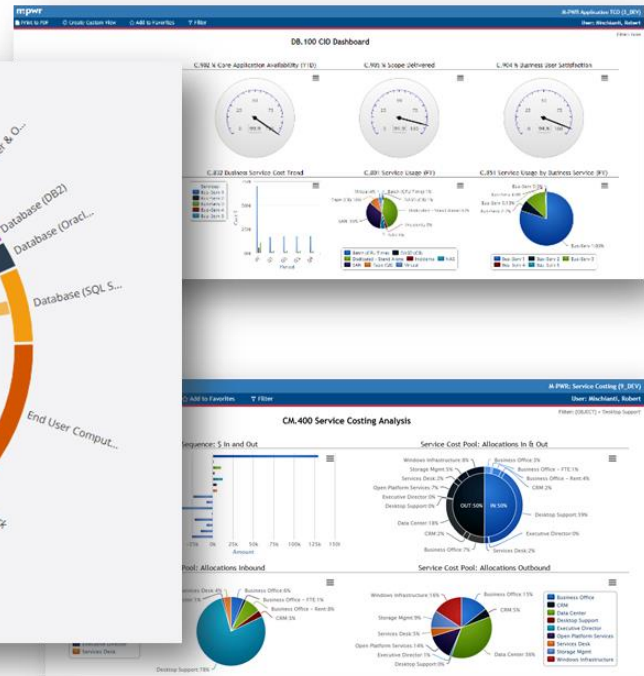
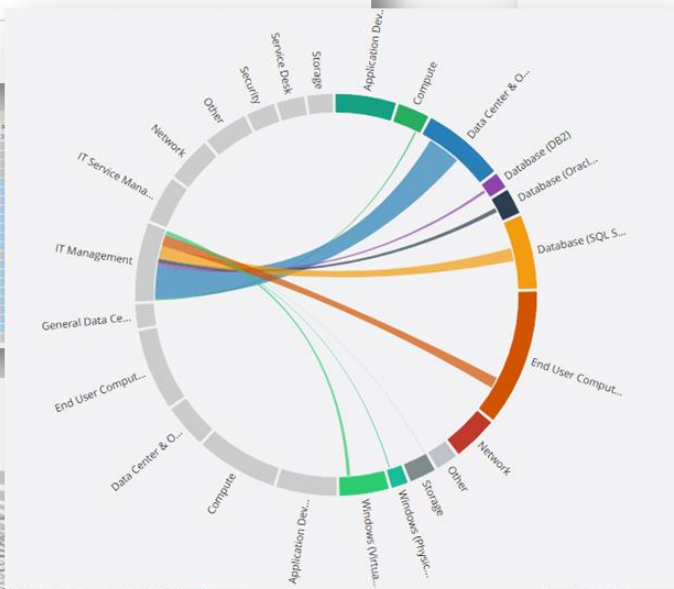
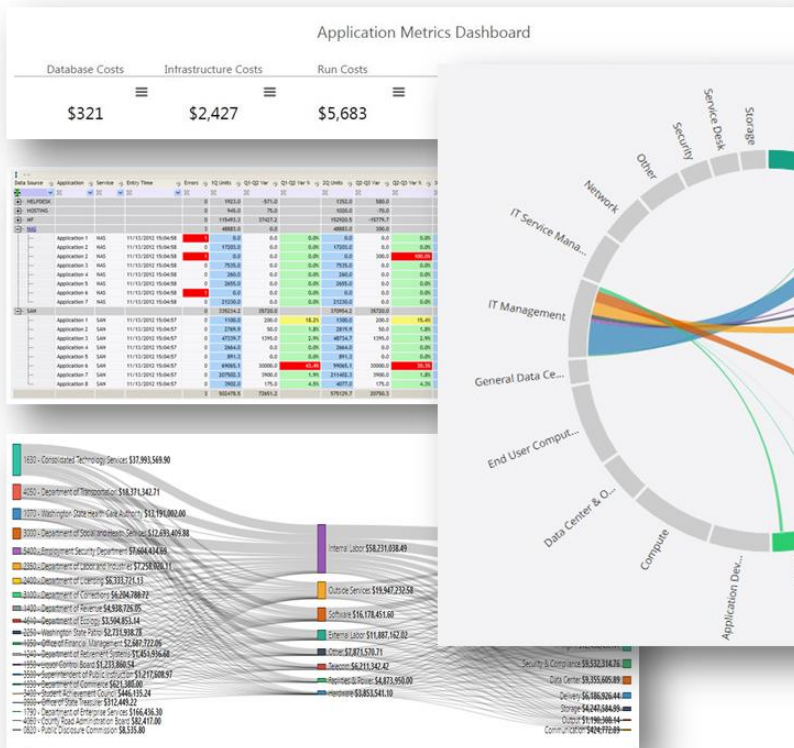
The Nicus solution provides visibility into IT costs at all levels of an organization, and delivers actionable data to **key decision makers**.





# M-PWR: Powerful Reporting Capabilities

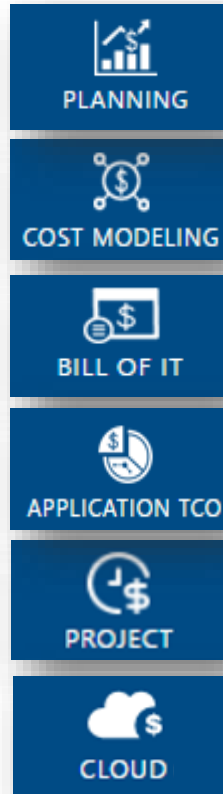
M-PWR provides powerful visual modeling capabilities allowing users to intuitively build and manage the financial and operational models of their IT organization.



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

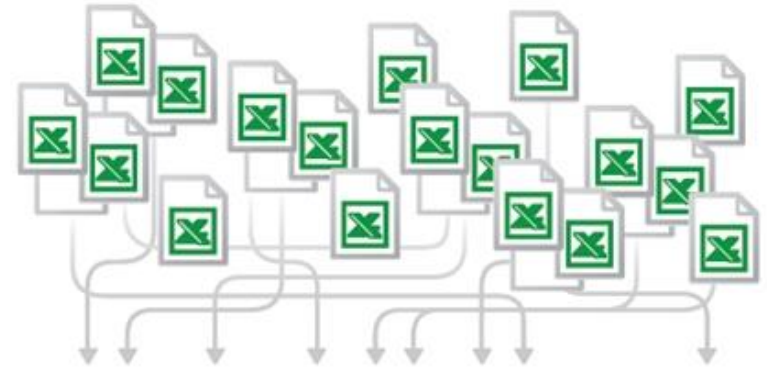
On-Premise

ONE COMMON CODE BASE

# IT Financial Management Status Quo Unsustainable

## Key Market Pains

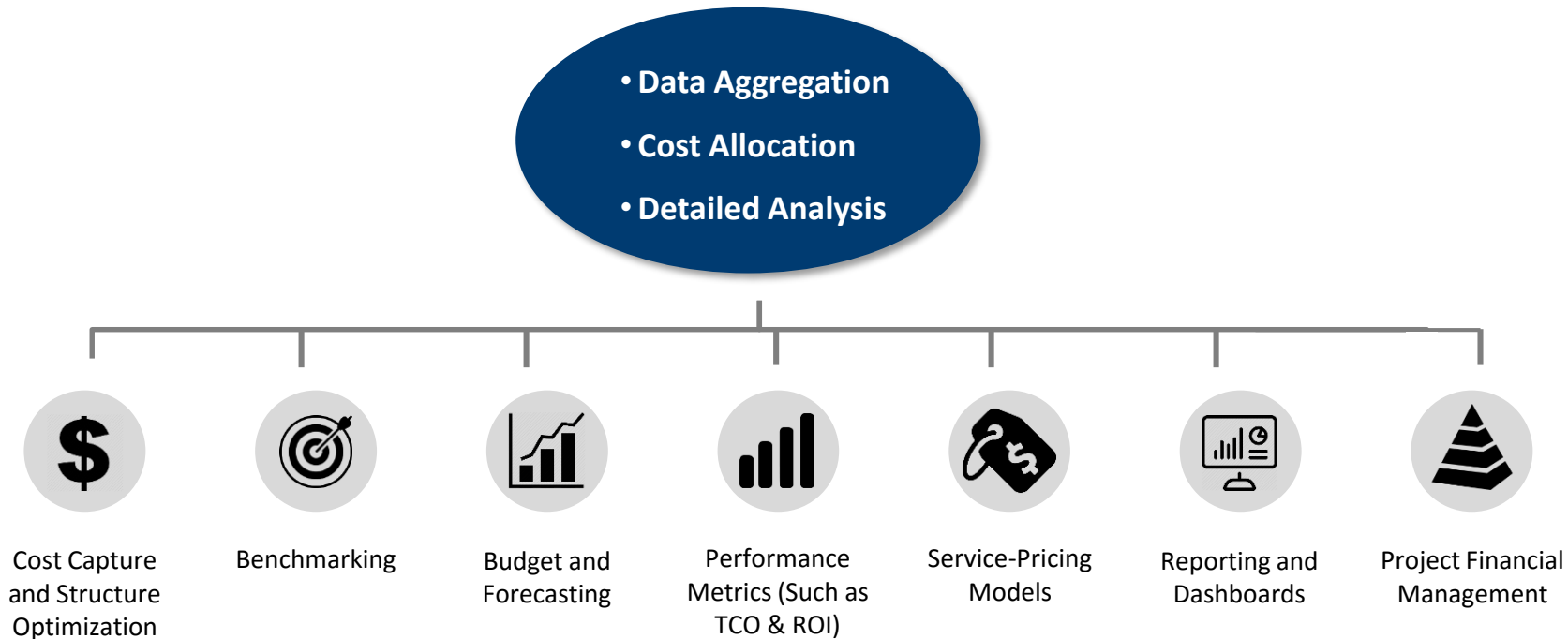
- **Lack of clarity** on numerous IT costs and their benefits.
- **Gartner: “Users underestimate the high level of granularity and detail** required to build an effective IT budget.”
- **BI Tools and ERP Systems are not sufficient** in providing the level of insight needed to understand data.
- Organizations 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

