

The logo features a stylized 'N' on the left, composed of two overlapping shapes: a light green one on top and a dark blue one on the bottom. To the right of the 'N' is the word 'NICUS' in a large, bold, dark blue sans-serif font. Below 'NICUS' is the word 'SOFTWARE' in a smaller, light green sans-serif font, with wide letter spacing.

NICUS SOFTWARE

NOW YOU KNOW

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

Cost Modeling

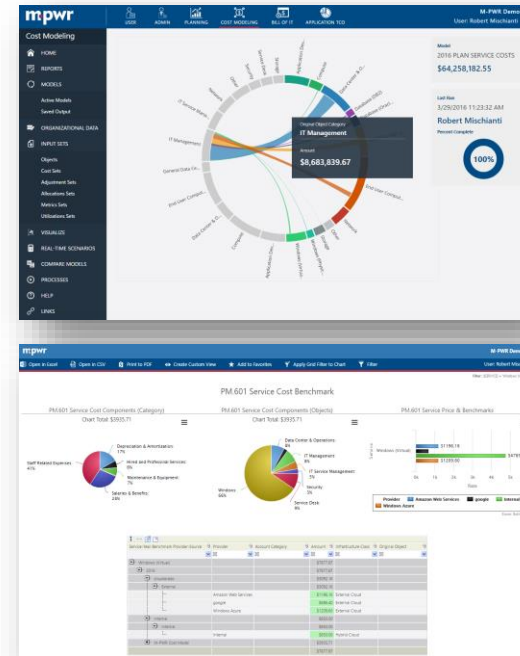


Key Benefits

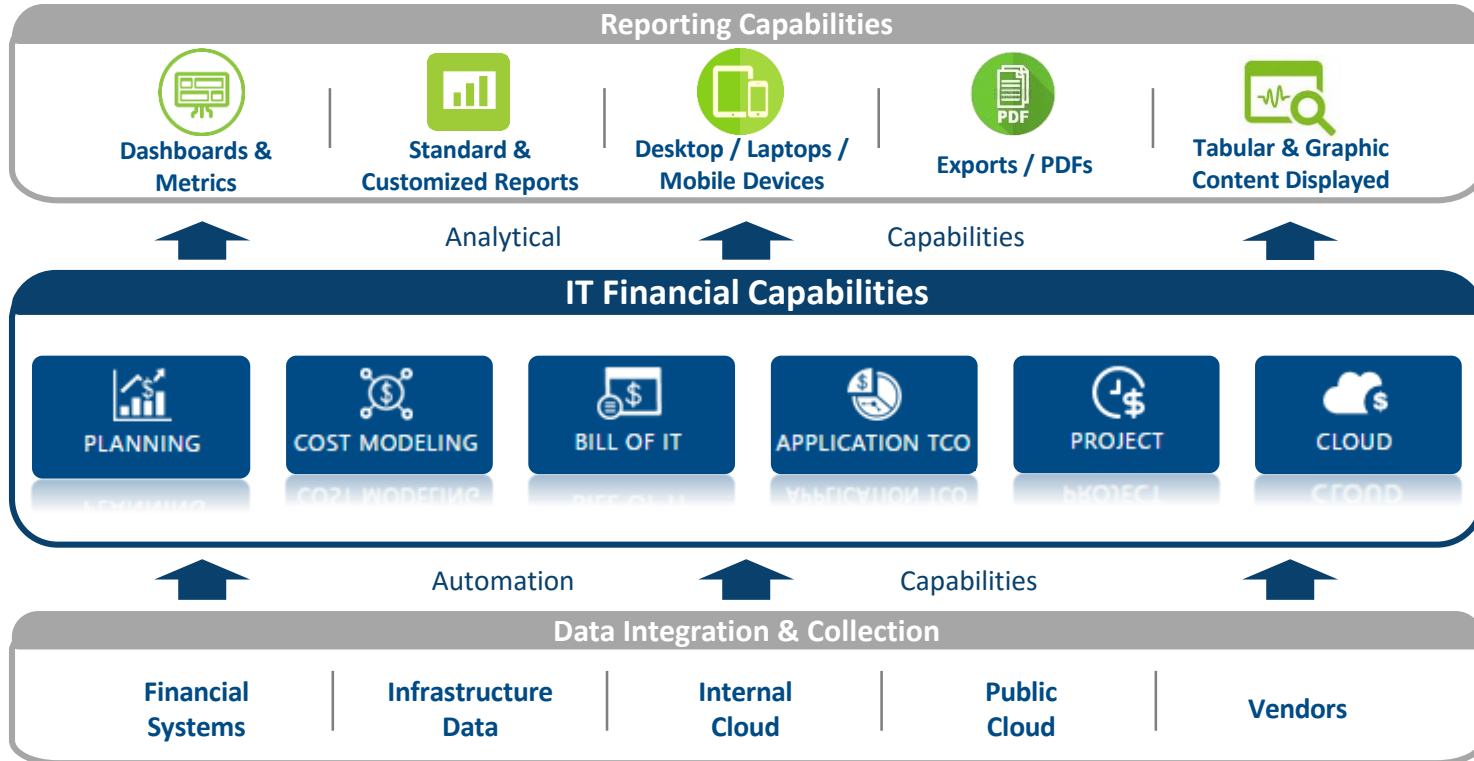
- Provides insight into technology service costs and unit rates
- Enables Service managers to *drive down unit rates* and *benchmark* against outside suppliers and peers

Key Features & Capabilities

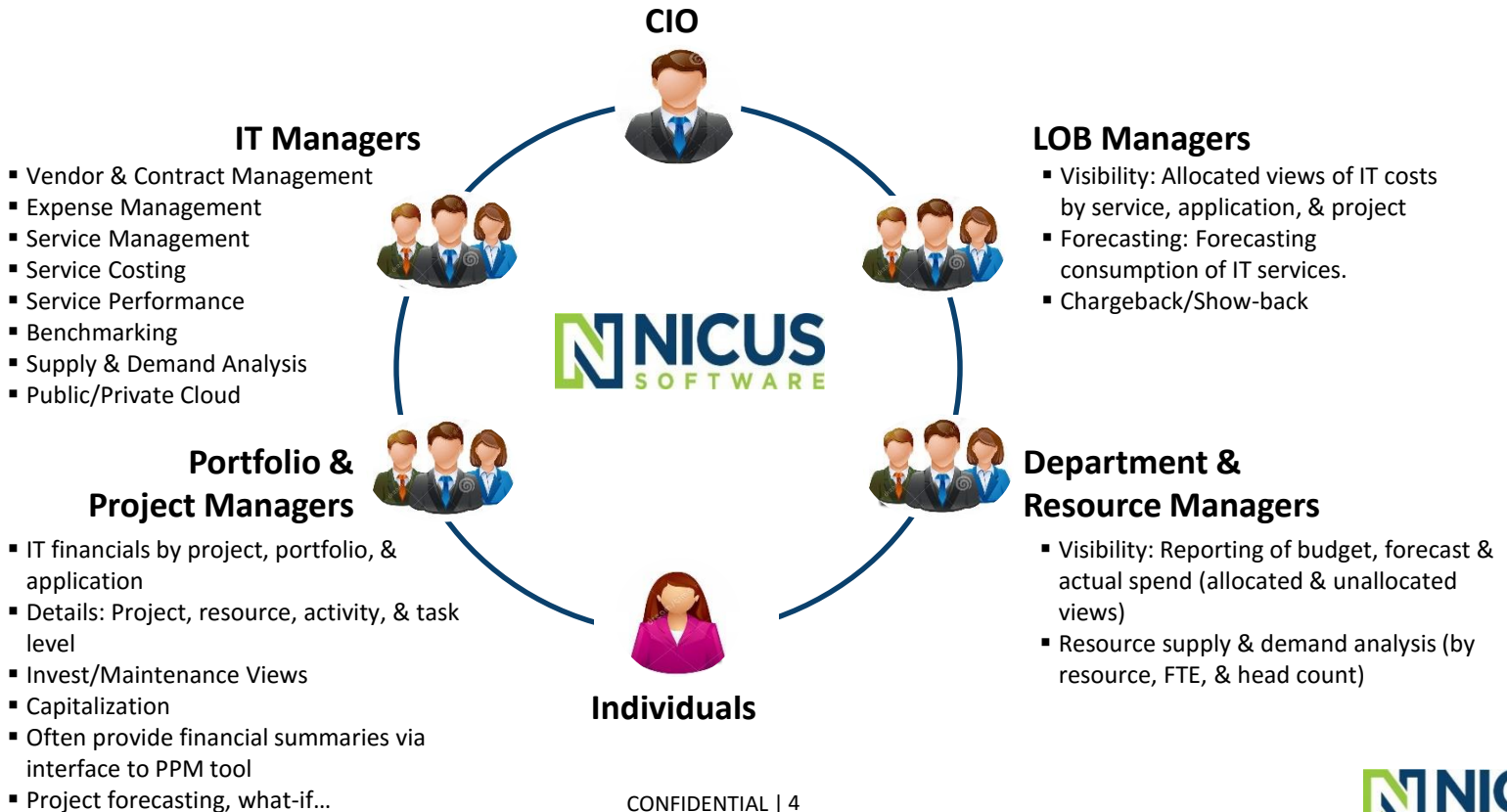
- Advanced Cost Modeling Engine
- Supports Many Service Costing Methodologies
- Includes Standard Service Costing Models
- Supports TBM
- Comparison and What-If Scenarios
- Drill-Forward and Backward
- Powerful Visualizations
- Benchmarking:
 - *Compare Your Unit Rates to Market (Cloud Providers)*
 - *Align with Gartner and Other IT Spend Benchmarking Services*
 - *Internal Benchmarking*



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.



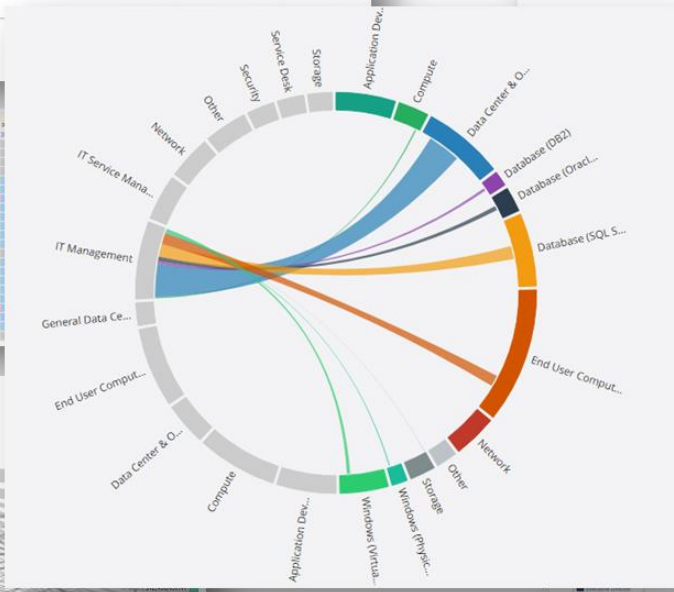
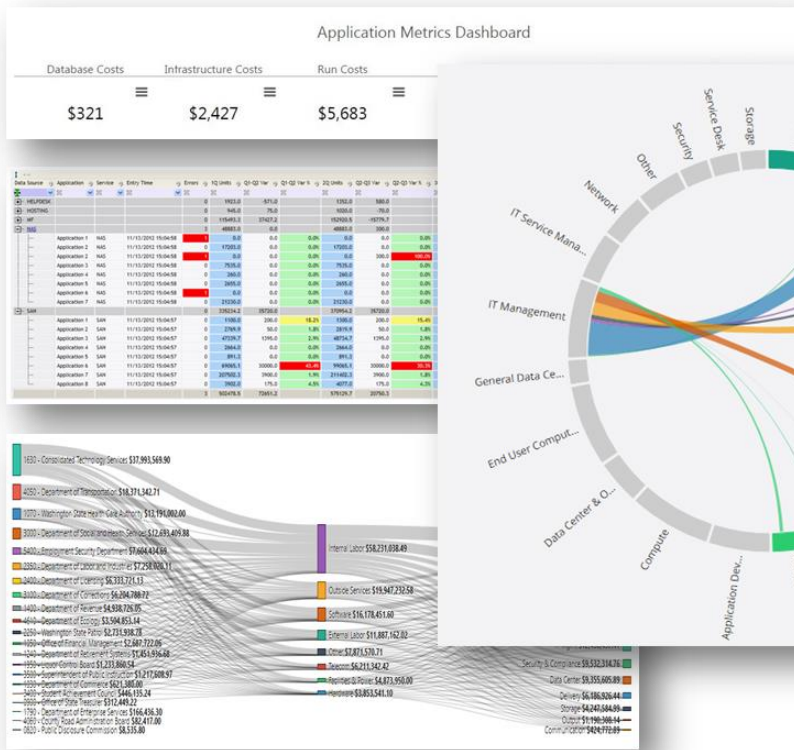
The Nicus solution provides visibility into IT costs at all levels of an organization, and delivers actionable data to **key decision makers**.





M-PWR: Powerful Reporting Capabilities

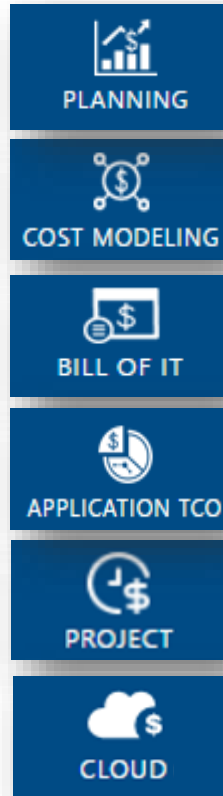
M-PWR provides powerful visual modeling capabilities allowing users to intuitively build and manage the financial and operational models of their IT organization.



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

- 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

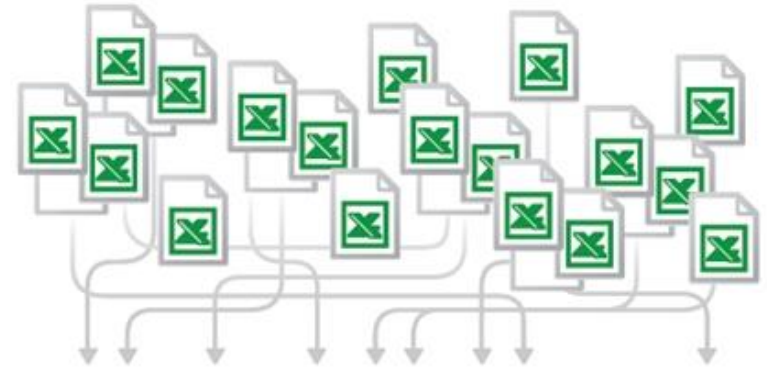
On-Premise

ONE COMMON CODE BASE

IT Financial Management Status Quo Unsustainable

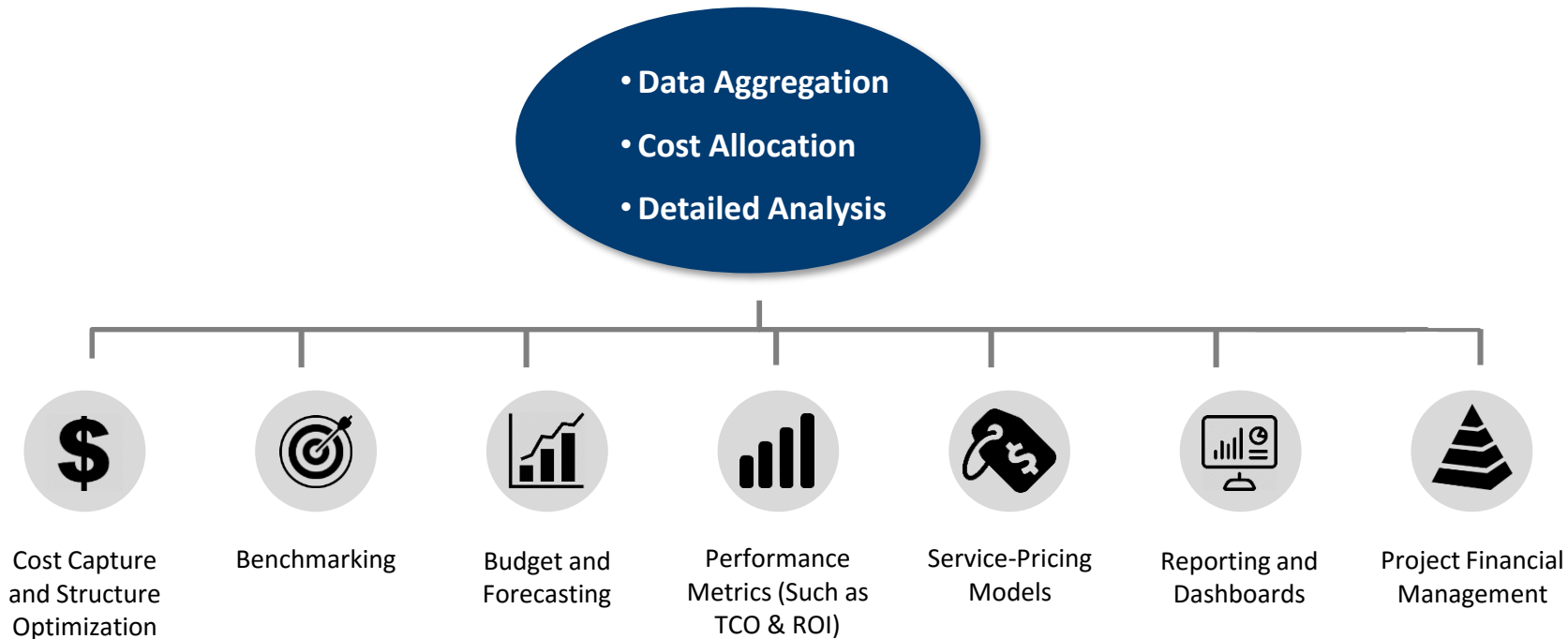
Key Market Pains

- **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

