

Maximise the viability and sustainability of your clients with improved market intelligence

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#Tech1Showcase

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SHOWCASE 2017 | INSIGHTS
INSPIRATION
INNOVATION

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Transforming business, making life simple

A changing world...

Viability and sustainability

- Change in funding models
- Competitive market place
- What does it cost?



A changing world...

“Providers need to understand their genuine key components of costs in order to remain competitive in a growing market”

NDIA report on the methodology of the efficient price – July 2014

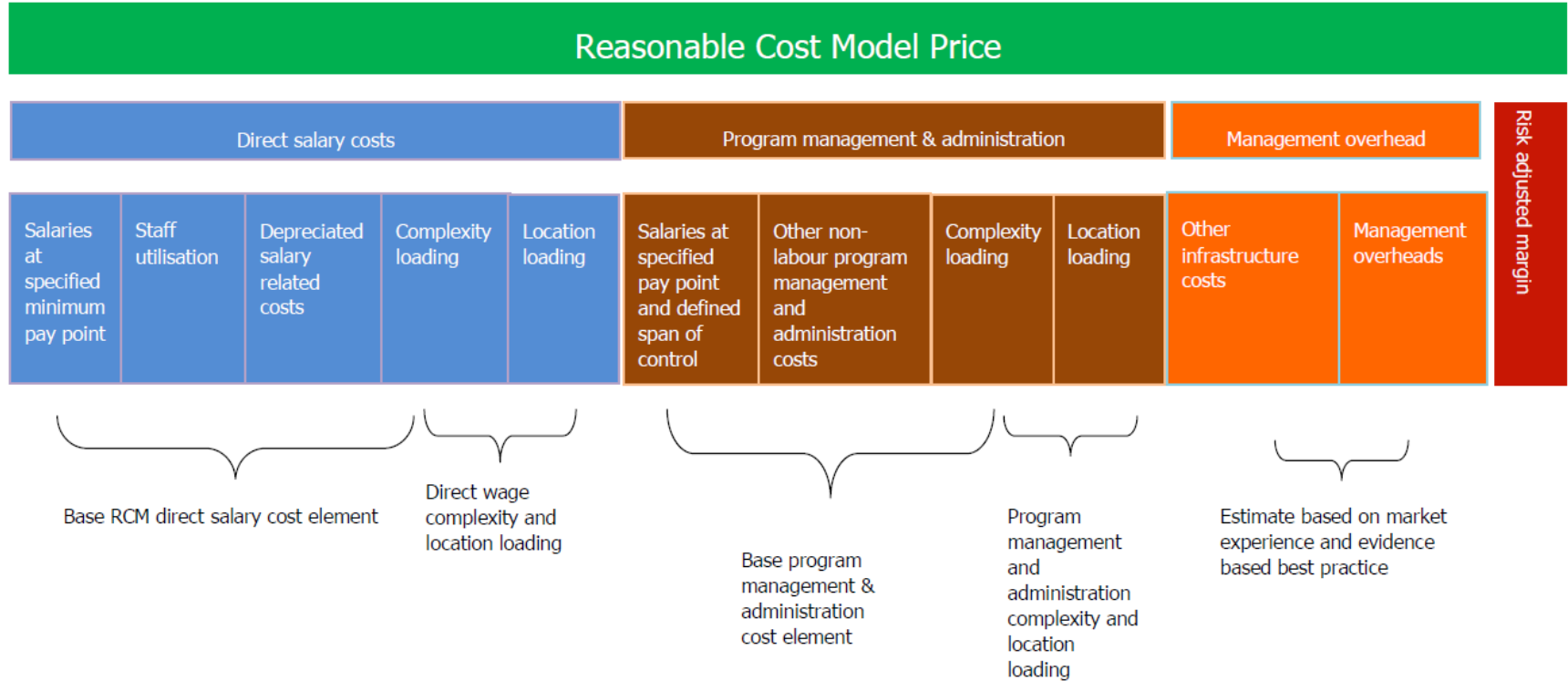
Support Item	Support Item Ref No.
Group based community, social and recreational activities - higher intensity	04_116_0104_6_1

- We deliver this support...
- But what does it cost to deliver it?
- Can we reduce the cost of delivery?
- Is it a viable support?

Price

\$28.47

A model for analysing costs



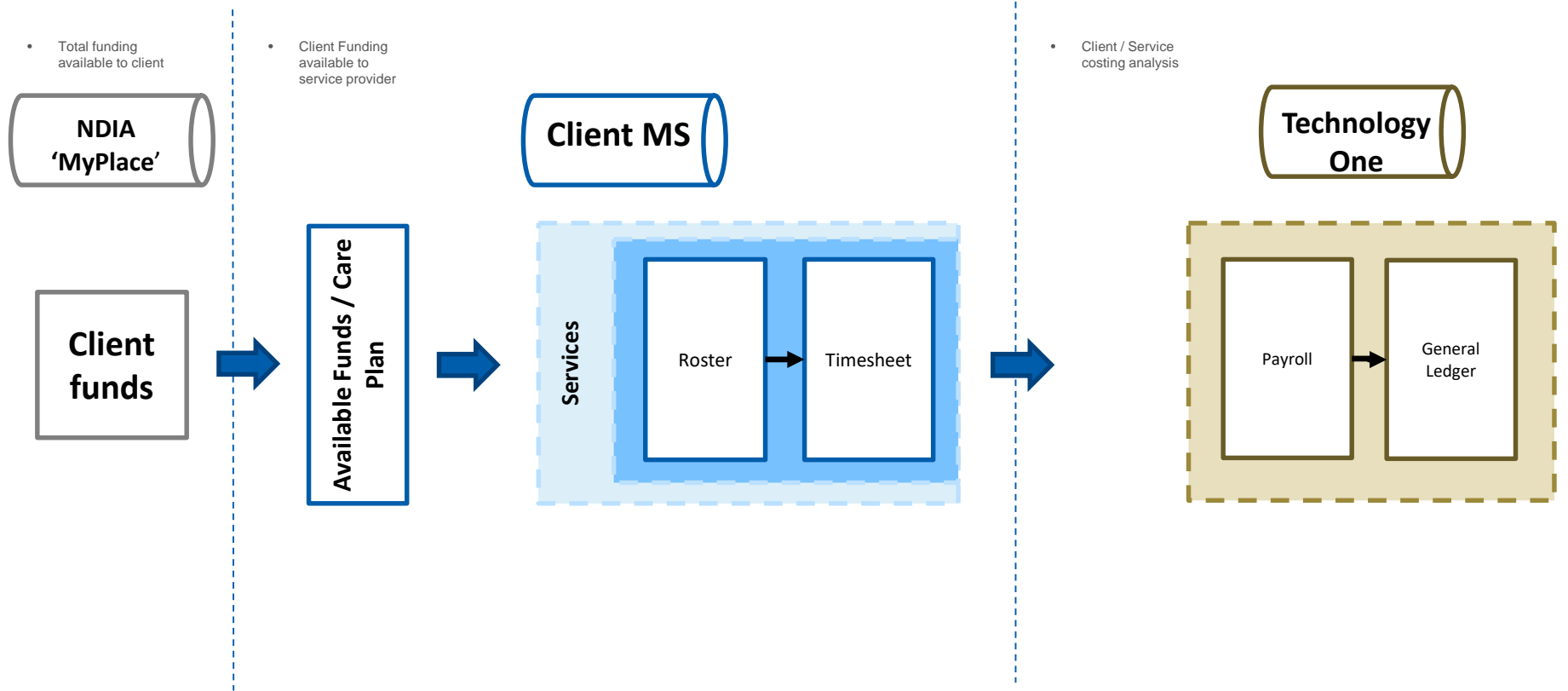
Viability and sustainability

Improve costing intelligence

- CMS integration
- Reporting structures
- Automated allocations
- Business intelligence and analytics



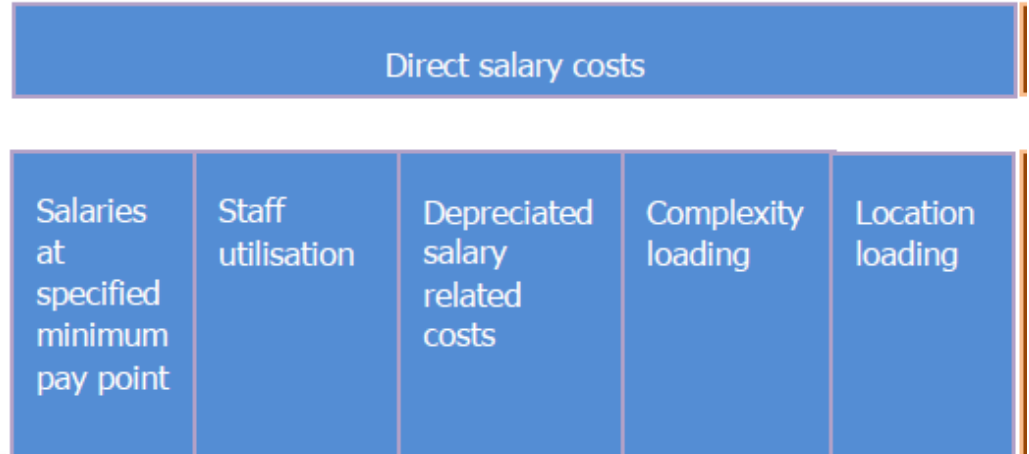
Solution architecture: direct labour costing



Integration benefits

Direct salary costs

- Reduced effort
- Improved accuracy
- Improved visibility



Integration tools

- Business ETL

- Provides Extract, Transform & Load capability
- Ideal for flat file integrations
- For example, timesheet data

- Web services

- Provides application to application integration
- Ideal for when real time integration is required
- For example, employee qualification management



Reporting structures

Fit for purpose

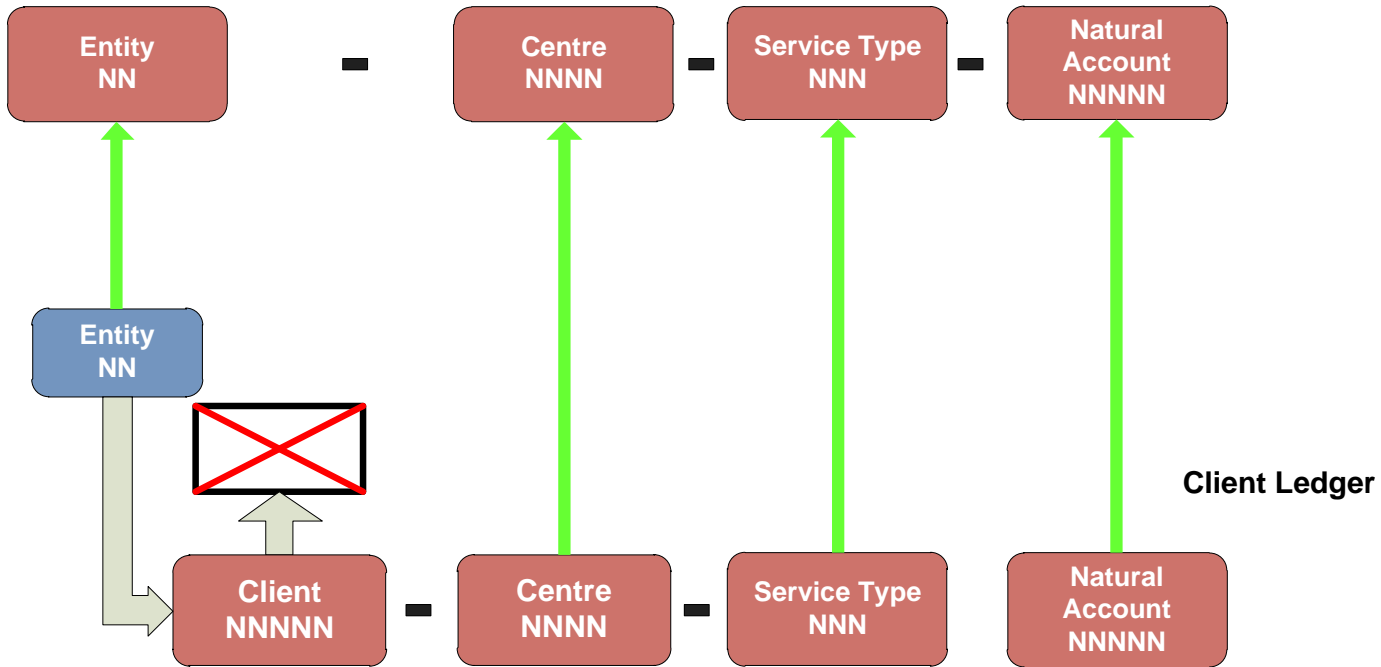
- Facilitates tracking of costs by key segments
- Clients
- Service / program
- Location



Integrated client costing

Client Transactions

General Ledger



Costing for programs

Program management & administration

Salaries at specified pay point and defined span of control

Other non-labour program management and administration costs

Complexity loading

Location loading

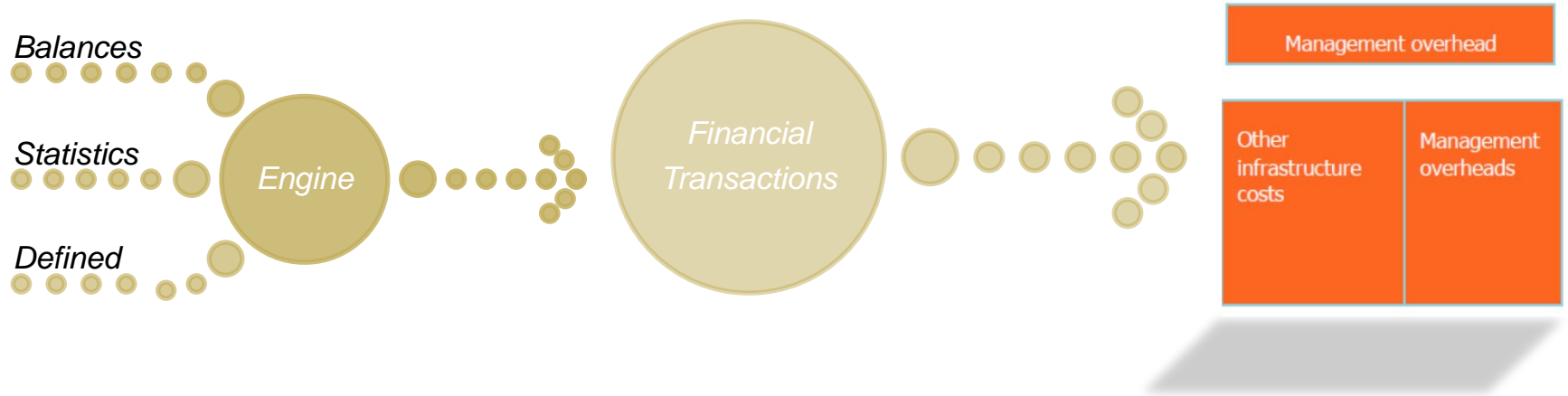
Automated allocations

For management overheads

- Capture business rules
- Clients
- Service / program
- Location



Generating management overheads



Allocation by percentage

Overheads

Overhead	Amount
Administration	\$ 350,600
Marketing	\$ 430,500
Rent	\$ 100,000
Electricity	\$ 9,400
	\$ 890,500

Allocation Rates

Client	Admin	Marketing	Rent	Electricity
123670	12%	33%	45%	45%
123671	42%	20%	22%	25%
123672	15%	10%	5%	5%
123673	20%	22%	18%	20%
123674	11%	15%	10%	5%
	100%	100%	100%	100%



Allocation Journal

Client	Expense	Rate	Overhead	Allocation	
123670	Administration	12%	\$ 350,600	\$ 42,072	DR
123670	Marketing	33%	\$ 430,500	\$ 142,065	DR
123670	Rent	45%	\$ 100,000	\$ 45,000	DR
123670	Electricity	45%	\$ 9,400	\$ 4,230	DR
123671	Administration	42%	\$ 350,600	\$ 147,252	DR
123671	Marketing	20%	\$ 430,500	\$ 86,100	DR
123671	Rent	22%	\$ 100,000	\$ 22,000	DR
123671	Electricity	25%	\$ 9,400	\$ 2,350	DR
123672	Administration	15%	\$ 350,600	\$ 52,590	DR
123672	Marketing	10%	\$ 430,500	\$ 43,050	DR
123672	Rent	5%	\$ 100,000	\$ 5,000	DR
123672	Electricity	5%	\$ 9,400	\$ 470	DR
123673	Administration	20%	\$ 350,600	\$ 70,120	DR
123673	Marketing	22%	\$ 430,500	\$ 94,710	DR
123673	Rent	18%	\$ 100,000	\$ 18,000	DR
123673	Electricity	20%	\$ 9,400	\$ 1,880	DR
123674	Administration	11%	\$ 350,600	\$ 38,566	DR

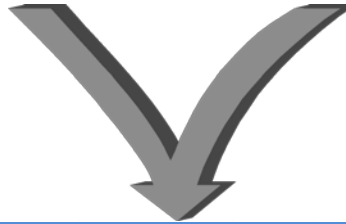
Allocation by service hours / complexity

Overheads

Overhead	Amount
Administration	\$ 350,600
Marketing	\$ 430,500
Rent	\$ 100,000
Electricity	\$ 9,400
	\$ 890,500

Statistics

Client	Hours	Disability	
		%	omplex
123670	240	38%	1
123671	110	17%	3
123672	120	19%	3
123673	90	14%	4
123674	70	11%	5
	630	###	16

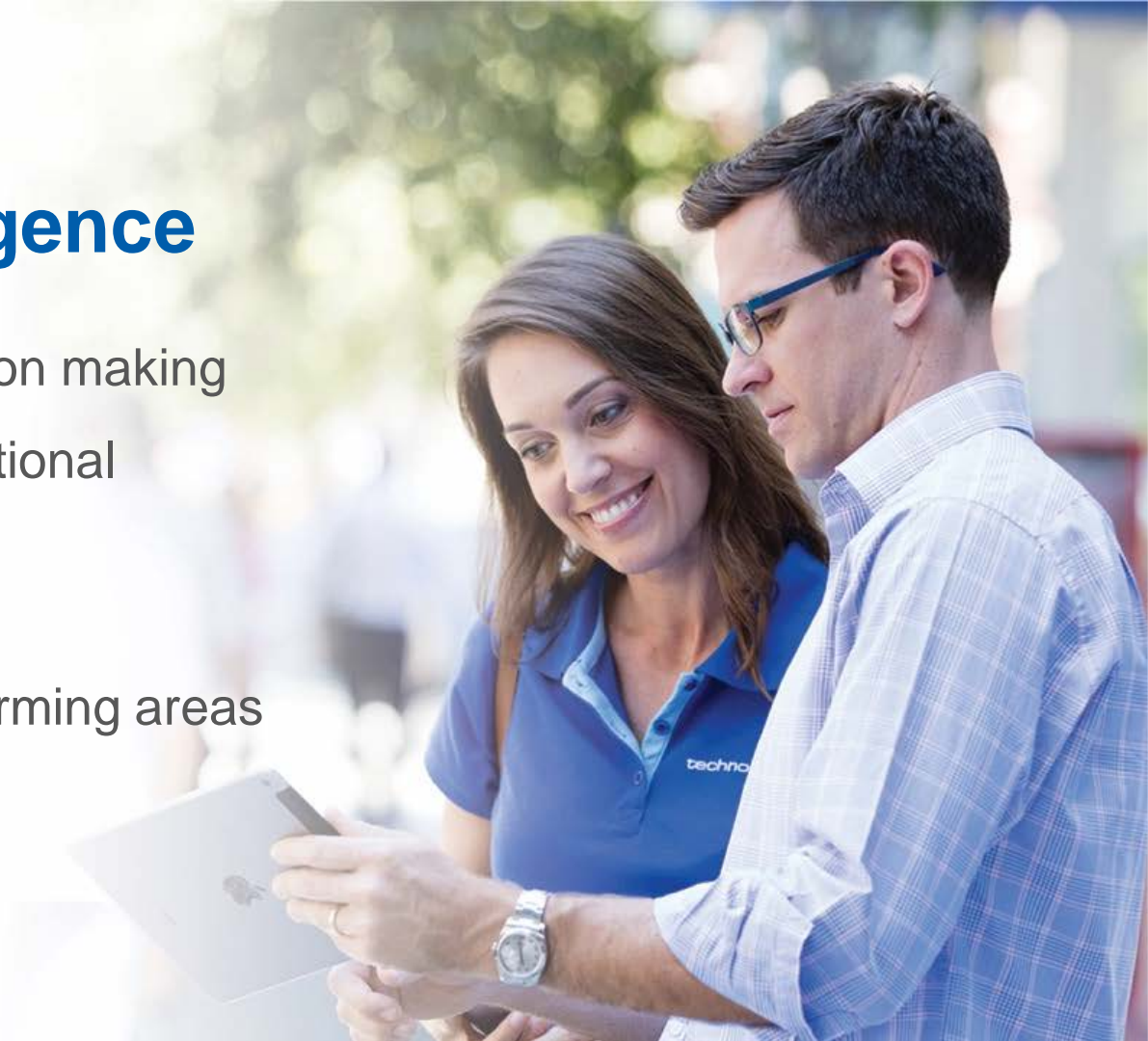


Allocation Journal

		Rate	Overhead	Allocation	
123670	Administration	49%	\$ 350,600	\$ 172,225	DR
123670	Marketing	49%	\$ 430,500	\$ 211,474	DR
123670	Rent	38%	\$ 100,000	\$ 38,095	DR
123670	Electricity	38%	\$ 9,400	\$ 3,581	DR
123671	Administration	14%	\$ 350,600	\$ 49,207	DR
123671	Marketing	14%	\$ 430,500	\$ 60,421	DR
123671	Rent	17%	\$ 100,000	\$ 17,460	DR
123671	Electricity	17%	\$ 9,400	\$ 1,641	DR
123672	Administration	21%	\$ 350,600	\$ 73,811	DR
123672	Marketing	21%	\$ 430,500	\$ 90,632	DR
123672	Rent	19%	\$ 100,000	\$ 19,048	DR
123672	Electricity	19%	\$ 9,400	\$ 1,790	DR
123673	Administration	11%	\$ 350,600	\$ 36,905	DR
123673	Marketing	11%	\$ 430,500	\$ 45,316	DR
123673	Rent	14%	\$ 100,000	\$ 14,286	DR
123673	Electricity	14%	\$ 9,400	\$ 1,343	DR
123674	Administration	5%	\$ 350,600	\$ 18,453	DR
123674	Marketing	5%	\$ 430,500	\$ 22,650	DR

Business intelligence

- Enable effective decision making
- Gain insight into operational performance
- Optimise processes
- Hone in on weak performing areas



Reporting and Display Layer



Performance Planning



BI Dashboards



BI Analysis



XLOne Enterprise

Business Intelligence Platform

TechnologyOne Data Warehouse



Viability and sustainability

Improving costing intelligence

- Tighter integration
- Fit-for-purpose reporting structures
- Automated allocations
- Improved visibility through BI and analytics



Closing the gap further

How else can TechnologyOne help?

- ✓ Business process efficiencies
- ✓ Support commercial activities
- ✓ Integrated fundraising





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