

# NAMOS SOLUTIONS

## G-Cloud 14 - Service Definitions

07 May 2024



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01 |

# Introducing Namos Solutions

# Introducing Namos

Formed in 2012, Namos has quickly become a global leader in Oracle Cloud solutions. Namos is a dedicated and well-respected Oracle partner who consistently rise to business challenges in the pursuit of bringing value to our customers.

With deep domain expertise, spanning multiple industries and skillsets, we provide expert advice on identifying opportunities for Cloud transformation, allowing our clients to gain operational efficiency in new and exciting ways.



## Who are Namos?

- Oracle only award-winning consultancy
  - Oracle Cloud ERP/HRM/Payroll/IaaS/PaaS
- UK's largest dedicated, independent & accredited Oracle partner
- HQ in London – Offices in Dublin, Edinburgh & Seattle (USA)
- Global customers, spanning four continents
- Extensive Public Sector Knowledge & Experience
  - Central Government, Local Government, Higher Education, Blue Light & Voluntary Sector
- CSPE accredited and dedicated Managed Services Team (see 'eNlighten' service)
- ISO 27001 certified
- Innovative IP and Accelerators

## Our People & Values

- 140+ UK-Based FTEs – including Security cleared consultants
- Oracle certified consultants – some of the most experienced in the industry
  - Currently the only UK partner to hold accreditations in all four areas of HCM
- Consultants from Public Sector backgrounds
- High calibre industry expertise with industry specific solutions
- Oracle strategic partner
  - CEO, Chris Mason is a member of the Oracle Partner Advisory Board
- Recruit the best talent in the industry
  - Associate and Veterans Programme to create new opportunities
- Active ESG & DE&I Groups
- Annual chosen charities for fundraising – FareShare, Children with Arthritis and in 2024 Child Autism UK.



# What Makes Namos Different?

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- We are consumers of the products we sell, having true belief in the capabilities of the products and solutions we champion.
- We are a different kind of system integrator and managed service provider. Not complex and rigid like some of the other players, we are designed to rapidly adjust to shifts in technology and in business.
- With global experience together with an impeccable track record, our business is built on our passion for delivering successful business transformation.
- We offer speed to market, lower costs and greater flexibility that our larger counterparts, simply can't match.
- Unique in our ability to offer a complete suite of professional services and innovative solutions, whilst providing our clients with a superior level of customer service and support.
- We are ISO 27001 certified, the international standard for information security. This demonstrates our continued commitment to maintaining the highest level of internal compliance and security.

# Mission → Vision → Values

“To become the most respected Consultancy  
in the Oracle marketplace”



## Professionalism

Being responsive, reliable and putting the customer first. People you can depend on.



## Expertise

A commitment to using the right trusted resources.



## Trust

Relationships built on integrity and openness.

## “Big Enough to Deliver, Small Enough to Care”

The Namos personal service that makes us stand out from the rest.

We pride ourselves on building strong long-lasting relationships, with many clients being with us from inception. This may have something to do with our mantra, which drives our core values and reflects the exceptional service we offer over the competition.

# Our Awards and Achievements

## UKOUG



**Gold**

UKOUG Transformation Partner of the Year 2023  
UKOUG HCM Partner of the Year - 2020  
UKOUG Industry Partner of the Year - 2020  
UKOUG ISV Partner of the Year - 2020



**Silver**

UKOUG ERP Partner of the Year - 2023  
UKOUG Industry Partner of the Year - 2023  
UKOUG ISV Partner of the Year - 2023  
UKOUG Data Integration Partner of the Year - 2020  
UKOUG Training Partner of the Year - 2020  
UKOUG Middleware Partner of the Year - 2020  
UKOUG EPM Partner of the Year - 2020

**Bronze**

UKOUG HCM Partner of the Year - 2023  
UKOUG Managed Services Partner of the Year (Apps) - 2023  
UKOUG Managed Services (Technology) Partner of the Year - 2020  
UKOUG Platform Partner of the Year - 2020

## Other Awards

- Highly Commended – ERP Today ERP Innovation Awards 2022
- Commended – ERP Today Employee Hero Award 2023
- Commended – ERP Today Transformation Partner of the Year – CNC - 2023
- Oracle Partner of the Year – Customer Success – Europe West - 2023
- Oracle Partner of the Year – Customer Success – EMEA - 2023



**Customer Success**

## OPN Modernised



- Customer-Focused accreditation program.
- Namos were the **first** partner in the world on the service track.
- Expertise on Build, Sell, and Service.

## Best Companies 2023



**ORACLE** | Service Partner

Expertise in  
**Financials**  
in EMEA–Western Europe

**ORACLE** | Service Partner

Expertise in  
**Human Resources (Core)**  
in EMEA–Western Europe

**ORACLE** | Service Partner

Expertise in  
**Payroll**  
in EMEA–Western Europe

**ORACLE** | Service Partner

Expertise in  
**Talent Management**  
in EMEA–Western Europe

**ORACLE** | Service Partner

Expertise in  
**Workforce Management**  
in EMEA–Western Europe

**ORACLE** | Service Partner

Expertise in  
**Oracle Cloud EPM Planning**  
in EMEA–Western Europe

**ORACLE** | Build Partner

Expertise in  
**Integrated with Oracle Cloud**

02 |

## eNable – Implementation Services



## eNable - Implementation

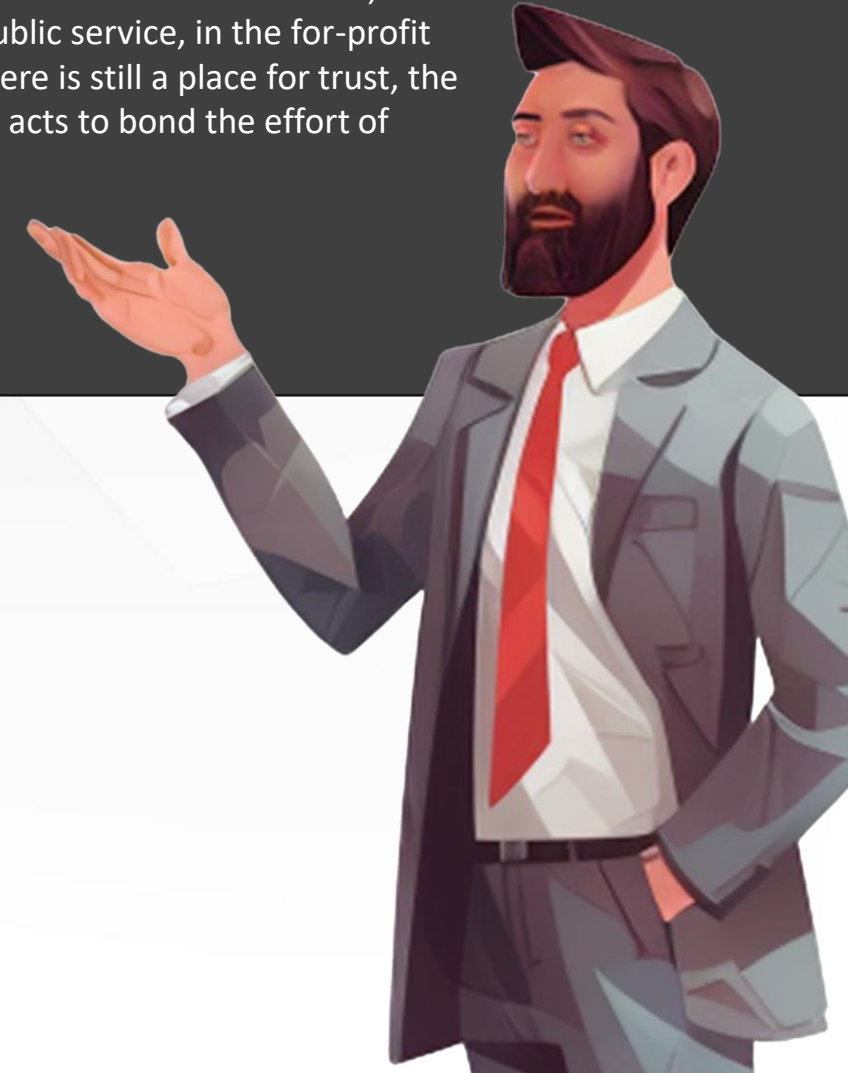
The Namos Solutions eNable service provides full project lifecycle management to get your organisation on to an Oracle Cloud Software as a Service (SaaS) solution, including data migration, integration, testing and deployment. We will manage the process with you and provide support for forthcoming upgrades and security patches.

The Namos Cloud implementation approach is based upon Oracle's Unified Cloud Implementation Methodology, which we typically implement using a blend of Agile and Waterfall styles to create the best approach for each customer. The advantages we achieve are:

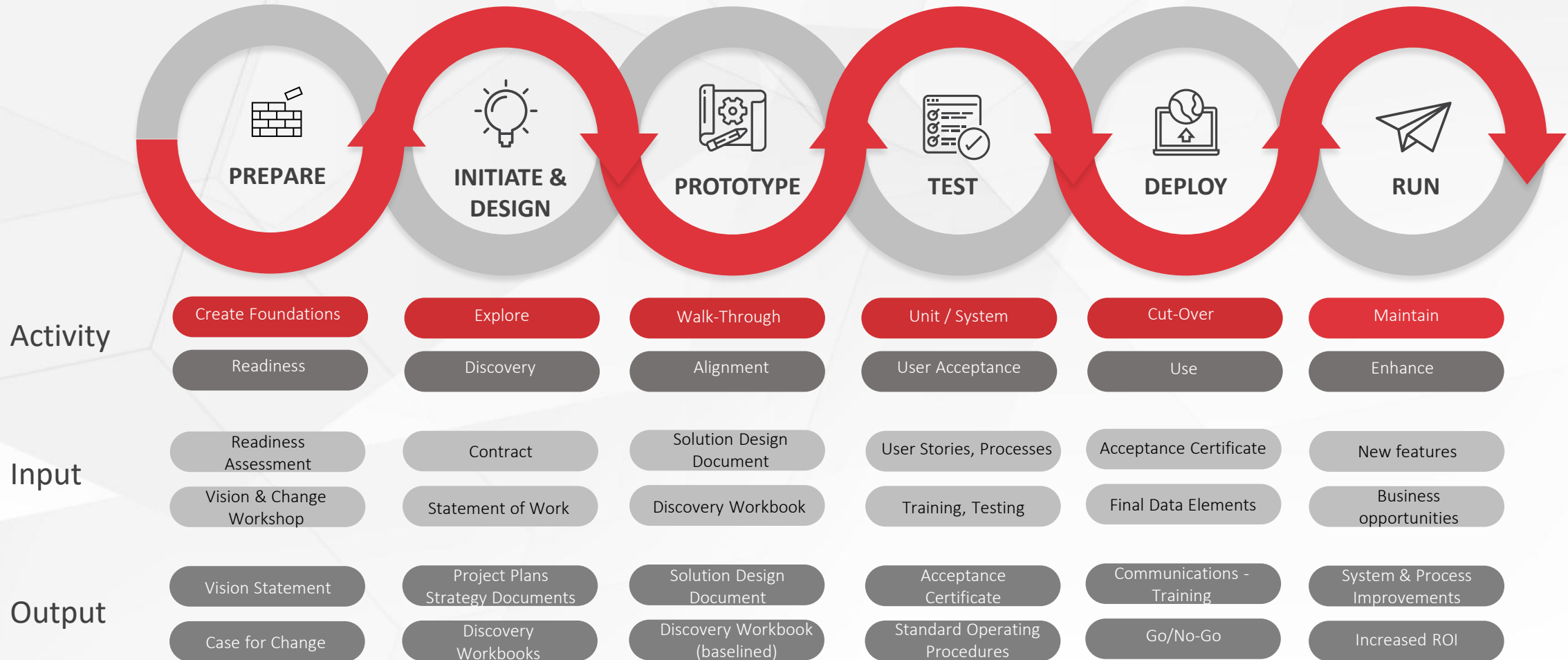
- Solid foundations are created for future deliverables and enhancements
- Technology priorities are aligned to when the business will get the greatest and ideally quickest returns
- Project activities that require the most significant involvement from our customers are not scheduled, wherever possible, at times where you have the lowest availability

The Namos implementation approach is a collaborative activity with all parties with a vested interest working together to support the project activities (One Team Approach). This, in our experiences has increased the success of the project from an alignment, adoption and management perspective.

“As its underpinning business system the implementation of BPSS was the largest, most complex and time-critical non-operational challenge that the Constabulary has ever faced. Initially its realisation seemed unachievable and unlikely. Nonetheless an effective partnership brought the required technical skills, a willingness to help us learn on our journey, and a blend of effort, passion and leadership. Together we delivered a truly unique success. As a senior Police Officer, it is rewarding to discover that beyond public service, in the for-profit world of commerce and contracts, there is still a place for trust, the universally important ingredient that acts to bond the effort of partners.”



## Proven Methodology



03

## eNgage - Business Advisory Services

## eNgage – Advisory Services

### Scoping, Advice, Health Checks, Optimisation Assessments, Planning & Roadmaps

Namos can engage with your organisation at any level, whether just for advice or to engage in larger engagements such as Scoping Studies, System Reviews, Planning, Optimisation and Future Road Mapping.

Our team are experts in Implementations, Project Management, Cloud Readiness and Training, and have significant years of business and Oracle experience across a variety of industry sectors. We are happy to engage with our clients on projects that range from a single day to many years and provide our services as and when required by you, according to your budget and needs.

The first requirement is to carry out a health-check exercise to assess current working practices and ascertain what is not working correctly. Namos will carry out workshops with subject matter experts (SMEs) who can provide insights into the system configuration and business processes. These workshops will provide the Namos consultants the evidence that will be needed to make recommendations based upon best practice, previous experience and business legislative requirements.

Our intention is to identify quick wins, whilst gaining an understanding of medium-term improvements that will provide the strategic goal of gaining confidence in the system, as well as working toward any strategic long term aims. Namos can provide time and effort estimates alongside the medium and long terms goals.

## Outcomes of a Health Check

- Health-check recommendation
- A plan of action (map)
- Delivery schedule
- Timeline for any recommendations/remedial work needed.

## Phases of a Health Check



04 |

# eNhance – Business Transformation Services



## eNhance

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Putting people at the forefront of your technology change.

People are key are to any change that you make in your business so why look for a systems integrator that just implements the technology? Implementing a new system is a business transformation so you need a partner who recognises that and can work with you so that you understand what you are getting from your new system and the benefits that it will bring to your business and your people.

Oracle is a business transformation enabler but Namos can help you to achieve a SaaS mindset and unlock the potential of your HR and Finance system.

Our eNhance Transform offering can benefit you as you start to think about whether you are ready for a new SaaS solution, as you are getting ready to start your Oracle Cloud implementation, during your implementation or after you have had Oracle Cloud in place for a while.

We work on small discrete projects with clients who are looking to resolve a key concern in HR or Finance and others who need long term business transformation support where an understanding of the impact of technology on HR and Finance can support their business objectives. Our Oracle Cloud knowledge underpins our business transformation advice to our clients but, due to the work that we do, we are also able to provide system agnostic support.

Our Namos Business Transformation team can partner with you to provide:

- ABCs – Aligned Business Change approach aligned to leading practice for SaaS implementations to support your people to understand, manage and adopt your new Oracle Cloud solution
- Transform – A tailored Business Transformation approach that will assess how you are currently working, help you identify the vision that you want to achieve through your SaaS solution and partner with you to support you to achieve your transformation vision.



05 |

## eNlighten – Managed Services

## eNlighten – Managed Services

eNlighten is the Namos Solutions' award winning, proven approach to the delivery of managed services. Developed and continually improved, eNlighten provides a structured yet flexible framework within which all customer requirements can be catered for. The eNlighten team of highly trained analysts and consultants can assist with 1st, 2nd or 3rd line support to satisfy the day-to-day Oracle ERP/EPM and HCM/Payroll Cloud requirements.

eNlighten has been designed to be compliant with industry best practice, whilst also providing the flexibility required in today's business environment and the peace of mind that our customers need so that they can focus on their core business.



## Our eNlighten Value Proposition

### Assured service backed by stringent SLAs

Your **Service Account Manager** ensures adherence to **SLAs** leaving you to **focus on your core business**.

### Maximise opportunity of Feature Releases Minimise risk of Deprecation

Our eNlighten team are qualified and experienced Oracle analysts, **it is our job to stay current**. We can impact assess your releases and even conduct the testing if required.

### Constant Access to Oracle Expertise

**Retaining the breadth and depth of Oracle talent** is our concern. Staff retention, training competencies, person management, office space, equipment provisioning, need not be your concern.

### Lower Total Cost of Ownership

Our operating costs are our concern not yours. You get **one predictable operational cost** with rates locked in for three years.

### Levering Oracle Partnership

**Interpreting the advice from Oracle** support and translating that to your business is our concern. Regardless of whether this crosses time zones, modules, or technologies.

### A Scalable Service

We want to be a **partner not just a supplier**. Our level of support can scale up and down across the contract term.

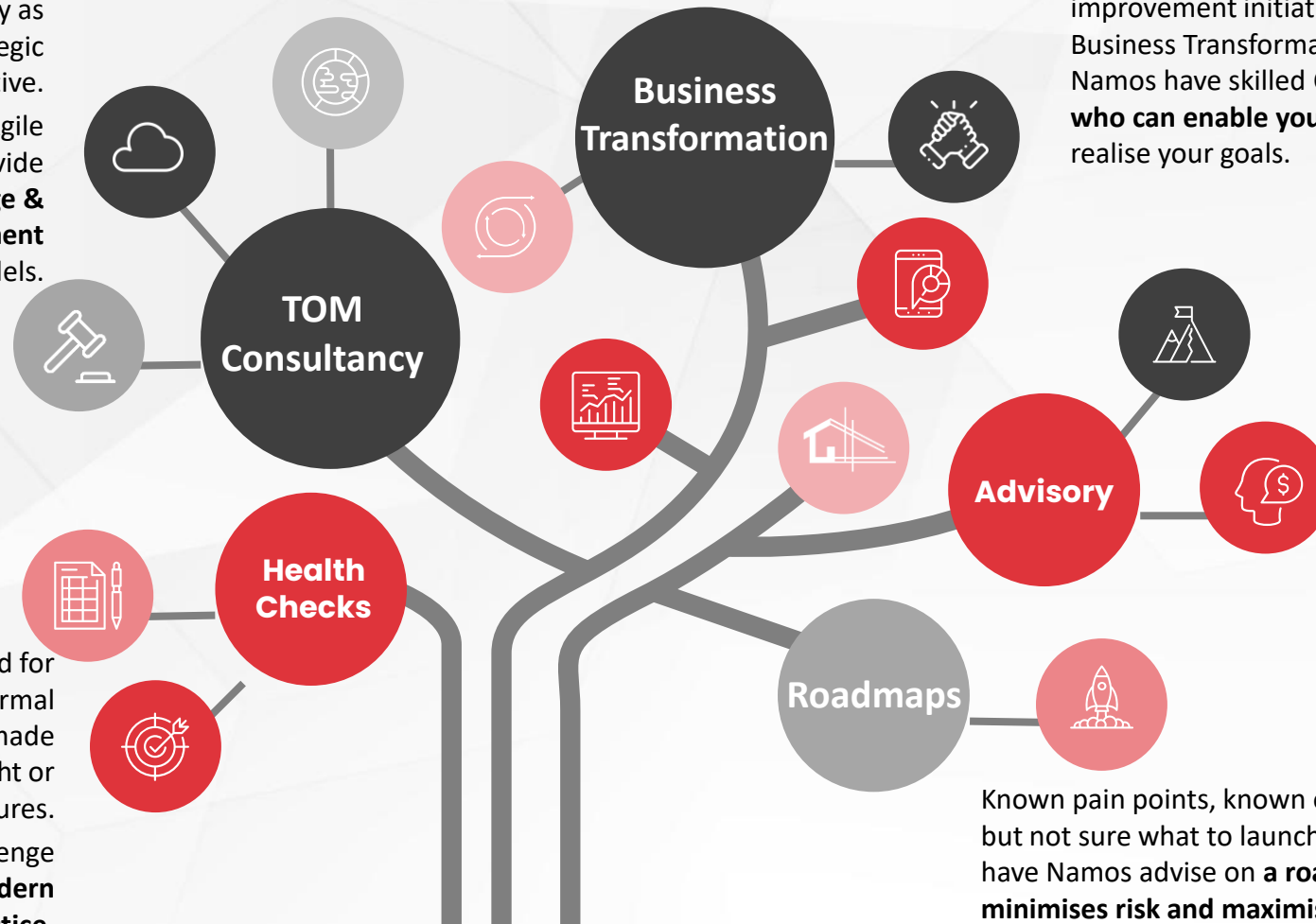
## Growing with eNlighten

It is common that organisations have developed support models organically as opposed to a Target Operating Model strategic directive.

Namos have ITIL Experts, Lean, and Agile accredited consultants who can provide consultancy on items such as **Change & Governance**, **Testing & Environment Management**, and **Cloud support** models.

Whether you have been live in the Cloud for years, or on the cusp of going live, it is normal to have decisions you would have made differently now, either owing to hindsight or new features.

Have Namos perform deep dives, challenge assumptions, and **steer you back to Modern Best Practice.**



Whether it is continual service improvement initiatives or a strategic Business Transformation partner, Namos have skilled Change **experts** who can enable your organisation to realise your goals.

Considering the Total Cost of Ownership of how to support your service? Revisiting Architectures and Enterprise Structures? Considering how to embark on your business transformation journey? **Have us advise on the big questions.**

Known pain points, known outcomes, but not sure what to launch when, have Namos advise on a **roadmap that minimises risk and maximises return.**



# 06 | Oracle Training

## Training

Namos' partnership approach to training aims to equip your team with the skills to confidently be able to use Oracle Cloud day-to-day and support their colleagues so that you are able to build your in-house capability and confidence with the system and implement new ways of working.

For your end users, we propose a blended learning approach, geared to the needs of different types of users and acknowledging the various ways that individuals learn. Our experience has taught us that in practice most learning takes place 'on the job' so we will enable the programme to provide the support and tools to allow colleagues to continue to learn beyond the implementation.

Our culture of 'one team' means our consultants will naturally work closely with your team and subject matter experts (SMEs) so they understand best practice ways of working and are able to make informed decisions.

- ◆ **Train-the-Trainer**  
Provided to SME's who then share to wider audience
- ◆ **Available anywhere**  
Can be delivered to anyone, anywhere.
- ◆ **Collaborative**  
Ideally delivered with you to support greater adoption
- ◆ **Relatable**  
Blended applicational training with insightful business considerations



- ◆ **Timely**  
Aligned to key project activities i.e. UAT
- ◆ **Consultant delivered**  
Delivered by consultants with knowledge of your implementation.
- ◆ **Experienced**  
We have delivered training many times and constantly look to enhance and improve
- ◆ **Recorded**  
Can be delivered remotely with the client retaining the recording.

Our approach ensures that:

**SMEs:**

- Understand and capture changes to ways of working
- Carry out UAT
- Train end users
- Become expert users and advise on support and quarterly updates

**End users:**

- Carry out their day jobs with minimal disruption
- Understand the new ways of working, process and policy changes
- Take advantage of the Oracle Cloud enablers such as self-service, employee experience and dashboards and analytics
- Adapt to self-service ways of working
- Expect and embrace continual change and improvements

**Change Champions:**

- Provide operational expertise
- Support and train their end user communities

**Your administrators and support teams:**

- Maintain and support Oracle Cloud

**Your suppliers and customers:**

- Use supplier and customer portals



**Active:**

- Gamification
- Pre-recorded videos from senior sponsors
- Walkthroughs with the opportunity to ask questions
- Drop-in sessions
- Feedback loops
- Reflexive Sessions
- Change Champion huddles
- Leadership coaching sessions



**Passive:**

- Quick Reference Guides (QRGs)
- User Guides
- Pre-recorded videos – accessible on internal shared site
- FAQs (frequently asked questions) – populated and updated regularly by Comms personnel

# 07 | Testing as a Service

## Testing as a Service

Namos Testing-as-a-Service is all about reducing your risk and ensuring a smooth-running system.

Testing as a Service is a scalable solution for your Oracle Application testing needs. As an Oracle only partner, we pride ourselves on our understanding of Oracle, therefore it stands to reason that we are the perfect partner to be entrusted to regression test and ensure feature adoption of new Oracle features.

Namos will impact assess your Oracle quarterly releases and conduct testing on your behalf. If we pass a test scenario that later turns into an incident, any base tickets arising are credited back to you the customer.

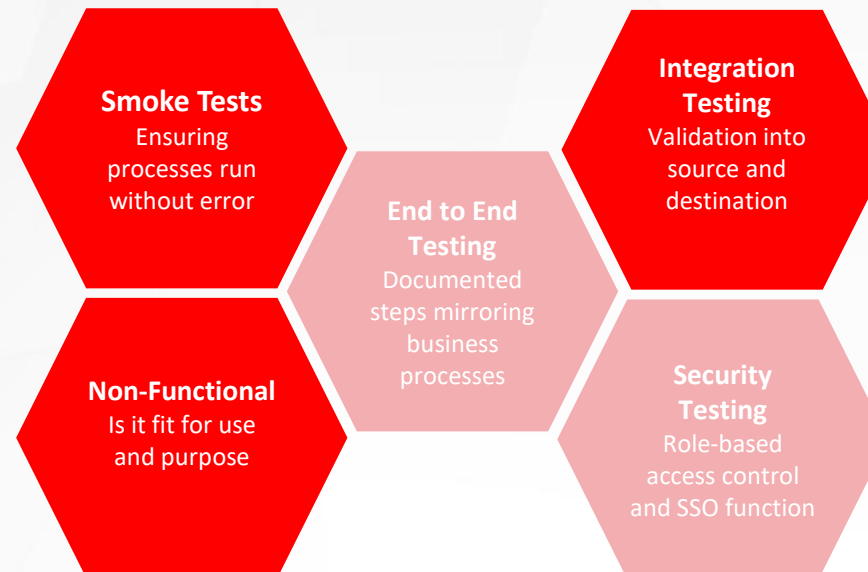
Namos will perform testing following an agreed schedule, using predefined test scripts. Performing both **regression** and **non-regression** testing to allow you just to concentrate on User Testing. All results are fully documented.

You can review tests and carry out any user testing as required working with Namos analysts to resolve any issues under base support.

### Why Testing?

- It can help to reduce the cost of ownership
- It can help to ensure less issues that can delay processes
- It can help you identify new features that could help your users
- Risk reduction
- We can augment your own internal resource, so they can pick up Testing in the future.

### Which Regression Testing



Classification: Restricted



## Testing Commitment Example

From Namos along with estimates on call off usage consumption per patch:

| Namos Testing Commitment                        | Test Management  | Test Planning   | Test Scenarios   | Test Execution  | Test Report & Consultation   |
|---|--|---|--|---|--|
| <b>Full (As a Service)<br/>50 call off days</b> | 10 days of co-ordination and Test management provided by Project/Test /Delivery Management | 5 days of reviewing release notes, ensuring scenarios are in place. | 10 days to document end to end test scenarios                                  | 20 person days across a two week window following test steps documenting evidence | 5 days of preparing test completion, Production build planning, build verification tests |
| <b>Medium<br/>27 call off days</b>              | Co-ordinated by customer   | 5 days of reviewing release notes, ensuring scenarios are in place. | 5 days to document critical business function scenarios supplementing existing | 15 person days across a two week window following test steps documenting evidence | 2 days test completion report and recommendations  |
| <b>Light Touch<br/>10 call off days</b>         | Co-ordinated by customer   | 2 days of impact analysis.  | 1 day to ensure Coverage (traceability of test scenarios to features)          | 6 days of critical business testing only  | 1 day to prepare report  |

“Namos have supported us on the mandatory Quarterly Updates, by **testing key business processes** and areas where we have **customisations**, such as Security and Reporting. The Managed Services team **augment** our own internal resource and their **expertise** helps to guide us through the release process. This testing support, alongside the highlighting of **new features and enhancements**, is helping to shape our future Oracle **Road map** so that we make the most of the product and maximise our **Return on Investment** with Oracle Cloud”

**Stats Perform.**

08 |

## eNcapsulate (HCM Now)

## eNcapsulate (HCM Now)

A **Speed to Value** approach for **Oracle HCM** that encapsulates all **Namos**’ knowledge, experience and industry know how.

eNcapsulate is a value driven approach to HCM implementations. It is cost-effective, templated, and focused on value, whilst ensuring the customer can grow and scale the system with them.

The eNcapsulate approach is focussed on speed, whilst still ensuring the quality that Namos is known for. It includes the following Oracle Cloud modules within the fixed price, fixed scope – Core HCM, Recruiting Cloud and Absence. Other modules can be added within the initial project (time and cost will increase or at a later stage as part of a scaling roadmap).

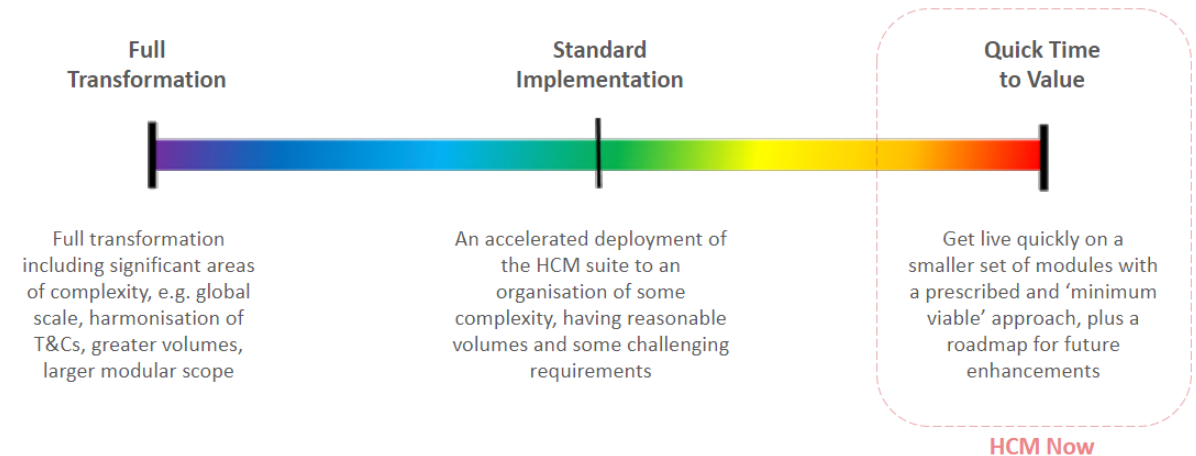
The Namos approach is about teamwork and partnering, even with a templated approach. We still follow our project methodology, so the quality of service doesn’t decrease even in this accelerated programme. We will work with your team and upskill them in Oracle Cloud – so you can be as self-sufficient as you want and need to be.

To make a success of the ‘eNcapsulate’ approach we recommend five months to implement and at a fixed price and a fixed scope.

This starting price and timescale is based on a templated approach and our Terms and Conditions.

A **Speed to Value** approach for **Oracle HCM** that encapsulates all **Namos**’ knowledge, experience and industry know how.

No two Oracle Cloud HCM implementations are the same, but they all fall somewhere on this spectrum. Customers comfortable with the definition on the right are best suited to HCM Now.



## Speed to Value

- Industry accelerators
- Blueprinted process
- Phased for Success
- Knowledge Transfer throughout project to upskill workforce
- Quick benefits realisation

## Experienced HCM Consultants

- Industry experienced consultants
- Oracle Certified professionals
- Floorwalking & onsite at critical points

## Oracle Best Practice

- Proven Templated Solution
- Oracle Certified Expertise in HCM, Payroll, Workforce, Talent

## Low-Risk Approach

- Agree a manageable timeline to complete the project with you
- Low-risk, increased clarity as scope and expectations are agreed at each stage
- Proven and agreed pre-defined scope allows for no surprises or additional costs

Namos's HCM Now offering provides the Foundation level (end-to-end HR and Recruiting):



### CORE HR

End-to-end HR processes with full self-service for employees and managers on PC and mobile



### ABSENCE MANAGEMENT

Efficiently manage employee holiday, sickness and occupational leaves globally and locally.



### RECRUITING

Source candidates, process and interview applicants through to offer, onboarding and day 1 tasks



### PAYROLL



### TIME & LABOUR



### TALENT



### HR HELPDESK



### COMPENSATION



### LEARN

# 09 | Oracle Analytics



## Analytics

As an award-winning Oracle Partner, Namos Solutions have the expert capabilities of fully managing a Analytics implementation, whether that is OTBI, OAC or FDI (FAW). From initial health-check and the creation of a roadmap, to custom analytics and secure integrations, Namos will work with you to create a reliable platform that is a single source of truth.

Trust is of paramount importance if anything is to be gained from statistical analysis. Accurate, up-to-date, reliable information forms the backbone of strategic decision-making, risk assessment and planning.

Far too many organisations rely on one-off, intricate spreadsheets, built by people that may not even be in the organisation any longer. Small formatting issues and breakages somewhere along the line can result in effectively unsolvable issues and incorrect conclusions. It's even possible for these types of errors to occur, whilst no one notices for years. Certain datapoints may stay static simply because they are broken, potentially masking real problems.

The Namos Analytics package starts with a Data Health Check – once we know you, your challenges and your wants we can look to implement and model the right Analytics Solution for you, whether that is OBIEE, OAC and FDI.

### Stage 1 : Data Health Check

We recommend starting your analytics journey with a **structured** Health Check. We'll take a deep dive into your existing data and data avenues and evaluate how these match-up with your **strategic aspirations**.

- Future Strategy
- Source Data Assessment
- Tools and Technology Evaluation
- Data Management and Governance
- Analytics Capability and Maturity Assessment
- User Skills and Training
- Current Analytics Challenges and Pain Points
- Detailed Roadmap

### Stage 2 – Implementation – Fixed Price / Fixed Scope

The Namos service covers cross line of business content and can be **rapidly deployed**, personalised and extended.

Our approach centres around a customer-focused implementation to educate and engage stakeholders from day one. Through personalised coaching, co-development and comprehensive documentation, we will **implement successfully and empower** your team to realise the full benefits.

# 10|

## eNsure - HESA Submission App

## eNsure – HESA Submission Application

eNsure - the Namos HESA submission application is a secure online tool that enables Higher Education Institutions (HEIs, i.e. Universities) to return accurate staff data to HESA quickly and easily.

The application removes all the heavy lifting from building a staff HESA return.

Say goodbye to laborious data collection and cleansing and manual XML manipulation, the application can build a HESA return in minutes in an easy-to-use intuitive interface all within HCM, the application is software agnostic, so that HCM system doesn't even need to be Oracle. The app ensures all HESA fields are populated with valid data from your source system, and where there are issues, the app, will highlight them by applying over 130 HESA validation rules. If data quality is an issue the tool can map data for you, apply dozens of 'autofixes' and even provide an interface to amend data (fully audited).

eNsure brings with it a host of benefits for Higher Education Institutes:

- **Speed** - Dramatically reducing time spent on gathering and cleansing data
- **Data Quality** - Automatically validating against HESA quality rules
- **Accuracy** - Drawing data directly from source systems, mapped to the correct HESA values
- **Processes** - Streamlines collection, collation, validation and build into one quick, easy, and intuitive system

### Use Cases

#### IT Directors

Because of the complexity of HESA, IT usually develop and support bespoke solutions. This app is a true As-A-Service Application, devolving all the complexity to Namos with their technical and HE subject matter experts.

#### Directors in Planning and HR

The HESA process is normally time consuming and stressful for staff. This app has been shown to save "days if not weeks" of manual effort.

#### Vice Chancellors

The HESA return is essential to retain status as a Higher Education Provider in the UK. It also has a bearing on league table positions. This app massively reduces the risk of a false/late/missing/failed returns

- Access eNsure™ directly from within HCM.
- To start collating a return – simply press a button and choose a few configuration options.
- There are configuration options to cater for all common HESA data collection requirements
- Retrieving data can be achieved in a button press.

## Collation



- Any HESA rule violations, the application can infer the appropriate corrective action to take.
- Any corrective action taken is fully audited

## Correction



- Includes the identification of all the fields required to submit a staff HESA return.
- These fields will be unique to each customer
- For calculated fields such as Staff Identifiers, the solution will populate those values automatically.

## Collection



## Validation



- It validates against over 130 business and exception stage validation rules.
- Even produces a chart to give an instant breakdown of any fields in error

## Build



Once corrected, building a HESA compliant XML submission is a simple case of pressing a button and waiting seconds.

## Technical

- Built on Oracle technology and designed to be hosted on secure, scalable Oracle Cloud Infrastructure or hosted on-premise
- Can be embedded within Oracle HCM and accessed through single sign on (SSO) or deployed as a standalone solution.

# 11 |

## Oracle Student Number Planning

## Student Number Planning

Student Number Planning is a tailored application, built using Oracle EPM with the specific aim of helping Universities manage and plan course enrolment and resources. Using real-time data, the solution will conduct trend-based analysis at every point of the registration process, and throughout the academic year, to predict future student numbers and measure attainment against target.

Additionally, qualitative data is also garnered from the Student Number Planning solution, as real-time drop-off rates are incorporated into analysis, giving a holistic view of performance against targets. Crucially these predictions and measurements can also be translated into financials and resource planning, as projected student fees can be modelled against income and expenditure throughout your institution.

**Predict and model student numbers** - see the real-time monetary impact of courses across the University and across the year.

**Single Source of Truth** - The system can take a real time feed from any source systems

**System Agnostic** - does not need an Oracle system to run. It can work on any finance system and be integrated into any data source

**(Friendly) Digital Disruption** - a OneTeam collaborative approach, a critical friend, able to understand sector nuances, and best practice.

### Real-Time Data Modelling

Real-time feed from student record system

### Predict Student Volume

Predicts accurate student numbers across courses, allowing for quality decision making

### Assess Course Quality

Measurement of course drop off can help universities set targets in line with aspirations

### Connected Planning

Student planning provides insight into typically, a university's largest source of income

### Incorporate Financial Data

International and home students can be categorised.

### Registration to Graduation

Allows for a more granular view of your data, which supports future planning



# 12 | Testimonials

# Testimonials

“

“Namos Solutions have been instrumental in building a ‘one project one team’ approach to Knowsley’s Oracle Fusion upgrade project. We have found Namos staff to be skilled and focused and this, combined with their enthusiastic approach, is helping us deliver a project with the full engagement of our business users.”

**David Caldwell - Knowsley Council**

“We in Paddy Power Betfair sought a partner who we could trust to guide us in our journey implementing Oracle Fusion. We found this in Namos. Their competent know-how and experience made it easier for us, delivering a quality solution in an agile, no fuss manner.”

**Colum Colbert - Paddy Power**

"In my experience of working closely with Namos over the last 2 years, is that they are very agile and willing to understand your circumstances and what you are trying to do and guide you as to how best to achieve your goals based on their experience. They make the effort of getting to know the people and the environment and they really do care!"

**Angela Ferguson - Ninety One**

”