



Financial Management

The majority of organisations have the ability - through their existing financial and operational systems - to understand income.

Furthermore, modern financial management solutions have the ability to analyze this income from multiple perspectives - by product, by channel, by demographics and even by customer.

How about the understanding of cost to acquire and service this business? Is this something that is understood in similar detail to income?

For most, the honest answer is “no”.

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Nuqleus 3D is a software tool that automates the capture and analysis of the content and substance of every activity and interaction with a process or customer within your operation.

Nuqleus enables the detailed measurement of processes and productivity, providing you with accurate and insightful Operational Intelligence for a better understanding of exactly what is happening, why it is happening and how you can drive performance improvements.

Nuqleus complements and integrates with your existing Business Intelligence tools and reports, providing you with a truly three-dimensional view of your operation.

Do we understand our costs in as much detail as we understand our income...

Employed resource, for most organisations, is a predominant part of their overall cost. So, understanding where resources are utilised - by task, by product, by channel and even by customer - is important if we want to understand costs.

Nuqleus automatically captures data about each task, and then through a questioning capability breaks this down to any level, so for example by product, by channel and by customer. The level of detail is unlimited.

The Nuqleus database is configured with an actual cost per job grade. This cost is used to calculate an 'actual' cost, based on which job grade did the work, not which job grade 'should' have done the work. Cost is calculated by understanding the time taken and which job grade completed the work. This information is then available to be reported by activity, or by any of the criteria that have been used to capture the data (product, channel, customer and so on).

Profitability has two elements – income and cost – however, one of these is rarely understood in detail...

All information is captured at this detailed level, however it can be reported at any summary level through the organisation, by process, by team, by product group, by customer profile. The level of data available for reporting is only restricted by the level of detail which was captured.

Understanding cost leveling such detail provides the ability to calculate real profitability ratios. Now the actual cost is understood, comparisons against specific income-streams can be made to calculate product profitability, channel profitability, customer profitability, and so on.

Such a level of detail provides unchallengeable transparency, because any figure quoted at a high level - such as the cost of a specific product - has all of the individual metrics beneath, all collected by individual employees, over a significant period of time.



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