

Namos Solutions Welcomes New Non-Executive Director Jim Muir

(London, UK) 10th January 2018 – As part of the company's exciting expansion strategy, Namos Solutions are pleased to welcome a new member to the Board of Directors. Jim Muir joined 'Team Namos' in the role of Non-Executive Director with effect from Monday 8th January. Jim brings significant strategic value to Namos Solutions having served on the board of many international professional services and niche consulting firms, most recently at Anderson Anderson & Brown LLP and previously as a partner and Head of Financial Services at RSM, and on the Retail Banking and Insurance leadership of KPMG Consulting. Jim was also instrumental in the growth strategy of a financial data management technology firm.

Chris Mason, CEO of Namos Solutions said, "I am delighted that we have attracted a Board executive of Jim's calibre and we look forward to welcoming Jim to our Executive team. In what is a very exciting time in the company's growth, it is imperative that we have a Board with the right blend of expertise and experience to drive the long-term plans of the business. Jim's vast experience in shaping those long-term growth strategies will be invaluable as we continue to grow and differentiate ourselves in the Oracle marketplace."

On his appointment, Jim added "I've watched Namos grow since Chris and I first met on a client project 4 years ago and have been impressed by their energy and commitment to technical excellence and, most importantly, their close attention to client needs. As a buyer and an influencer on selection of systems in my past, it's exactly the sort of relationship I would have wanted."

About Namos Solutions

Namos are an award-winning Oracle Platinum Partner, specialising in delivery and support of ERP, CX & HCM on-premise (all 11i & R12 releases) and in the Cloud. Namos develop customer relationships by building them with firm foundations of professionalism, expertise and trust, delivered with the flexibility to work the way our customers want.

- **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.
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Namos Solutions hits the bullseye by backing newly crowned World Darts Champion, Rob Cross

Namos Solutions are proud to be sponsoring newly crowned World Darts Champion, Rob Cross. In what has been an amazing tournament, Rob Cross produced one of the greatest performances of all time to claim the World Championship title in victory over the departing Phil Taylor in the final on New Year's Day.

Chris Mason, CEO of Namos Solutions, said "We are delighted to be supporting Rob, an extremely talented and dedicated sportsman, focused on becoming the best in his sport – exactly the ethos and values we have here at Namos. Our team of

consultants are some of the most experienced and dedicated Oracle professionals in the business. By focusing on our employees and delivering on our key core values, we continually strive for success, thus ensuring we remain top of the rankings in the Oracle consulting marketplace”.

Through the implementation of ERP, CX and HCM solutions, either on premise or in the Cloud, Namos develop creative approaches and winning solutions for customers looking to lower the cost of their technology and execute a strategic transformation of their business.

Build a winning team with Namos, contact us today on **0845 229 6220** or email **info@namossolutions.com**.

Hubble by Insightsoftware.com Announces Partnership with Namos Solutions

LONDON, November 8, 2017 — Hubble by insightsoftware.com, a business performance platform, today announced a new partnership with UK-based Namos Solutions, a dynamic, fast-growing Oracle consultancy. The addition of Namos Solutions strengthens insightsoftware.com’s network of prominent partners dedicated to Oracle E-Business

Hubble provides innovative reporting, analytics, and planning solutions for finance, operations, human resource and IT professionals. By leveraging Oracle E-Business Suite and other major ERP platforms, Hubble delivers real-time data via user-friendly and rich interfaces for faster and more accurate reporting of company performance, as well as better

forecasting, modeling and KPI tracking. Namos Solutions excels at providing Oracle implementations, upgrades, services, support and consultation to its clients. The two companies will bring deep expertise and exceptional customer service to clients across a variety of industries.

“We’re excited to have Namos Solutions join our growing community of carefully selected consulting partners,” said Alwyn Welch, Executive Chairman of insightsoftware.com. “Our partnership with Namos Solutions is a prime example of our commitment to bring the best expertise, innovation and value to our customers.”

“Namos helps our clients achieve maximum value from their Oracle investment,” said Chris Mason, CEO of Namos Solutions. “Hubble aligns perfectly with our objective of providing the best service to the Oracle community.”

About Namos Solutions

Namos are an award-winning Oracle Platinum Partner, specialising in delivery and support of ERP, CX & HCM on-premise (all 11i & R12 releases) and in the Cloud. The company is both an Oracle Accelerated SaaS Adoption Partner and ERP Cloud Reseller with a large number of certified Cloud professional resources.

About Hubble

Hubble® is an integrated suite of Business Performance Management apps from insightsoftware.com. Hubble provides real-time reporting, analytics, and planning in a single solution purpose-built for critical business systems including ERP, HCM, and CRM technology. Hubble enables over 1,000 enterprise customers to bridge the information to decision making divide so they can easily understand, manage, and predict business outcomes.

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###Hubble by Insightsoftware.com Announces Partnership with Namos Solutions

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Oracle Expands UK Presence with Dedicated Oracle Government Cloud

Are you working in the Public Sector and concerned about your critical data and where it is stored? Oracle are leading the way with the new dedicated UK Government Cloud or “Government Cage”. With your data never leaving the UK and the Cyber Essentials Plus certificate, this award winning offering is now being endorsed by the UK Government.

Mike Parsons, Director General, Capabilities and Resources at the Home Office said, “The security of our data is of paramount importance to us. The solution Oracle has built for us is delivering the security we need, meaning we can confidently begin to move away from our existing on-premise infrastructure and realise the benefits of hosting our business-critical data in the public cloud.”

Dermot O’ Kelly (senior vice president and country leader,

Oracle UK Ireland & Israel) stated “Security is at the heart of everything we do, we understand that the confidentiality, integrity and availability of your information is vital to your business. Security is embedded in Oracle’s “DNA”- within the product, the development cycle, and Cloud Operations practices – to ensure your information remains your information. Mission critical data can only be maintained by having the most stringent security measures in place”

As well as having the confidence that your critical data is being looked after by Oracle’s most secure data centers yet, according to Nucleus Research, Cloud delivers 2.1 times more return on investment compared to an on-premise solution and Cloud deployments incur 63 percent lower initial consulting cost than on-premise ones. Whilst It’s not all about money savings, it’s also good news for the environment, because Nucleus also say in an early assessment that cloud applications use 91 percent less energy than on-premise ones.

Want to learn more about Government Cloud and how to keep your mission critical data safe, speak to Namos Solutions.

Further reading please see Oracle’s press release:

<https://www.oracle.com/uk/corporate/pressrelease/oracle-uk-government-cloud-20170710.html>

Big or Boutique?

When I started out my career in finance I must confess I got my first job by agreeing to sign for my interviewing managers football team! In hindsight, my football skills outweighed my accountancy skills! If ever a job got me a foot hold in industry that was the one.

One of the things a good accountant learns very quickly is to listen. This is reiterated throughout your career and especially as a big four management consultant. The art of listening used to be a "one to one" scenario however the whole concept of "listen and learn" has grown into a multimedia smorgasbord! Recruitment used to be dominated by a few big players and a few boutique recruiters again here is your first choice Big or Boutique?

The market when you decide on a career change is more complicated than ever. I have always been told when moving jobs go to companies that you really want to work for but also want you to work for them. I always liked FMCG companies as I really liked the idea that a can of Peardrax is produced from a list of ingredient's concentrate pear juice, sugar and carbonation. Create one can then palletize it so you have 144 dozen then add another 21 pallets and ship it in a container. That's when the commercials kick in with the invoice created with the shipping documents and custom declarations etc. As you go through your career there are always decisions to be made. Frequently geographical decisions Big City or Boutique location.

These Big or Boutique decisions never end. As my career in accountancy ended I moved to a multinational software provider Oracle and had probably the most enjoyable job I had ever had. I was basically working on my hobby- software! In this case Big won and my learning curve was phenomenal.

After leaving Oracle I joined a very big ERP Banking project in a very big city. Before I made this move I listened to a lot of advice on opportunities and career goals largely from two guys working for Maximus. Coincidentally those two guys now have set up their own recruitment companies and gone from Big to Boutique. My travels took me to London to be precise and HSBC which was the biggest Oracle Fusion cloud project signed at the time. This project was to hone my consultancy skills which it certainly did. However, it's amazing how working on a

tiny area of a project can prove so limiting to an enquiring boutique mind set!

So, we are back to decision time again, and a boutique recruitment company advised me about a boutique oracle service provider, yes, the same one that I mentioned earlier (I kept listening)!

If any of you are at the career crossroads and are considering a change and Big or Boutique is an option come and chat to Namos Solutions where boutique means you will be involved 100% hands-on in the Oracle Fusion Practice with a phenomenal learning curve.

Andy Stamp
Cloud Practice Lead
Namos Solutions

Oracle – no longer the sledgehammer to crack the small/medium enterprise nut, thanks to ERP Cloud

A lot has been written about ERP solutions and of course Oracle Cloud is a big player in that industry.

However, for small/medium enterprises (SME), an Oracle applications solution has always been seen as using a sledgehammer to crack a nut, much too expensive and unwieldy to be taken seriously. But have things changed with the advent of ERP Cloud?

To a large extent, Yes. Those companies running Sage, Exchequer, Open Accounts, MS and others are now looking at the Oracle SaaS offering as a real viable alternative. So what has actually changed so dramatically as to make this a reality?

Flexible system for organisational growth – I'm not going to lie to you and say if you're on any of the so called smaller systems and nothing is changing in your business world then Oracle ERP is for you, at this point it's unlikely you'll need to move and the drivers just aren't there to warrant it. However, if your current system is starting to creak, and your business is growing, Oracle ERP Cloud is a viable place to go. The fact you only pay for what you use makes it enticing, and the system can grow exponentially with your business with minimum change from your side. You keep concentrating on doing what you do best and let Oracle and your system integrator manage the rest for you, month on month, year on year service and support. We are talking to a number of organisations who are in this position currently, they are outgrowing what they have and now need to know where to go next, and Oracle is a leading option.

Functionality – you can now get (98%) all the great functionality of Oracle's previous versions in the Cloud Release (12), with best practise processes built in. This means you can be seamlessly processing in a very short space of time, with minimal fuss for your organisation. Other solutions are not so functionally rich, but clearly get the basics right else they wouldn't be in the market they are in. However, it is good due diligence to compare the functional areas so you know exactly what you are getting for your money. Don't just accept that it does it; how does it do it? When data is saved in one place, is it immediately available in another or do I need to run a process or program to get it there? This is where your users really get value particularly where there is high transactional throughput, although waiting for data to get from one place to another is annoying no

matter how many transactions you process.

Implementation Costs – Not only are there good deals to be had with Oracle in regard to monthly subscription costs, integrators are also offering quick to market solutions. At Namos we provide Fixed Service Offerings to ERP Cloud adopters, which not only means you can be up and running within 12 weeks, but we work with you to ensure it's still tailored and configured to meet your processing requirements albeit within the boundaries of the product. So, best of breed processing – your way. This significantly brings down your implementation costs, and also means as the change management time-frames dwindle, users can see a new improved system is very much on the way, not somewhere long over the horizon, making buy-in easier and reaping the rewards quicker.

Real-time reporting – once you're up and running, reporting is available immediately via dashboards, so no need for time consuming data warehousing, and it's from a single source of the truth. This has had a massive effect on the market as there are many reporting solutions such as the old Crystal and Cognos ones that span multiple systems and sources but aren't all pre-built in with the data itself. Pushing data through the Oracle solution means getting data out of the Oracle solution – it sounds simple and now it is. No need to print; all users (depending on their security settings) can access the data when they need it – self service at its absolute best. Again, as your organisation grows and you may choose to add Planning & Budgeting, Projects, HCM and Payroll or CX to your Oracle portfolio, the reporting solution remains the same across all the modules as the data links through each piece. This provides continuity for all users and subsequently reduces training costs.

Of course there are a multitude of factors that are taken in consideration when purchasing an ERP solution, but I suppose the message here is this;

Don't write off Oracle ERP Cloud as being too expensive and convoluted for your needs. You will be pleasantly surprised with exactly how much you can get for your budget, and so nobody will think you're off your NUT by seeing it as a real alternative to your current solution.

Please contact the team should you like to discuss your organisation's needs.



The Cloud Changed the Time and Space Continuum

For all you consultants that have worked on Ebiz implementations the periods on-site ranged from six months upwards. The data load, testing, re-testing and building of custom solutions took for ever plus a day! The customer's requirements for mountains of reports and the business reason "we have always had this data" proliferates to create a massive cost and raises implementation time.

As we all propel ourselves into 2017 its worth thinking back to the world before "someone" changed the rules. Scotty would have said you're changing the laws of physics but somehow we

have. Here at Namos we have spent some time creating the fixed price offering to implement in 12-16 weeks. Yes this is a Vanilla finely controlled offering with limited bespoke reports and absolutely no customisation.

It's interesting in Cloud circles if you use the word "Customisations" an instant hush appears and eyebrows raise (wind blows tumbleweed). So when did the pendulum swing to the implementer/Supplier bossing what could be done and what could not be done?

One thing commonly forgot about customisations is the pain factor inflicted on your data model. I spent many years untangling data as customers could not close a period end. The unofficial reason was never really published but it was not rocket science to work out the custom triggers on the interface table "just may" have created data that cleared validation but as soon as you posted a reversal the whole set of dominoes cascaded to oblivion. I remember fondly the call to Support that detailed "We are closing the month and getting an error" and how many months have you openall of them! I did ask the dba to check the data and he updated a lot of records using sql in production that helped (honest)! During my time in Oracle Support I witnessed effectively zero data corruption in fusion proving in a controlled closed environment the code is robust.

Patching is another area that caused pain in on premise installations. Yes, surprisingly the code is continually developed by Oracle and additional product updates for legislation and fixes. Very recently I heard of a customer that had a problem that was resolved five years ago and the client had not installed the patch. The quantum change in the cloud is "The Cloud Manages the Cloud". With clearly defined patch cycles (ERP now quarterly) the testing window first Friday to third Friday is a defined period that can be planned and if you have a

Namos Managed Service Contract "eNgage" it's all completely

managed for you.

Business process has also come under the microscope with Business Process Management (BPM) being the core driver for the application architecture. The cloud has triggered the re-engineering of business processes to be simpler and more vanilla. The change management process has moved from bolting what happens now into a new system of standardisation and simplicity. The UK recession 2008-2013 triggered close examination of cost base and re-engineering processes to cut costs. I wonder if the cloud would have taken off at a greater rate during this period of painful realisation of cost?

So now you can discard your ebiz suite in 12-16 weeks and stop paying for that expensive hardware and move to a licence model that manages the installation for you. No more depreciation hammering your P&L account or lease of hardware providing fixed costs you can't renegotiate. The organisation changes this creates will also lead to cost savings and a fresh outlook to concentrate efforts on what you're good at namely running a business.

The speed of change is something we will never control but if you need help with moving your "Time and Space Continuum" contact Namos Solutions for a quantum leap into the cloud.

Andy Stamp
Cloud Practice Lead
Namos Solutions

Namos Solutions Partners with

CaoSys

(London, UK) 12th September 2017 – Namos Solutions excels at providing Oracle implementations, upgrades, services, support and the consultation your business needs to match and exceed the competition in today's business environment.

With our award-winning services Namos Solutions have recently partnered with CaoSys to sell and deliver the CS*Applications suite of Governance, Risk and Compliance products.

The CS*Applications suite is split into modules as follows:

CS*Comply

This application manages a rules based system to report Segregation of Duties conflicts. The rules can be a combination of detective or preventative which can be implemented in a phased implementation. Comprehensive seeded rules constructed by a leading industry expert are available to provide an accelerated and compliant implementation. All CS*Application have been designed and produced using standard Oracle tools, reports run using the Concurrent Manager and Forms are used for Screens. The installation is quick, non-invasive and efficient. Reporting can either be using the Workbench or a suite of standard reports. The Workbench is fast and allows drilling between rules, users, responsibilities and functions in any order.

CS*Audit

This tool allows implementation of audit events which can track audit events for inserts, updates and deletions. The biggest benefit of CS*Audit is the ability to use SQLPlus conditions to target specific events for example where a users password is changed by someone other than the user. Reporting is either by report or enquiry screen, there is even a process to mark certain events as approved where an event is

considered of paramount importance, a good example of this is the addition of a new function.

CS*Provisum

This module is split into two parts, the first Automated Assignment Provisioning (AAP) governs new user requests and additional access requests. This application has approval processes to ensure that user access is progressed through the proper procedures. The second part Period Access Review (PAR) contains functionality for regular reviews to adhere to best practice. Regular or adhoc reviews can be carried out using this functionality.