OIKOS Software Treasury applications employ a best practice methodology to specified financial processes: Defining, Measuring, and Analyzing. This will result in the identification to Improve and the execution of Control – a Lean Six Sigma approach[1] without the belts.

OIKOS Software's Treasury Suite of products compliments current ERP systems. OIKOS Delos® forecasts and measures DSO, OIKOS Theta™ forecasts and measures DPO, and OIKOS Sigma™ forecasts and measures DIO in a SaaS cloud-based platform. The methodologies applied in these applications should identify areas for improvement within the cash-conversion cycle process.

Best practice organizations use a top-down methodology when subscribing to OIKOS Software applications – that means the decision to implement comes from the top – whether that is the top of the business, a division of the business, or some other production unit.

OIKOS Software Treasury application's goal is to improve process performance and increase key stakeholder satisfaction through variability and defect reduction, thereby resulting in producing high quality services, products, or internal processes that effect time value of the cash-conversion cycle. Understanding deviations within the processes are important to place them under control. Ultimately, understanding the cash-conversion cycle and improvements to the chain should result in higher convertibles to cash and positive fiscal health of the organization.

Through use of the OIKOS Software platform, the applications identify weak links in the chain of the cash-conversion cycle which give rise to costs and waste.

[1] Lean Six Sigma is more of a high level, intense system to promote ongoing quality improvement. The ultimate goal is continued improvement and sustained quality.

What are the determining internal processes and what causes variation?

What causes defects and/or errors?

What are the ways to address the defects?

What needs to be developed to measure changes made in the process?

OIKOS Delos®, OIKOS Theta™ and OIKOS Sigma™, solve three key issues when forecasting & measuring performance within the stages of the cash-conversion cycle;
1) Correctly forecasts and calculates Days Sales, Days Payable, and Days Inventory Outstanding (DSO, DPO & DIO);
2) Identifies weaknesses within the cash-conversion cycle that require attention; and
3) Provides management with real-time reporting results which enable management to affect strategic business decisions.

Business success depends on improving business process through optimization, variation, knowledge, and change psychology.

> In **optimization,** the objective of an organization is the optimization of the total system and not the optimization of individual subsystems.
>
> In **variation**, the focus is on improving the service variability in design and quality of internal processes.
>
> In **knowledge,** emphasis on that knowledge is not possible without theory, and experience does not establish a theory by itself. Copying a best practice without understanding the theory behind it could be devastating for an organization.
>
> In **change psychology,** understanding people, interactions between people, and interactions between leaders and employees in system of management is paramount.

Why are there weak links in the cash-conversion cycle chain?

The Principle of Determinism: This principle explains that every outcome is the result of a process being applied to it or determined by the application of a function. The cause and effect philosophy means one looks at a 'process' and sees how the process allows for variation. The inputs, process function, and errors within that process all affect the outcome.

How does OIKOS Software's Treasury Suite apply the uniform method known as DMA -IC, the acronym known as – Define, Measure, Analyze, resulting in Improve & Control?

Define
OIKOS Software Treasury applications ask the user to 'define' the parameters they are measuring. For example, a product line within a region. This first stage sets the context within which application is to be performed.

Measure/Forecast
The second stage is the starting point in which the defined parameters are recorded to baseline the current performance level and constraints of the process to be worked upon.

Analyze/Actual
The third stage reviews the results against forecast to gain an understanding of the cause and effects interactivity within the parameters being measured.

Improve
The fourth stage uses the information found in your analysis and highlights the areas management needs to address and execute solutions. Once the best solutions are developed, they are deployed as an improvement and can be once again measured in the software applications.

Control
The fifth stage focuses on developing control plans and activities to monitor and sustain your improvement. The software applications track progress of the parameters defined under controlled improvements.

Our Value Proposition
OIKOS Software offers secure, permission based access to its cloud services. Unlike other financial software systems, OIKOS Software applications are “plug and play”; easy access using a computer and the internet. There are no servers to buy, no capital expenditure investment, no upfront costs, and no additional IT staff needed. We provide training and support so your employees can immediately increase productivity, view critical data in real time, and, by harnessing the power of proprietary analytics, lower company risk from inaccurate measurement of cash flow, and financial planning. Use OIKOS Software in-house, or our OIKOS Software consultants can manage the applications for you.