

Elizabeth Glaser Pediatric AIDS Foundation Value Perspective



ELIZABETH GLASER
PEDIATRIC AIDS
FOUNDATION



Basis of Preparation

The following presentation is for illustrative purposes only. It is based on our outside-in perspective of Elizabeth Glaser Pediatric AIDS Foundation (EGPAF) need to modernize their ERP infrastructure.

It is based upon several stages that together provide an assessment of the investment returns likely to be delivered as a result of project acceptance.

This assessment is based on standard benchmarks Unit4 customers have agreed to or achieved by improving their ERP solutions and is indicative only. It is therefore not a part of the contractual offer from Unit4 Business Software Limited.



Our Understanding

The Elizabeth Glaser Pediatric AIDS Foundation (EGPAF) is a proven leader in the global fight to end HIV and AIDS, and an advocate for every child to live a full and healthy life into adulthood.

Unit4 understands EGPAF is seeking a cost-effective ERP system in order to integrate into one financial system many of the current processes performed by multiple separate systems and support four strategic goals:

- Advance research and innovations that lead to new, improved and scalable solutions to ending HIV and AIDS.
- Advocate on the global stage and at local levels for the resources, policies and leadership needed to address the epidemic.
- Strengthen local health care systems to effectively respond to HIV and AIDS and related health concerns.
- Grow the capabilities of governments and communities through providing technical expertise and proven solutions.

By leveraging a cost-effective ERP solution EGPAF will be able to reduce costs, increase revenues and positively impact more lives of those they serve.



Value 4U

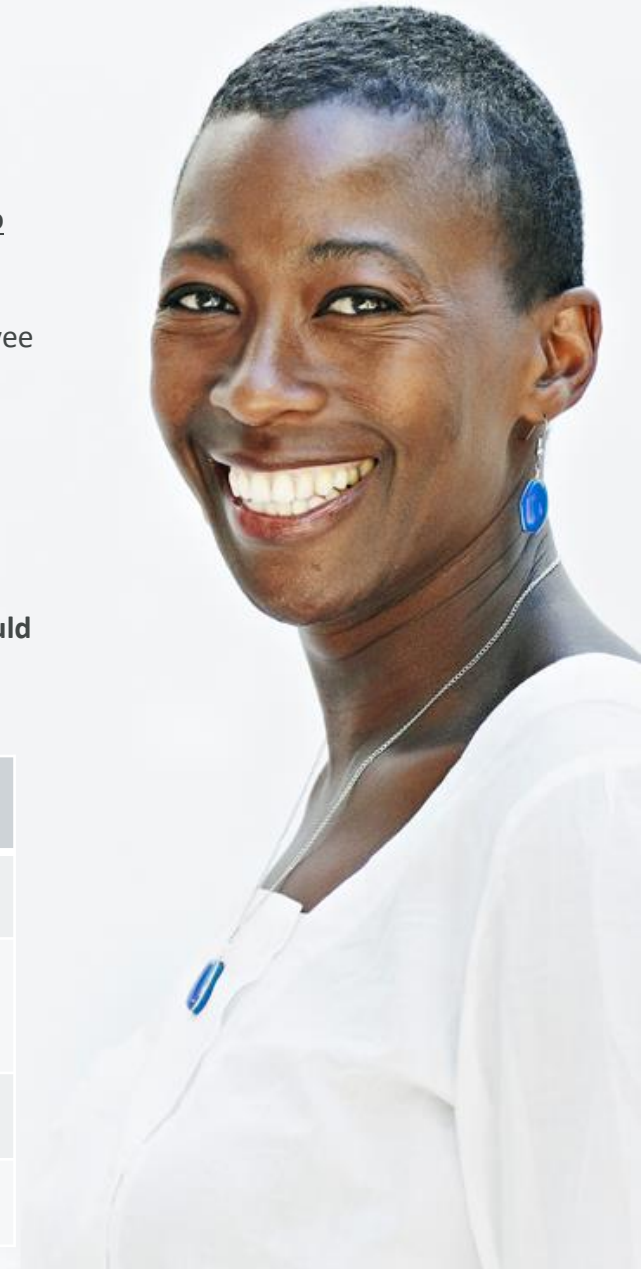
We are committed to EGPAF’s success, and we want our solutions to assist in achieving your desired organizational results. This Value perspective is an outside-in assessment of the economic viability for EGPAF to purchase and implement Unit4’s ERP solutions. **In order to determine actual value Unit4 recommends a value engineering engagement to calculate the quantifiable outcomes for EGPAF.**

This appraisal is based off quantifiable value other customers have achieved with like organizations comparing industry, revenue & employee count. Unit4 is confident EGPAF will be able to achieve results in the same ranges as other customers in the following areas.

- Efficiency
- Effectiveness
- Experience
- TCO

On average, our clients believe they get between 1-3% value return on operating their revenue. Based on 2020 financial data, this should result in a return between \$1.70M and \$4.96M for EGPAF. The benchmarks below show the average improvement benefit in each area





Value Area	Description	Improvement Benchmarks
Efficiency	Drive & unlock resource productivity gains	5% - 20%
Effectiveness	Higher Agility & Flexibility Improved Insights to People / Projects / Capital	5%-20%
Experience	Retain valuable talent and increase engagement	5% - 10%
TCO	Streamline IT, reduce cost, make future proof	10%-50%



Example Benefits Map – Not For Profit

4 Pillars of Benefits to Drive your Business

Fully Realised Benefits Amount to \$2.12M Annually

Total Cost of Ownership		Efficiency		Experience		Effectiveness	
 Streamline IT		 Do more with the same or less		 System of Engagement		 Improved Insights and Higher Agility	
Driver	Value.	Driver	Value.	Driver	Value.	Driver	Value.
Avoid 3rd Party / Customizations Costs	\$.038M	Higher Expense Efficiencies (submission, processing, admin)	\$.128M	Increase Finance/HR business partner and Manager efficiencies	\$.025M	Faster consolidation & close process	\$.107M
Avoid Integration Costs	\$.900M	Simplify Budgeting Process	\$.139M			Uncontrolled Buying Reduction	\$.073M
		Streamlined compliance & reporting	\$.069M			Improved Grant Income	\$.144M
						Smarter Project Management	\$.128M
Grand Total	\$.938M	Grand Total	\$.336M	Grand Total	\$.025M	Grand Total	\$.788M

Next Steps

- Call to design 1-2 day Value4U Workshop with key stakeholders
- Unit4 facilitates workshop on-site
- Deliver Value Assets to include:
 - Business case for change
 - Deployment roadmap
 - Tailored demonstration

*** Please note that Value4U is a non-billable consulting service**

