eyko®

DECISION INTELLIGENCE AS A SERVICE

Turn your ERP expertise into recurring Decision Intelligence revenue

A partner program for ERP services firms that want to sell reporting, analytics and Decision Intelligence as a subscription.

Partner briefing | eyko.ai

THE OPPORTUNITY

They need answers. You already know their data.

YOUR CUSTOMERS

Outgrown their reporting

Many have outgrown their reporting tool and now juggle report writers, visualization tools and spreadsheets.

YOU

No analytics offer yet

You know their ERP and their data better than anyone. Reporting and analytics just isn't something you sell yet.

EYKO

The platform to build on

A Decision Intelligence platform built for Oracle ERPs, connected to more than 100 business systems and SOC 2 compliant.

Decision Intelligence as a Service: you build it, your customers subscribe, and the revenue recurs.

HOW IT WORKS

Customers pay for answers, not for software

1

Build

You build Decision Intelligence content on your own dedicated eyko tenant.

2

Package

Bundle it around real business questions: the close, Order-to-Cash, inventory, customers.

3

Subscribe

Customers subscribe to the answers they need, at a price you set.

4

Repeat

Reuse each bundle for the next customer with minimal tweaking.

FOR YOUR CUSTOMER

No product to pick and no implementation to fund. The risk moves to you and eyko.

FOR YOU

A recurring revenue stream that grows with every customer, shared with eyko.

THE CUSTOMER PROBLEM

A questioned number costs finance days

TODAY, THE ANSWER IS SPREAD ACROSS

- ERP report writer
- Data visualization tool
- Excel workbooks and manual reconciliations
- A data warehouse to maintain

WITH EYKO

eyko

The answer in minutes, not days

Every source in one place, with the root cause of **why a number changed** and what to do about it.

KNOW WHAT, KNOW WHY, KNOW WHAT NEXT

Decision Intelligence from day one



FROM DAY ONE

Know What

Ready-made content replaces the JD Edwards reports teams rely on, without rebuilding them.



FROM DAY ONE

Know Why

When a number moves, find the root cause in minutes instead of days.



FROM DAY ONE

Know What Next

See what to do about it, and where else the issue could show up.



OVER TIME

More sources, fewer tools

Bring in CRM, planning and spreadsheets and retire overlapping tools as you go.

Bit by bit or all at once. Customers move at their own pace, without a big replacement project.

Turn your ERP expertise into recurring revenue

A new revenue stream from existing customers

Upsell Decision Intelligence to the ERP customers who already trust you.

Recurring, not one-off

Subscriptions build a revenue base that grows with every customer.

You set the price

Price on the value of the decision: margin recovered, cash released.

Closer customer relationships

Become the partner they rely on for answers, not only for ERP projects.

FROM HOURS TO SUBSCRIPTIONS

Today

You scope a project, deliver it, bill the hours and start again.

With Decision Intelligence as a Service

Your content earns every month, from every customer who subscribes to it.

eyko shares the risk while you build your base

One dedicated tenant

You pay for a dedicated eyko tenant that serves all of your customers.

eyko subsidizes the platform

Until your customers cover the cost of the infrastructure, eyko contributes to it.

You set the price

Value-based pricing, with the revenue shared between you and eyko.

PHASE 1 | LAUNCH

eyko helps fund your platform



The revenue split favors eyko while it contributes to your tenant.

PHASE 2 | SCALE

Your customers cover the platform



Once eyko stops contributing, you take the majority of the revenue.

Illustrative. Revenue share and subsidy terms are set in your partner agreement.

THE ECONOMICS

Two customers pay for the platform

PER CUSTOMER

$5K to $12K

a month per customer, depending on the content they subscribe to.

YOUR EYKO TENANT

$5K to $6K

a month, supporting 10 to 15 customers before it needs upgrading.

PAYBACK

1 to 2

customers cover the tenant: one at the high end of pricing, two at the low end.

PEOPLE

1 person

can build content for and support up to 25 customers.

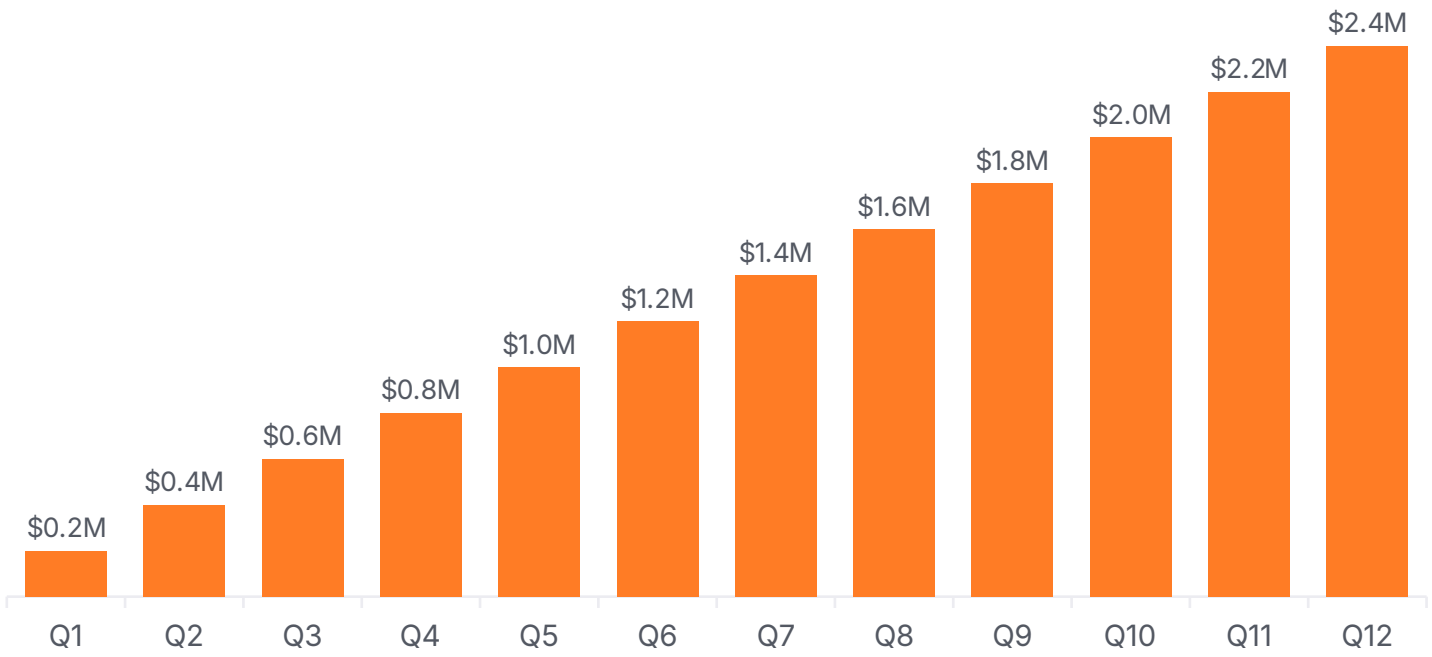
Ten customers on one tenant: $0.6M to $1.4M of annual recurring revenue, on $60K to $72K a year of platform.

Illustrative. Customer revenue before eyko's revenue share, set in your partner agreement. eyko also subsidizes your tenant while you build your base.

ANNUAL RECURRING REVENUE

An annuity that builds with every customer

ARR at the midpoint price, two new customers a quarter



ARR BY NUMBER OF CUSTOMERS

5 customers	**$0.3M to $0.7M**
10 customers	**$0.6M to $1.4M**
15 customers	**$0.9M to $2.2M**
25 customers	**$1.5M to $3.6M**

WHEN TO SCALE

Upgrade the tenant at 10 to 15 customers. Add a second person at about 25.

Illustrative, not a forecast. Midpoint of $8.5K a month per customer, every customer renewing, before eyko's revenue share.

eyko is a flywheel for your services business

Golden record

One customer, product and supplier view across every ERP.

Data quality and cleansing

Fix the duplicates, gaps and errors eyko surfaces.



Chart of accounts redesign

Redesign the structure finance reports on, guided by the data.

Process fixes in the ERP

Act on findings like credit limits, pricing and posting errors.

Migration and M&A readiness

Map and reconcile data before an upgrade, move or acquisition.

Delivered by you, at your rates, on top of the subscription.

eyko®

Let's build your Decision Intelligence as a Service practice

Talk to us about becoming an eyko partner.

Paul Sutton
Co-founder, Commercial Operations | eyko.ai