

Hyperion Focus 2015

What's new, what's coming in Hyperion Planning and Essbase

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Oracle



Safe Harbor Statement

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Oracle is investing to extend the Lead in EPM

- Deliver the full range of EPM applications in the Cloud
- Innovate with new EPM applications
- Continue to extend the lead in existing applications
- Exploit Mobile and Social capabilities to attract new EPM users

Enterprise Planning: What's New & What's Coming....

Past 18 months: Highlights

- Hyperion Planning 11.1.2.3 release
- Business user functionality available on Tablet devices
- Mobile app for workflow & approval
- Introduction of Planning and Budgeting Cloud Service

CY2015: Highlights

- Hyperion Planning 11.1.2.4 release
 - Extend planning beyond finance
 - Cloud innovations available for on premise deployments
- Planning Cloud additions
 - Full suite of Planning modules

R11.1.2.4.400 – Cloud Release

Use Excels Formula Editor To Write Calculations

- Business users can drive calculations
- Write calculation using familiar Excel syntax
- Formulas are persisted with member reference

Attributes Support

- Filter by Attributes
- Attributes as a dimension (FY2016)

Sandbox

- Create user defined versions on the fly
- Calculate and aggregate instantaneously
- Honors security and access rights
- Independent what-if analysis, Iterative modeling, Dynamic scenario comparisons, Collaborative modelling

Valid Intersections

- Define valid and invalid data intersections
 - Show only products pertinent to my region
- End users only interact with valid data intersections
- Users see only relevant information
- Speeds planning process
- Optimizes information rendered to users

Smart Push

- Associate Data Map Rules to Forms
- Move Data on Save of Form
- Option to associate relational data as part of move
- Move Data from BSO to ASO/BSO
- Immediate update of full Planning data for reporting
- Instant feedback loop for reporting and analysis

Sandboxing

Private area for creating alternate financial plans or for doing what if analysis

End Users Flexibility

- Not visible to others until made public (published)
- Shows modified & unmodified data in a single view allowing user to see the impact of their changes before publishing
- Compare multiple sandbox versions
- Supports auto calculation for dynamic members
- Supports auto save when the user tabs between cells

IT independent

- Only modified data is stored in the sandbox
- Leverages member on the fly functionality
- End user can add sandboxes (members) without requiring admin help and data base restructure
- Respects all metadata/data security defined for the application

Valid Data Combinations

- Define valid and invalid data combinations
 - Show only products pertinent to my region
- End users only interact with valid data combinations
- Benefits
 - Users see only relevant information
 - Speeds planning process
 - Optimizes information rendered to users

The screenshot displays the Oracle Financial Planning interface. The main window shows a 'Revenue Plan - Products_withValidationRules' table. A dropdown menu is open over the 'Entity' column, showing options: 'International Sales', 'Working', 'USA', 'Canada', and 'South America'. The table data is as follows:

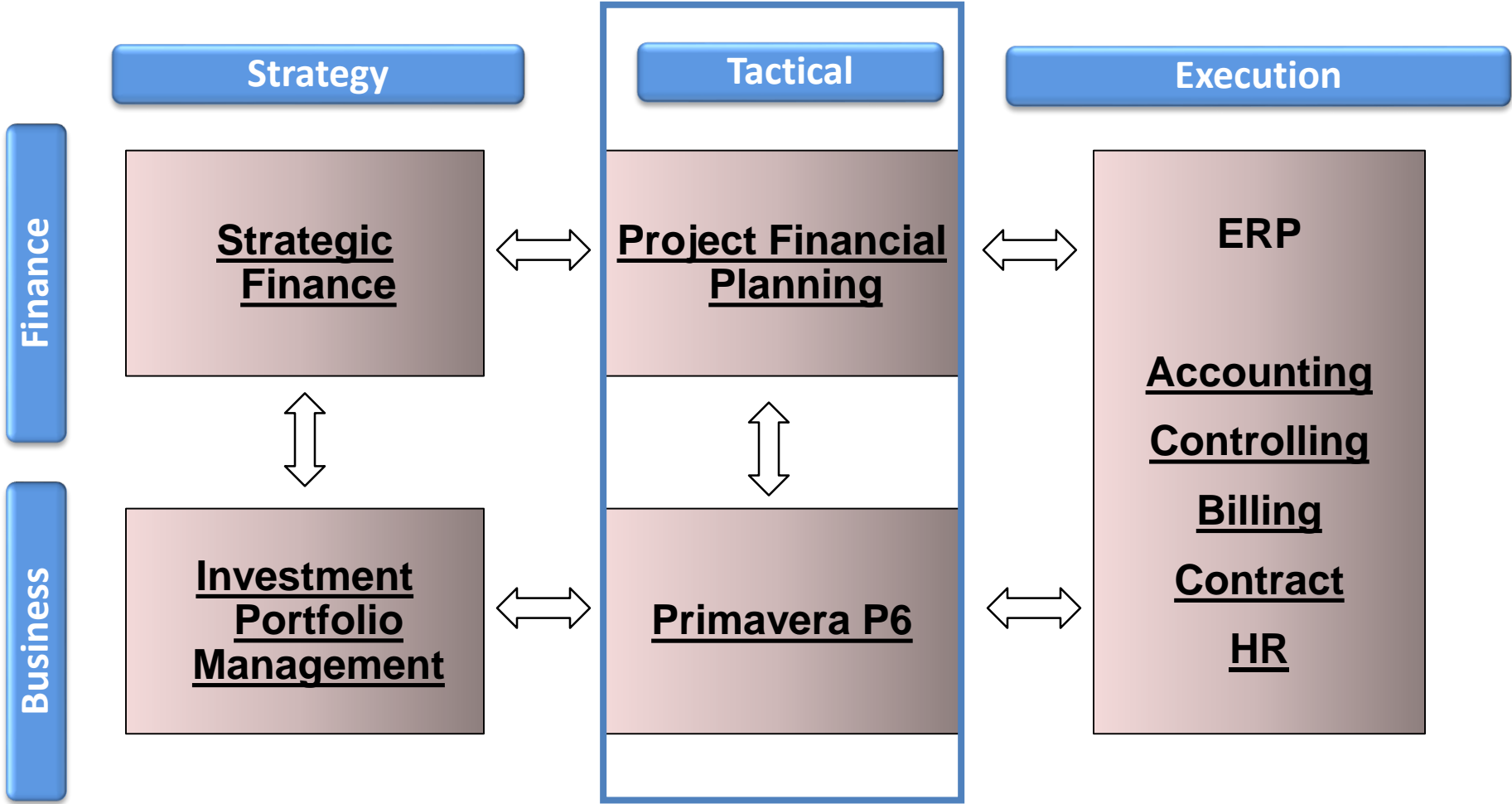
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Total Product												
Product Revenue	88,250,000	98,040,000		200,000	94,760,000	280,910,000	94,860,000	94,710,000	99,630,000	289,240,000	98,500,000	98,300,000
Margin %	55%	57%		57%	57%	57%	57%	57%	57%	57%	57%	57%
Volume	16,000	18,000		25,000	22,000	67,000	28,000	24,000	26,000	78,000	30,000	32,000
Avg Selling Price	500	480		480	480	480	470	475	480	475	500	500
Product Revenue	8,000,000	8,640,000		12,000,000	10,560,000	32,160,000	13,160,000	11,400,000	12,480,000	37,840,000	15,000,000	16,000,000
COGS %	45%	45%		45%	45%	45%	45%	45%	45%	45%	45%	45%
Cost of sales	3,600,000	3,456,000		4,600,000	4,224,000	12,864,000	5,264,000	4,560,000	4,992,000	14,916,000	6,000,000	6,400,000
Gross Profit	4,400,000	5,184,000		7,200,000	6,336,000	19,296,000	7,896,000	6,840,000	7,488,000	22,224,000	9,000,000	9,600,000
Margin %	55%	60%		60%	60%	60%	60%	60%	60%	60%	60%	60%
Volume	38,000	40,000		32,000	38,000	105,000	36,000	34,000	33,000	103,000	31,000	30,000
Avg Selling Price	500	500		450	500	483.33	500	575	600	575	500	500
Product Revenue	19,500,000	20,000,000		14,400,000	19,000,000	50,900,000	18,000,000	19,550,000	19,800,000	59,150,000	15,500,000	15,000,000
COGS %	50%	50%		50%	50%	50%	50%	50%	50%	50%	50%	50%
Cost of sales	9,750,000	10,000,000		7,200,000	9,500,000	25,450,000	9,000,000	9,775,000	9,900,000	29,575,000	7,750,000	7,500,000
Gross Profit	9,750,000	10,000,000		7,200,000	9,500,000	25,450,000	9,000,000	9,775,000	9,900,000	29,575,000	7,750,000	7,500,000
Margin %	50%	50%		50%	50%	50%	50%	50%	50%	50%	50%	50%
Volume	15,500	16,000		17,000	48,500	25,000	35,000	20,000	24,000	26,000	76,000	25,000
Avg Selling Price	200	200		200	200	200	200	200	200	200	200	200
Product Revenue	3,100,000	3,200,000		3,400,000	9,700,000	5,000,000	7,000,000	4,000,000	4,800,000	5,200,000	15,200,000	5,000,000
COGS %	55%	55%		55%	55%	55%	55%	55%	55%	55%	55%	55%
Cost of sales	1,705,000.00	1,760,000.00		1,870,000.00	5,335,000.00	2,750,000.00	3,850,000.00	2,200,000.00	2,640,000.00	2,860,000.00	8,360,000.00	2,750,000.00
Gross Profit	1,395,000.00	1,440,000.00		1,530,000.00	4,365,000.00	2,250,000.00	3,150,000.00	1,800,000.00	2,160,000.00	2,340,000.00	6,840,000.00	2,250,000.00

Smart Data Push

Instant Data Replication for Reporting

- Associate Data Map Rules to Forms
- Move Data on Form Save
- Option to associate relational data as part of move
- Move Data from BSO to ASO/BSO
- Supports metadata and approvals security
- Not supported where neither Account nor Period are present
- Benefits
 - Immediate update of full Planning data for reporting
 - Instant feedback loop for reporting and analysis

Project Financial Planning Framework



Integrations

- Project Financial Planning (PFP) and Primavera complement each other
 - Core Capabilities (P6)
 - Project Management & Scheduling
 - Resource Management
 - Project Execution & Progress Management
 - Core Capabilities (PFP)
 - Calculates Project Financial Impacts And Kpis
 - Revenue Planning Based On The Type Of Projects
 - Consolidates And Rolls Up Data And Shows Financial Impact At The Entity Level.
 - Out-of-the-box Approvals Process

Cloud Adoption is Accelerating

Finance Leaders

- Must develop agile planning and reporting processes to respond to the changing environment
- Connect operational planning with financial assumptions
- Leverage the cloud to widen influence with Line of Business

Oracle Planning & Budgeting Cloud Service (PBCS)



575+
Subscriptions
60+ Multiple



300 +
International
Subscriptions

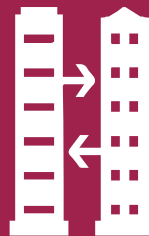


38,700+
End Users
and growing!



Cross
Industry

Financial Services, Higher
Ed, Consumer Goods,
Retail, Professional



70 + over
100 users

Largest #
of Users:
1500+



100+
Customers
Live

Launched Feb 2014

A man in a light blue button-down shirt is smiling and gesturing with his hands while talking to another man in a plaid shirt. They are sitting at a table with a laptop and a coffee cup. The background is a blurred office setting with other people working.

Enterprise

Planning and Budgeting
Cloud Service

ORACLE®

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Enterprise PBCS

Financials

Workforce

Capital

Project

PBCS

Oracle EPM Planning Cloud is the only solution on the market that strikes the perfect balance between end user flexibility and centralization

Product Themes

- **Pre-Built Planning Content** that can be incrementally enabled
- **Upgradable** while maintaining configurability
- **Empowering the End User** via configuration wizards

Financial Statement Planning

Four Modules in One!



- Highly configurable, driver-based planning
- Revenue & Cost of Goods Sold
- 'Flex Dimensions' such as Product, Market, Customer, etc



- Best-Practice, operating expense drivers delivered out-of-the-box
- Pre-built FR reports & dashboards
- Optional Integration with Workforce Planning & CapEx modules

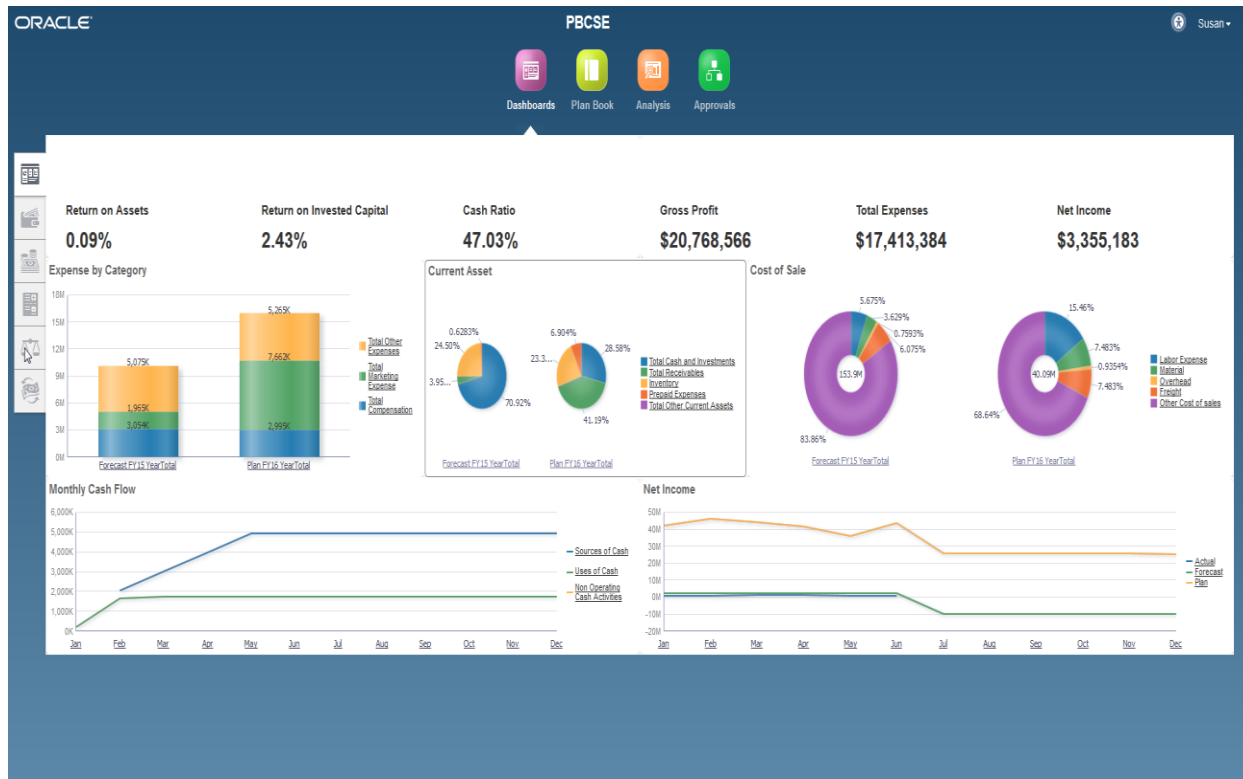


- Fully integrated Income Statement & Balance Sheet
- Pre-built FR reports & dashboards



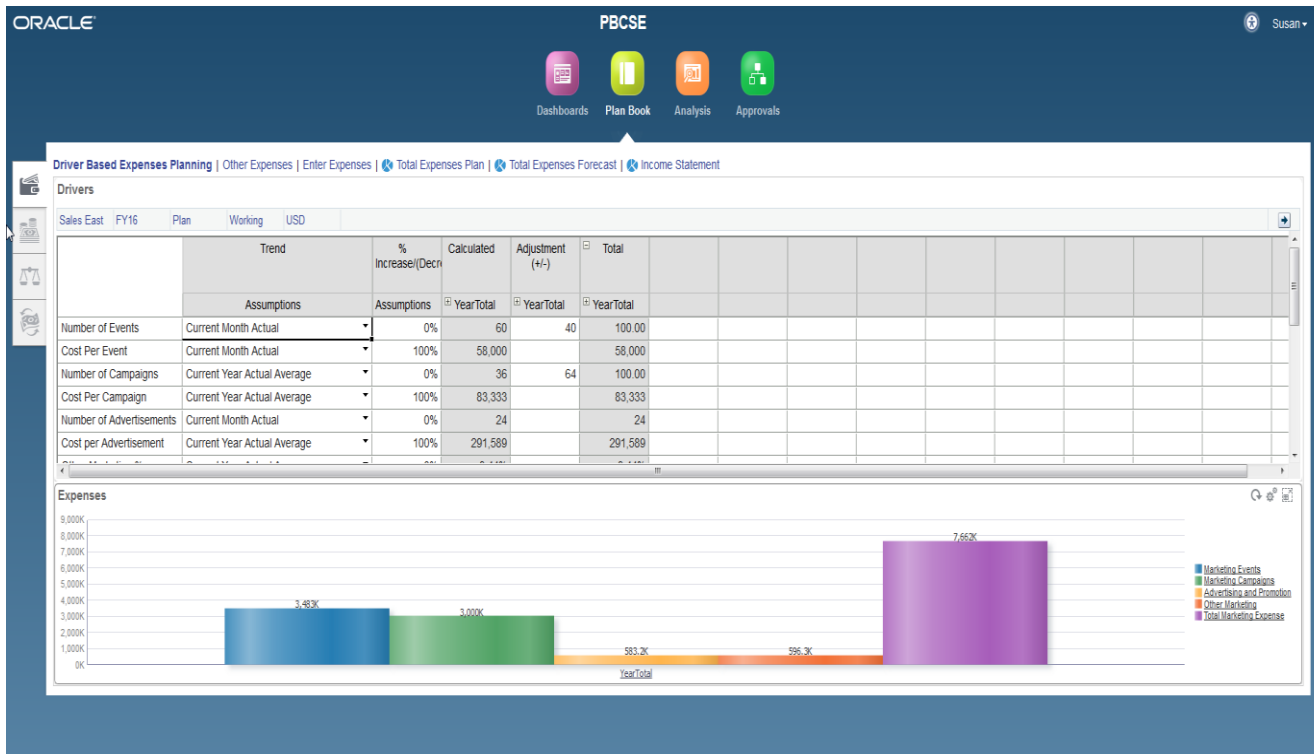
- Fully integrated Cashflow - focusing on Cash from Operations
- Support for both Direct & Indirect methods

Best Practice Planning Content Out-of-the-Box



- Out-of-box content
 - Drivers & KPIs
 - Calculations
 - Forms
 - Reports
 - Dashboards
- Best Practices built-in
- Configurable
- Automatically Upgraded by Oracle

Intuitive, Real-time User Experience



- Configurable 'Planbooks' with Excel-like experience
- Auto-calculate
- Auto-save
- Smooth tabbing
- Sandboxing

CY15-16 Roadmap

End User Functionality

- Driver Based Predictions

Integration

- FDMEE w / EPM Automate
- Cross App Login & Data Sync

Enterprise Readiness

- LDAP Integration / SAML 2.0
- IP Whitelisting / 2 factor

Eco-System Integration

- Oracle Social Network
- Cloud Marketplace

Enterprise Hosting

- Anti-Virus scans
- Disaster Recovery
- Full data Encryption at rest

▪ R12.0

Continued Innovation across all EPM Offerings

- **Financial Data Quality Management Enterprise Edition**

- Data sync between EPM applications
- Migration assistance from FDM to FDM EE

- **Data Relationship Management**

- Data Relationship Governance enhancements
- DRG approvals in EPM Mobile app
- DRM support for Planning and Budgeting Cloud Service

- **Profitability and Cost Management**

- New Ledger model type for expanded coverage of management reporting
- Parallel calculation improvements for performance
- Operational Transfer Pricing solution

- **Essbase**

- Enhanced parallel scripting
- Multi user scalability for concurrent query and calculation operations
- BSO/ASO hybrid aggregation mode
- In-memory enhancements



The new standard of Engineered Systems

Finance Leaders

- Companies with a strong shared services direction covering multiple applications
- Customers interested in minimizing reliance on IT
- Deployments that have not been upgraded in several years

Exalytics vs. Exalytics

SPARC vs. Linux or T vs. X

X series	T series
Linux	Solaris
60 core Intel	128 core SPARC
2TB RAM	4TB RAM
3.6GHz max speed	3.6GHz
2 IB, 4 10GBE, 2 16GB FC	4 IB, 4 10GBE, 4 8GB FC
2.4 TB Flash	6.4 TB Flash
Platform specific optimizations	



The Exalytics Engine – Continued Investment

Essbase

- Pure in-memory engine where calculation will no longer wait for I/O
- Support for unlimited types of applications by removing naming restrictions
- Out of the box financial intelligence transitioned from EAL
- Specializations: FIX PARALLEL, Post Load Processing, Cell Status, MDX performance improvements

Essbase

- In-Memory Aggregate Views for ASO
- Improved Resource management and CPU utilization
 - Thread management and thread based memory allocation
 - Fundamental improvement to Essbase infrastructure, will impact resource consumption, stability and performance.
- Continue investment in Hybrid mode with Hybrid Mode in Calc Scripts

On-Premise Applications remain strong

Finance Leaders

Modernize to survive

- Legacy applications that are highly customized and inflexible need to be modernized
- Require mobile access
- Require access to real-time data for decision making

Extend Parallel Scripting Options

FIXPARALLEL

- CALC PARALLEL should be your first choice, use FIX PARALLEL when you hit CALC PARALLEL limitations
- Execute any FIX blocks in parallel, overcomes restrictions of CALCPARALLEL
 - Give power of parallelism to the users when CALC Parallel cannot parallelize the scripts
 - Enables parallelism for DATAEXPORT, DATACOPY, scripts with variables and more
- FIXPARALLEL can often improve calculation times in key use cases:
 - CALCPARALLEL is forced to run in serial (shown in app log)
 - Usage of variables
 - DATACOPY, CLEARDATA, and DATAEXPORT only a slice of the database
 - Complex member/formula dependencies

Parallel Processing Performance with Exalytics

Based on Essbase 11.1.2.3.500 - Results in seconds

Customer	Baseline 11.1.2.3.500	“Commodity” 11.1.2.3.500	Exalytics 11.1.2.3.500	“Commodity” Gain	Exalytics Gain
Customer 1	4,035	2,322	987	42%	76%
Customer 2	28	28	26	0%	7%
Customer 3	93	93	92	0%	1%
Customer 4	132	107	78	19%	41%
Customer 5	5,275	2,185	1,159	59%	78%

Commodity = Exalytics server with HardwareAccelerationFlag turned off

MDX Improvements

- **Optimized AGGREGATE Function**
 - Significant performance improvements for totals at multi-level hierarchies
 - Improvement is based on the query and dimension depth
- **MDX Sub Select (not yet via OBI)**
 - Significant performance improvement for queries against large databases
 - The bigger the model, the (relatively) better it gets
- **MDX Optimization for Attributes**

Reduce BSO Fragmentation

- In-place block write
- Slows the fragmentation
 - Reduce, potentially eliminate, the need for restructure
 - Shorten maintenance window
- “Exalytics first” optimization

BSO/ASO Hybrid Aggregation Mode

- Combine the complexity of BSO models with ASO dynamic performance
- 100% backward compatible with the 100's of thousands BSO databases out there – Zero Learning curve
- Will change the way Essbase applications are built and used
- Initial release will handle only simple dynamic aggregation
 - This will continue to be a major area of investment for us

OBI / Essbase Integrated Infrastructure

Home

- Published Reporting
 - Report | Report Job | More ▾
- Actionable Intelligence
 - Agent | Action
- Performance Management
 - Scorecard | KPI | KPI Watchlist
- Marketing
 - Segment | Segment Tree | List Format

Browse/Manage...

- All Content ▾
- Oracle BI for MS Office
- Smart View for MS Office
- Financial Reporting Studio
- Essbase Studio Console
- Essbase Administrative Services Console
- Oracle BI Client Installer (32 bit)
- Oracle BI Client Installer (64 bit)
- Template Builder For Word (32 bit)
- Template Builder For Word (64 bit)
- Analyzer For Excel
- Download BI Desktop Tools ▾

Tool

ORACLE Enterprise Manager 11g Fusion Middleware Control

Farm ▾ Topology

coreapplication **Enterprise Manager**

Business Intelligence Instance ▾

Change Center: [Lock and Edit Configuration](#) [Restart to apply recent changes](#)

Overview Availability Capacity Management Diagnostics

Processes Failover

Oracle Business Intelligence 11g 11.1.1.7.0 - Step 7 of 14

Configure Components

- Oracle Business Intelligence
 - Business Intelligence Enterprise Edition
 - Business Intelligence Publisher
 - Real-Time Decisions
 - Essbase Suite

Install

Select the components to configure as part of the installation process.

Help < Back Next > Finish Cancel

Elapsed Time: 1m 40s

coreapplication **Enterprise Manager**

Business Intelligence Instance ▾

Change Center: [Lock and Edit Configuration](#) [Restart to apply recent changes](#)

Overview Availability Capacity Management Diagnostics

Processes

Start All Stop All Restart All Start Selected Stop Selected

Name	Status	Host
BI Presentation Services	↑	
coreapplication_obips1	↑	adc1140209.us.oracle.com
BI Servers	↑	
BI Schedulers	↑	
BI Cluster Controllers	↑	
BI JavaHosts	↑	

Edit Permission

*Permission Class oracle.security.jps.ResourcePermission

Resource Type oracle.essbase.server

Resource Name /EssbaseCluster-1

Permission Actions administrator

Security OK Cancel

coreapplication **Enterprise Manager**

Business Intelligence Instance ▾

Change Center: [Lock and Edit Configuration](#) [Restart to apply recent changes](#)

Overview Availability Capacity Management Diagnostics

Log Messages Log Configuration

Severity	Date/Time	Component	Message
Warning	Dec 7, 2012 11:26:51 AM GMT	OracleBIServerC	Warning: Clusterin
Warning	Dec 7, 2012 11:10:13 AM GMT	OBIPS	Populating app role
Warning	Dec 7, 2012 08:10:09 AM GMT	OBIPS	Populating app role
Warning	Dec 7, 2012 05:10:09 AM GMT	OBIPS	Populating app role
Warning	Dec 7, 2012 02:10:05 AM GMT	OBIPS	Populating app role

More recent warnings

View / Search Log Files

Search all the log files using the Log Viewer

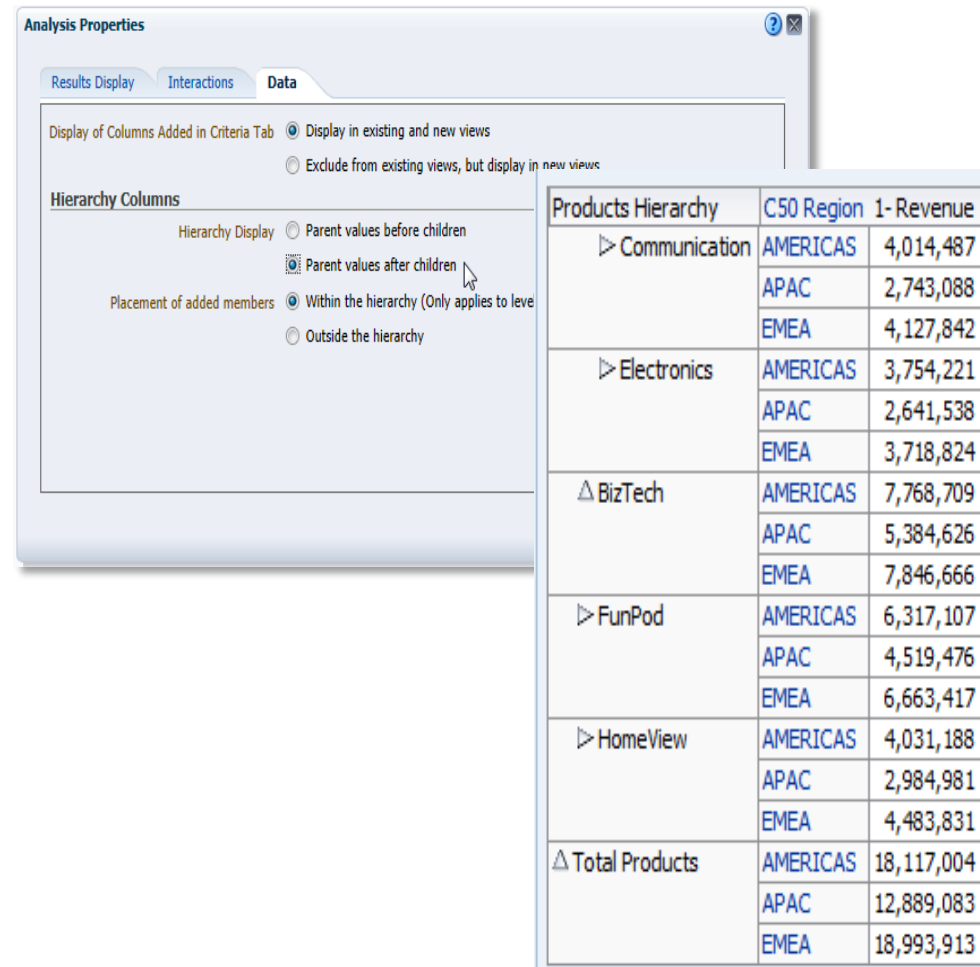
- Presentation Services Log
- Server Log
- Scheduler Log
- JavaHost Log
- Cluster Controller Log
- Essbase Log
- Action Services Log
- Security Services Log
- Administrator Services Log

Logging

BI UI Enhancement for Essbase

Parent Last Navigation

- Option to allow how hierarchies are displayed
- New property
 - Default is Parent before/above
 - Applies to all axis
 - Impacts all applicable views



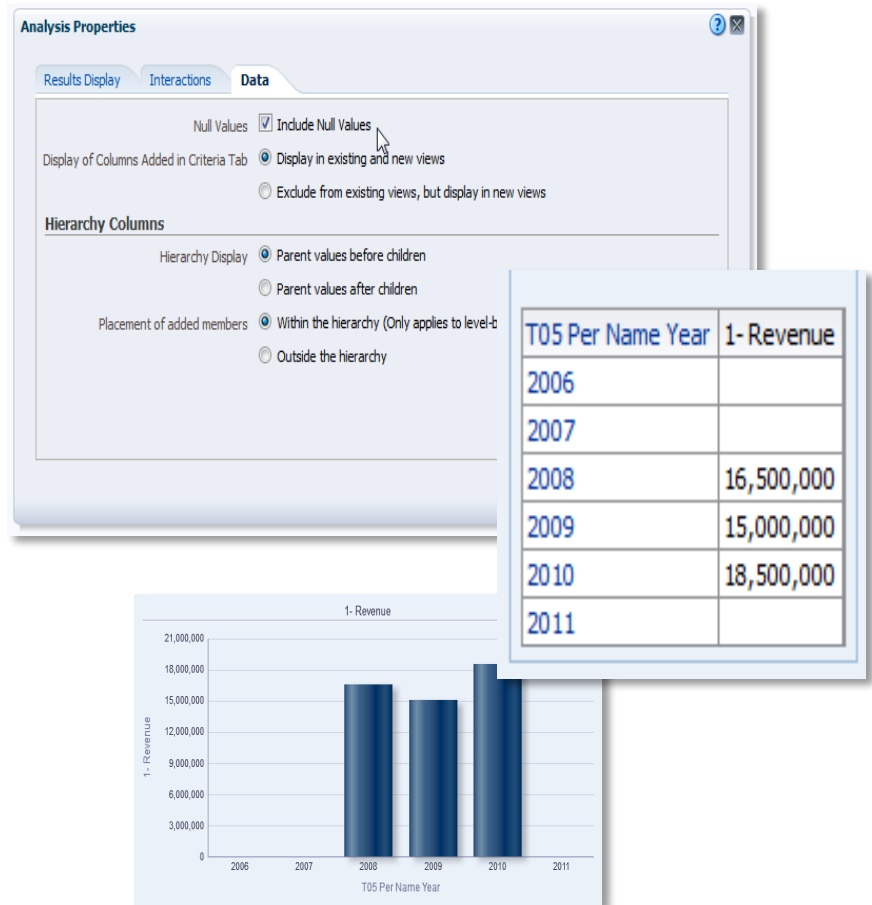
The screenshot shows the 'Analysis Properties' dialog box with the 'Data' tab selected. Under 'Hierarchy Columns', the 'Hierarchy Display' section has 'Parent values after children' selected. The 'Placement of added members' section has 'Within the hierarchy (Only applies to level)' selected. To the right, a table displays a hierarchy of products and regions with revenue values.

Products Hierarchy	C50 Region	1- Revenue
▶ Communication	AMERICAS	4,014,487
	APAC	2,743,088
	EMEA	4,127,842
▶ Electronics	AMERICAS	3,754,221
	APAC	2,641,538
	EMEA	3,718,824
△ BizTech	AMERICAS	7,768,709
	APAC	5,384,626
	EMEA	7,846,666
▶ FunPod	AMERICAS	6,317,107
	APAC	4,519,476
	EMEA	6,663,417
▶ HomeView	AMERICAS	4,031,188
	APAC	2,984,981
	EMEA	4,483,831
△ Total Products	AMERICAS	18,117,004
	APAC	12,889,083
	EMEA	18,993,913

BI UI Enhancement for Essbase

Null Suppression Options

- Controls whether nulls in rows/columns are suppressed in sparse data sets
 - Default is Suppress
 - Override at view-level
 - Applies to row, column edges
 - Impacts all applicable views



BI Publisher Enhancements

MDX Query Builder

- GUI for building MDX queries against Essbase
- Easily report against Essbase & Planning cubes without the need to introduce them into the RPD
- Combine data coming directly from Essbase on OBI dashboards
- Combine Essbase data with data from other sources in the same report
- Use BI Publisher for production style reporting against Essbase

The screenshot displays the BI Publisher MDX Query Builder interface. The main window shows a query configuration with the following settings:

- Columns:** Sales, Total Expenses, Margin, Profit
- Rows:** Region, Category
- Slicer/POV:** Year (Qtr4), Caffeinated (Caffeinated_True)
- Pages:** Gen2_Scenario

The MDX query is displayed as follows:

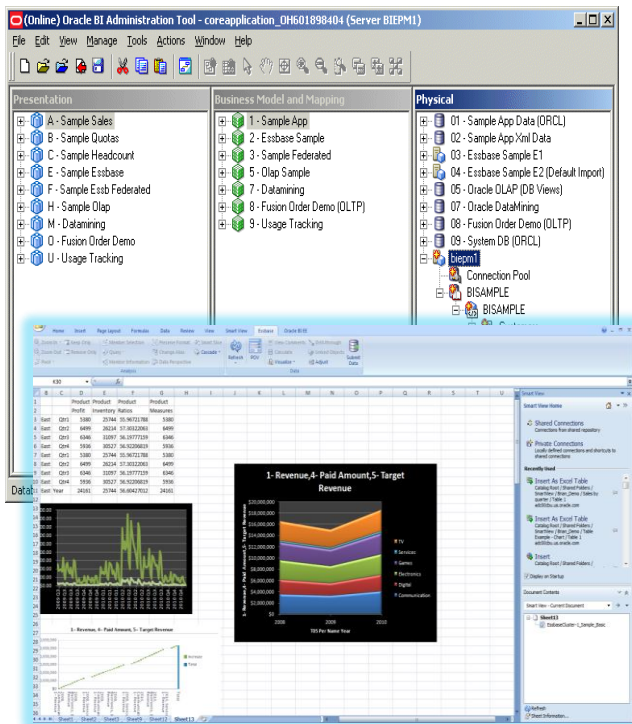
```
SELECT  
NON EMPTY ([Measures],[Sales],[Measures],[Total Expenses],[Measures],[Margin],[Measures],[Profit]) ON Axis(0),  
NON EMPTY CROSSJOIN(Hierarchize([Market],Generations(2),Members),Hierarchize([Product],Generations(2),Members))  
PROPERTIES MEMBER_ALIAS ON Axis(1), NON EMPTY [Scenario],Generations(2),Members ON Axis(2)  
FROM Sample.Basic  
WHERE ([Year],[Qtr4],[Caffeinated],[Caffeinated_True])
```

The data table shows the following results:

		Sales	Total Expenses	Margin	Profit
East	Colas	6,088.00	1,288.00	4,005.00	2,717.00
	Root Beer	2,916.00	1,775.00	1,381.00	-394.00
	Cream Soda	4,904.00	1,648.00	2,240.00	592.00
	Diet Drinks	1,868.00	521.00	1,078.00	557.00
West	Colas	5,638.00	2,060.00	2,942.00	882.00
	Root Beer	6,239.00	1,733.00	3,494.00	1,761.00
	Cream Soda	8,750.00	2,272.00	4,964.00	2,692.00
	Diet Drinks	8,999.00	2,795.00	4,782.00	1,987.00
South	Colas	4,013.00	966.00	2,178.00	1,212.00
	Root Beer	3,508.00	1,009.00	2,092.00	1,083.00
	Cream Soda	3,334.00	1,230.00	1,899.00	669.00
	Diet Drinks	4,450.00	1,324.00	2,491.00	1,167.00
Central	Colas	6,333.00	1,973.00	3,655.00	1,682.00
	Root Beer	6,993.00	1,635.00	3,906.00	2,271.00
	Cream Soda	8,034.00	2,076.00	4,526.00	2,450.00
	Diet Drinks	10,348.00	2,660.00	5,890.00	3,230.00

The interface also includes a context menu with options like 'Select Cube...', 'Set Alias Table', 'Clear Results', 'Auto Refresh', 'Show Empty Columns', 'Show Empty Rows', 'Show Query', 'Save MDX', and 'Cancel'. An 'Options' dialog box is open, showing 'Dimension Properties' for Columns, Rows, and Pages, with 'Member Alias' checked for Rows.

Integrations



- Essbase as an OBI data source
- Smartview as the standard Office integration technology
 - Mix BI, Essbase and EPM content on a single sheet, document or PowerPoint slide
 - Fully interactive Essbase content with dynamic BI views
- EPM Workspace Integration
 - Consume, Create and Edit BI content within Workspace: BI Catalog, BI Home, BI Interactive Dashboards
 - SSO enabled: Oracle BI can consume HSS token

Removal of Member Name Restrictions

Subject To Change

- Remove most of the naming restrictions for Essbase
 - Object name length
 - Reserved words
 - Restrictions on characters
- Initial support will be restricted to JAPI and data loaded from SQL sources
- Significant change in behavior! While it is a positive change, upgrading customers should test their deployments

Oracle is investing to extend the Lead in EPM

- Deliver the full range of EPM applications in the Cloud
- Innovate with new EPM applications
- Continue to extend the lead in existing applications
- Exploit Mobile and Social capabilities to attract new EPM users



Thank you!

