

Hyperion Focus 16

Introduction to Dodeca

Tim Tow, Oracle ACE Director
Founder and President
Applied OLAP, Inc

About the Speaker

- Oracle ACE Director
- Visionary and Development Lead - Dodeca
- Essbase Developer for 21 years
- Patent Holder
- Charter Microsoft Excel MVP
- Essbase and Excel Author
- ODTUG Board of Directors
- Blogger
- Former CPA
- Pilot, Rock Climber, Skier, Bike Commuter
- Usually a nice guy, but mostly...

About the Speaker



About Applied OLAP



APPLIED OLAP

Strategic Enterprise Spreadsheet Management Specialists

Essbase Visionaries
and
Essbase *Spreadsheet* Specialists



Dodeca[®]
**Spreadsheet
Management
System**



Dodeca Excel Add-In *for* **Essbase**

The Next Generation of a Classic

Dodeca Spreadsheet Management System



Dodeca[®]
**Spreadsheet
Management
System**

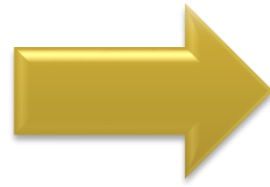
Why do Spreadsheets Need to be Managed?

- Users Love Them!
 - Why?
 - Familiar
 - Flexible
 - Ubiquitous

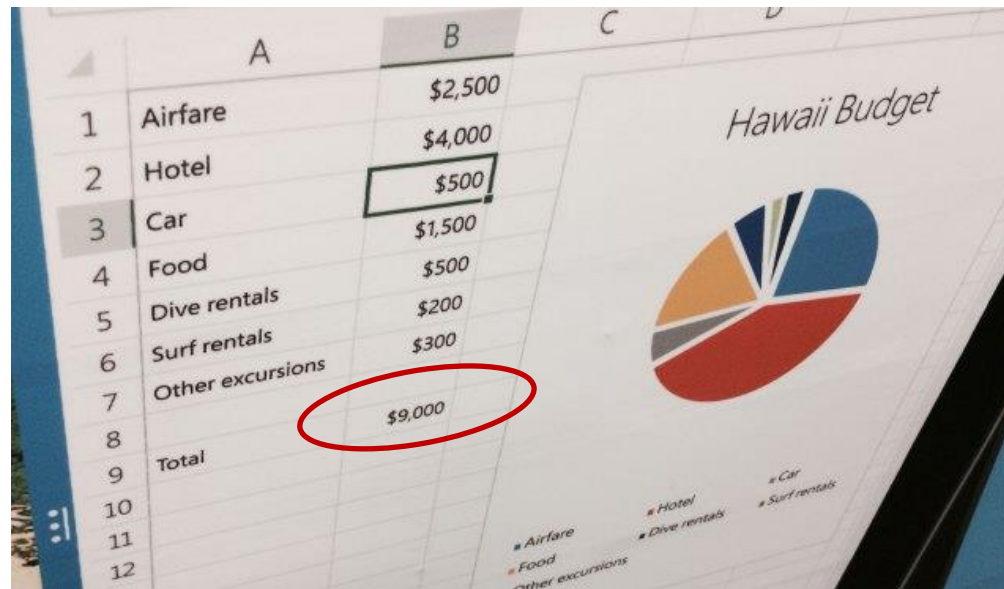


But IT and Internal Audit Hate Them!

- Why?
 - No standardization
 - No accountability
 - Varied user skill-sets



Increased Risk of Error



Ad for Microsoft Surface¹

¹ From the CFO.com article "Even Microsoft Needs Help Avoiding Spreadsheet Errors"

Dodeca Spreadsheet Management System

- Dodeca
 - Automates
 - Manages
 - Controls
- Customers use Dodeca for
 - Planning
 - Reporting
 - Analysis



Dodeca[®]
**Spreadsheet
Management
System**

Dodeca Spreadsheet Management System

- Dodeca Does It!
 - Makes Essbase Easy
 - Essbase Read/Write
 - SQL Read/Write
 - Drill-through to Everywhere
 - High-performance Essbase Ad-hoc
 - Commentary
 - Audit Logs



Dodeca Spreadsheet Management System

- Dodeca Customer Benefits



Increased Productivity
Increased Accountability
Increased Confidence



Decreased Risk of Error
Decreased Costs
Implementation
Hardware
Maintenance
Training

Dodeca Customers

WELLS
FARGO

SUPERVALU



verizonwireless

CHASE



SIMPLY
MARKET

Nestlé

HBO



FORESTAR

Schneider
Electric



Principal



ADDAX
PETROLEUM



Calix

Manulife Financial
For your future™

David Weekley Homes

BIG LOTS!

kraft foods
make today delicious

BIMBO BAKERIES USA



Ontario



GlaxoSmithKline



CROSSTEX



ROSEWOOD
PRIVATE INVESTMENTS

CANTOR
Pitagerald

BUENO
Taco Bueno

H-E-B
Here Everything's Better.™

telenet

SULLIVAN & CROMWELL LLP

Dodeca Customers - Wells Fargo

- Financial Services
 - 10,000+ Dodeca users
 - Applications
 - Monthly Outlook / Forecast
 - LOB Managerial Reporting
 - Central Finance
 - Wealth / Brokerage / Retirement
 - Wholesale
 - Technology Operations
 - Expenditure Authorization
 - Plan Transfer
 - Benefits
 - Significantly reduced maintenance costs
 - Gained Sarbanes-Oxley compliance for spreadsheet applications



Dodeca Spreadsheet Management System

Dodeca Reporting & Analysis Application

File Admin Layout Utilities Window Help

Comments Input/Report x Audit Log x Audit Log

Entity: CLB_LOB Days: Day5

1 Feb 2015 NIAT

2 Day5

	Feb Actual	Feb Estimate	Feb Opp	Feb Risks	Feb Forecast	Feb Plan
5 Net Interest Income	64,127	64,128	1,000	(1,500)	65,639	77,400
6 Direct Non-Interest Income	48,238	48,238		(1,750)	45,051	45,000
7 Indirect Non-Interest Income	3,601	3,601		(700)	1,458	2,700
8 Non-Interest Income	51,839	51,839		(2,450)	46,510	47,700
9 Total Revenue	115,966	115,966	2,100	(3,950)	112,148	125,200
10 Direct Non-Interest Expense	(26,069)	(26,069)	1,000	(1,000)	(25,380)	(23,700)
11 Indirect Non-Interest Expense	(40,184)	(40,184)	1,000	(1,000)	(42,291)	(43,200)
12 Non-Interest Expense	(66,252)	(66,252)	2,000	(2,000)	(67,671)	(66,900)
13 Pre-Tax Pre-Provision Income	49,714	49,714	4,100	(5,950)	(44,477)	58,200
14 Provision For Loan Losses	84	84	-	-	(18,031)	(4,000)
15 Net Income Before Taxes	49,797	49,797	4,100	(5,950)	26,447	54,200
16 Tax Adj	-	-	-	-	-	-
17 Calculated Taxes @38%	(18,923)	(18,923)	(1,558)	2,261	(10,050)	(20,600)
18 Total Taxes	(18,923)	(18,923)	(1,558)	2,261	(10,050)	(20,600)
19 Net Income After Taxes	30,874	30,874	2,542	(3,689)	16,397	33,600

22 **Comments: Feb Variance to Forecast**

	Comments: Feb Variance to Forecast	Comments:
23 Net Interest Income	Core loan balances lower than Jan and \$600MM worse than outlook with yields flat to Outlook. Lower deposit balances shift funding to higher cost S/T Borrowings.	Significantly lower loan yields than funding costs/deposit yields flat to
24 Direct Non-Interest Income	Large reduction in Feb (\$3.2MM) with recovery also offset by \$3.2MM loss on FX contracts for core loans. Other line items coming in weak as well (LCs, loan fees, Commercial Card).	Large reduction in Feb (\$3.2MM) with recovery also offset by \$3.2MM loss on FX contracts for core loans. Other line items coming in weak as well (LCs, loan fees, Commercial Card).
25 Indirect Non-Interest Income	Merchant Card Allocation	Merchant Card Allocation
26 Non-Interest Income		
27 Total Revenue		
28 Direct Non-Interest Expense	Increased ICP Bonus catch-up from January and higher legal	Increased ICP Bonus catch-up from

Entity

- COMWHL - COMMERCIAL AND
 - COMWHL_LOB - COMMERCIAL
 - ABL - ASSET BASED LENDING
 - AMG - ASSET MANAGEMENT
 - CLB - CORE LOAN BALANCE
 - CLB_LOB
 - CLB_OTH
 - CLB_RAS
 - INTLINS - INTERNATIONAL
 - WPGOFF - TOTAL EXT
 - COMWHL_OTH - COMMERCIAL
 - EASTNONWHL - NONWHL
 - SSG - SPECIAL SITUATION
 - RESWHL - RESIDENTIAL AND

Expand All Collapse All

Expand Branch Collapse Branch

Show Selection Member Tips On

Show Names Show Aliases Default

Find

Enter all (or start) of value

Select one of the following

Select

Ready Build completed

Dodeca Customers - Kroger

- Grocery Retailer
 - 25,000+ Dodeca users
 - CEO through Store Manager level
 - Applications
 - Tactical Operations
 - Store Reporting
 - Weekly Forecast
 - Merchandise Planning
 - Labor Planning
 - Benefits
 - Increased ROI on investment in Essbase
 - Reduced development and maintenance costs
 - Reduced cost and reduced risk in planning and reporting



“Dodeca is, hands down, the best solution for our users.”

Elizabeth Ferrell, Essbase Center of Excellence

Dodeca Customers - Kroger

Dodeca Corporate Classified System

File Admin Layout Essbase Utilities Window Help

Item Level Detail

K27 =IF(ISERROR(IF(OR(SUM(L27)>=1,AE27<VLOOKUP(INT(RIGHT(27.5)),Min.Start.Range.2),AE27<VLOOKUP(INT(RIGHT(27.5)),Max.Start.Range.2)),"I",""),""),IF(OR(SUM(L27)>=1,AE27<VLOOKUP(INT(RIGHT(27.5)),Min.Start.Range.2),AE27<VLOOKUP(INT(RIGHT(27.5)),

Corporate Classified System
Item Level Detail

Status: In Progress

Division: Division A
Ad Week: 2014 PD 08 WK 4 (32)
Classified Dept: Produce

Fiscal Week Projection Amounts: 45% from Ad Week 3 of 08 ; 55% from Ad Week 4 of 08

Classified Department Totals -->		Sales Budget:	Fiscal Week 4 of 08 Totals:		Projected Sales:	+/- 0
Primary Department Totals -->		Markup Budget:			Projected Markup:	- +/- 0 -%
Classified Department Totals -->		Sales Budget:	Ad Week 4 of 08 Totals:		Projected Sales:	+/- 0
Primary Department Totals -->		Markup Budget:			Projected Markup:	- +/- 0 -%

Comments:

Com	Sub-Com	UPC Number	UPC Description	Sta	Exc	Prm	Frht	Proj	Src	Proj	Src	RBP	Rtl	Src	Proj	Proj	Proj	Base	Base	Base	Case	Case	Lift	Mrkdn	Meat	
							Per	Units	Rtl	Cost	Rtl	Q/AMT	Q/AMT	Cost	Total	Total	MU \$	Units	Retail	Cost	Wgt	Pack	Fctr	Impct %	Mrkdn %	
593	59301	0007096900146	SPWD GARLIC BAG ORGANIC 3 OZ	A	--	--	119	--	1.99	C	1.08	C	1	1.99	R	237	129	108	45.73%	119	1.99	1.08	2.3	12	1	0.00%
593	59301	0007457483694	CHRN GINGER CHOPPED ORGNC 4.25 OZ	A	--	--	46	--	2.47	C	1.38	C	1	2.49	R	114	63	50	44.13%	46	2.49	1.38	0	12	1	0.00%
59301 GARLIC JAR ORGANIC				Proj Unit % Chng ->				132	<- Proj Cost % Chng				269	146	123	45.59%										
593	59302	0004525513996	MLS GRNDR SALT GRNC ORGNC 1.7 OZ	A	--	--	5	--	5.99	C	3.13	C	1	5.99	R	30	16	14	47.75%	5	5.99	3.13	5.7	12	1	0.00%
593	59302	0004525513997	MLS GRNDR SEA SALT ORGNC 2 OZ	A	--	--	5	--	5.99	C	3.13	C	1	5.99	R	30	16	14	47.75%	5	5.99	3.13	5.7	12	1	0.00%
593	59302	0004525513998	MLS GRNDR HERB PROV ORGNC 1 OZ	A	--	--	0	U	5.99	--	3.11	--	1	5.99	R	0	0	0	0.00%	1	5.99	3.11	5.7	12	1	0.00%
593	59302	0004525513999	MLS GRNDR ITALN SSN ORGNC 1.83 OZ	A	--	--	2	--	5.99	C	3.13	C	1	5.99	R	12	6	6	47.75%	2	5.99	2.98	5.7	12	1	0.00%
593	59302	0004525514000	MLS GRNDR CHILE SSN ORGNC 1.3 OZ	A	--	--	1	--	5.99	C	3.13	C	1	5.99	R	6	3	3	47.75%	1	5.99	3.13	5.7	12	1	0.00%
593	59302	0004525514001	MLS GRNDR PEPPERCRN ORGNC 1.7 OZ	A	--	--	5	--	5.99	C	3.13	C	1	5.99	R	30	16	14	47.75%	5	5.99	3.55	5.7	12	1	0.00%
593	59302	0007457483694	CHRN GINGER CHOPPED ORGNC 4.25 OZ	A	--	--	46	--	2.47	C	1.38	C	1	2.49	R	114	63	50	44.13%	46	2.49	1.38	0	12	1	0.00%
59302 SPICES & SEASONINGS ORGANIC				Proj Unit % Chng ->				64	<- Proj Cost % Chng				221	120	102	45.89%										
593	59303	0087520800002	GRMT GRD DILL 4 OZ	A	--	--	31	--	3.99	C	2.28	C	1	3.99	R	124	71	53	42.86%	31	3.99	2.28	0	6	1	0.00%
593	59303	0087520800003	GRMT GRD PARSLEY 4 OZ	A	--	--	15	--	3.99	C	2.28	C	1	3.99	R	60	34	26	42.86%	15	3.99	2.28	1.5	6	1	0.00%
593	59303	0087520800063	GRGR GRDN BASIL HERB BLND 4 OZ	A	--	--	181	--	3.99	C	2.28	C	--	--	--	722	413	310	42.86%	181	3.97	2.28	0	6	1	0.00%
593	59303	0087520800064	GRGR GARLIC BLEND 4 OZ	A	--	--	123	--	3.99	C	2.28	C	1	3.99	R	491	280	210	42.86%	123	3.98	2.28	0	6	1	0.00%
593	59303	0087520800065	GRGR CILNTRD HRB BLND 4 OZ	A	--	--	96	--	3.99	C	2.28	C	1	3.99	R	383	219	164	42.86%	96	3.97	2.28	1.5	6	1	0.00%
593	59303	0087520800066	GRGR GRD CHILI SPICE BLND 4 OZ	A	--	--	34	--	3.99	C	2.28	C	1	3.99	R	136	78	58	42.86%	34	3.99	2.27	0	6	1	0.00%
593	59303	0087520800067	GRGR LMNCRSS HRB BLND 4 OZ	A	--	--	51	--	3.81	C	2.28	C	1	3.99	R	194	116	78	40.16%	51	3.87	2.28	1.5	6	1	0.00%
593	59303	0087520800068	GRGR GINGR SPICE BLND 4 OZ	A	--	--	118	--	3.98	C	2.28	C	1	3.99	R	470	269	201	42.71%	118	3.91	2.27	0	6	1	0.00%
59303 HERBS SQUEEZE TUBE ORGANIC				Proj Unit % Chng ->				649	<- Proj Cost % Chng				2,579	1,480	1,099	42.63%										
593	98114	0004525511155	MELISSA S ELEPHANT GARLIC 3 OZ	A	--	--	3	--	2.99	C	1.82	C	1	2.99	R	9	5	4	39.13%	3	2.99	1.82	2.25	12	1	0.00%
593	98114	0004525512029	MLS GARLIC PEELED 6 OZ	A	--	--	546	--	2.99	C	1.79	C	1	2.99	R	1,633	977	655	40.13%	546	2.98	1.79	4.5	12	1	0.00%
593	98114	0007096900006	SPWD MINCED GARLIC 4.5 OZ	A	--	--	1,678	--	1.49	C	0.83	C	1	1.49	R	2,500	1,393	1,107	44.30%	1,678	1.49	0.83	6.75	24	1	0.00%
593	98114	0007096900008	SPWD CHPD GARLIC 4.5 OZ	A	--	--	380	--	1.49	C	0.83	C	1	1.49	R	566	315	251	44.30%	380	1.49	0.83	6.75	24	1	0.00%
593	98114	0007096900009	SPWD MINCED GARLIC 8 OZ	A	--	--	774	--	2.29	C	1.04	C	1	2.29	R	1,772	805	968	54.59%	774	2.29	1.12	0	12	1	0.00%
593	98114	0007096900102	SPWD MNCD GARLIC QLV OIL 4.5 OZ	A	--	--	234	--	1.99	C	1.00	C	1	1.99	R	466	234	232	49.75%	234	1.99	1	6.75	24	1	0.00%
593	98114	0007096900111	SPWD MINCED GARLIC 32 OZ	A	--	--	539	--	4.99	C	3.17	C	1	4.99	R	2,690	1,709	981	36.47%	539	4.99	3.17	24	12	1	0.00%

Ready

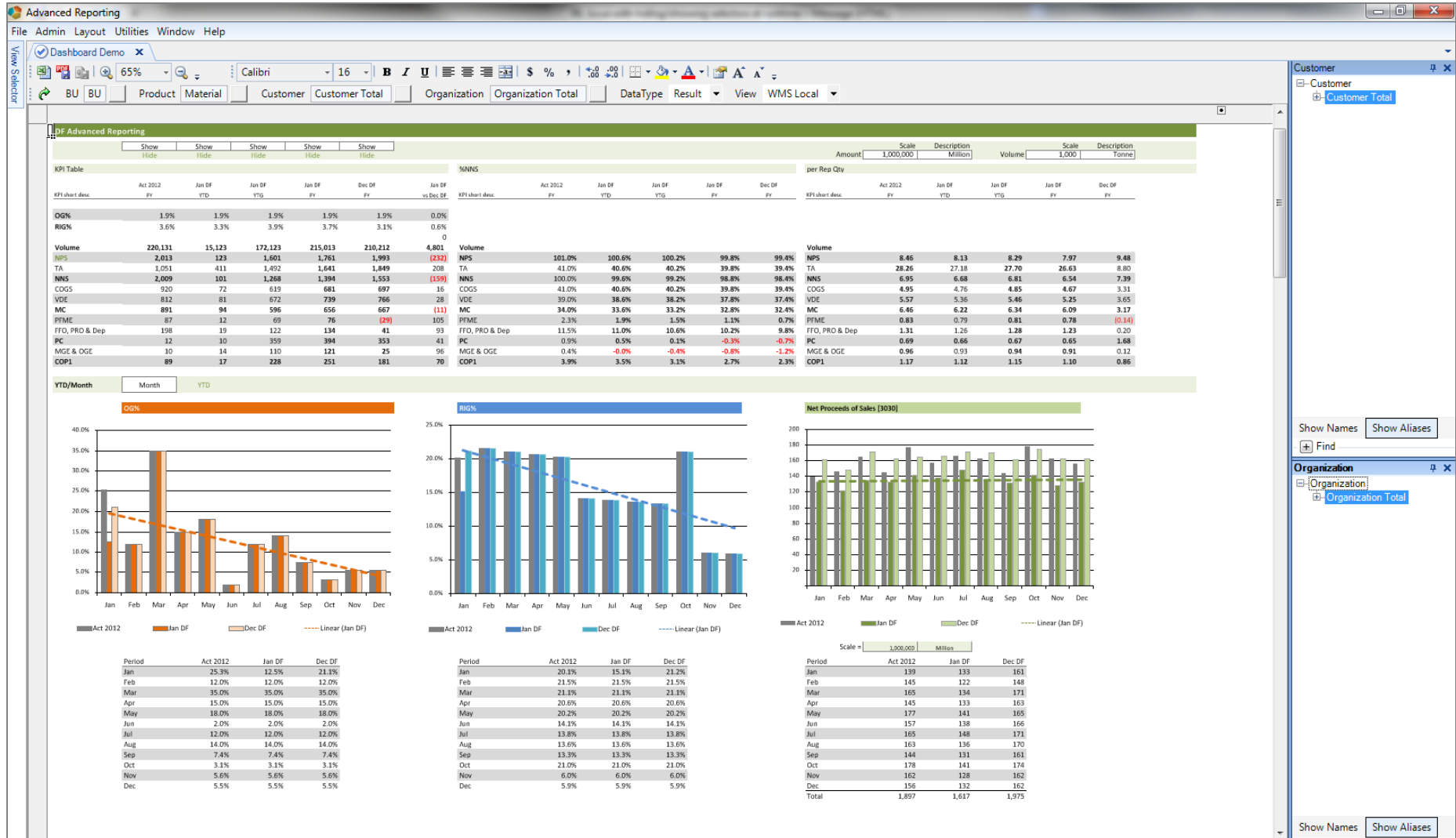
Build completed

Dodeca Customers - Nestle

- Food Products
 - 2,000+ Dodeca users
 - Applications
 - Dynamic Forecast
 - Benefits
 - Significantly reduced development costs
 - Replaced SAP application
 - Enables detailed planning for 250,000 SKU's
 - Extremely complex business rules
 - For the first time - Align planning for Corporate, Business Units, and Geographic Markets.

Nestlé

Dodeca Customers - Nestle



What Our Customers Say...

“With Dodeca we can build an application that fits our business requirements. We don’t have to change our business process to fit the limitations of the software.”

“Dodeca answers simply the questions that can’t be answered simply.” - Tony Banta,
SVP Manufacturing Operations Calix Networks

“If we think it, we can build it in Dodeca”
- *Essbase BI Manager, World’s Largest Bank*

“DODECA ROCKS!!!!”
- *Corporate Accounting,
Investment Management Firm*

“People don’t know what they are missing if they have Essbase and don’t have Dodeca.” - Nick Holmes,
*Financial Reporting Systems Manager,
Forestar Group*

“Luckily I had DODECA!
I produced reports for 250 entities in a few minutes. It was a breeze and I know it impressed management.”

- *Business Intelligence Manager, Financial Services Firm*

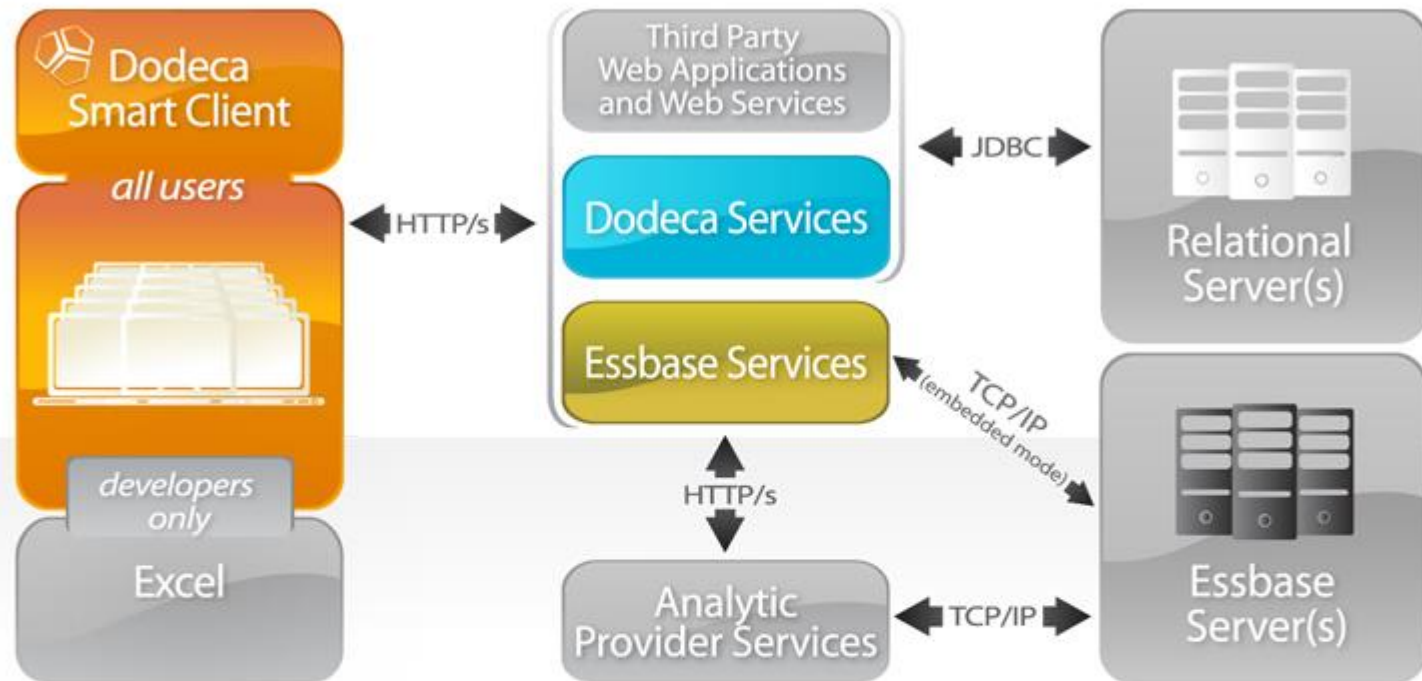
“Dodeca is hands down the best solution for our users” - Elizabeth Ferrell,
Essbase Center of Excellence, The Kroger Co.

“We reduced the number of input forms from 220 to 30, the number of Essbase cubes from 4 to 1, eliminated 70 calculation scripts, and enabled users to preview the impact of their local currency inputs in USD and four currency neutral versions before they hit submit!”

- *Director of Enterprise Financial Systems, Global Medical Device Company*

“I need to add Essbase to our arsenal, but can’t imagine doing that without also adding Dodeca”
- *CFO, International Law Firm*

Architected to Complement Oracle



Windows XP | Vista | 7 | 8 | 10
w/.NET Framework 2.0
Mac and Linux w/Wine

Client Tier

Java
Application Server

Middle Tier

Relational & Essbase
Server(s)

Data Tier

Live Demo!



Hyperion Focus 16

Thank you

For more information:

www.appliedolap.com

dodeca@appliedolap.com



Dodeca Excel Add-In for Essbase

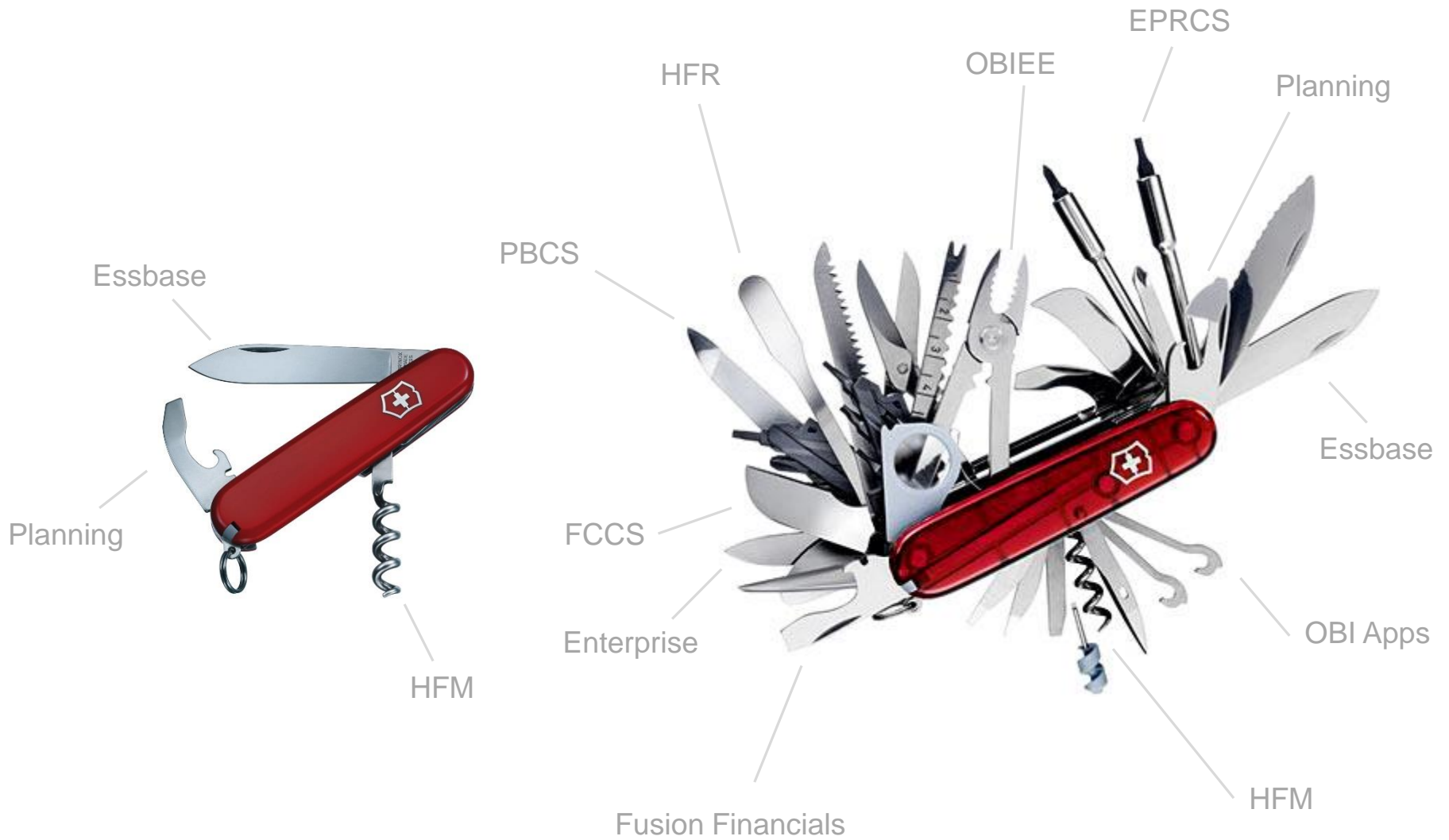


The Next Generation of a Classic

Why?

- Classic Excel Add-In is *loved* by Essbase users
 - Simplicity
 - Performance
- Smart View...
 - Not so much
 - Especially not by long-time Classic Add-In users
- Large investments in
 - Training
 - VBA

Why?



Why?

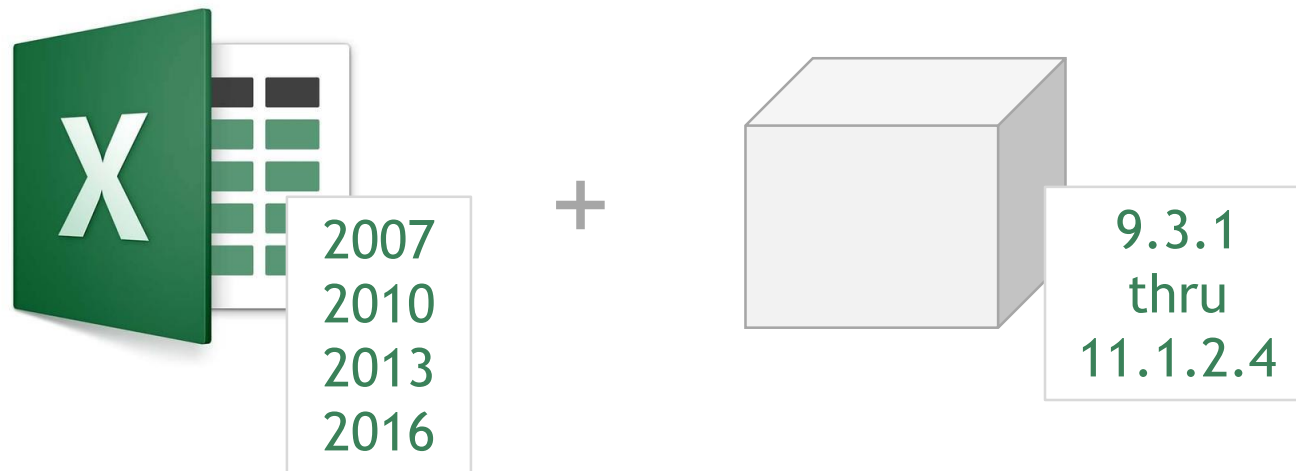


Why?

- Seamless Transition vs Migration
 - Low risk
 - Low cost
 - Low (or no) training
 - High user acceptance

What?

- Excel add-in using Microsoft .NET technology
 - Common Essbase functionalities
 - Common Essbase VBA functions
 - Built-in Essbase Ribbon
 - Web-based, *ClickOnce* deployment



What?

What's In?

Connect
Disconnect
Retrieve
Zoom In
Zoom Out
Pivot
Send
Essbase Options
Member Selection
Undo / Redo
LRO's
Unknown Member Explorer

What's Out?

Calculation Dialog
Cascades
Styles
Zoom and Fill
Currency Reporting
Query Designer

Live Demo!



Dodeca Excel Add-In *for* Essbase

The Next Generation of a Classic