

## Hyperion Focus 16

**Think you know the Planning and Budgeting  
Cloud Service? Here are 10 things you  
(probably) didn't know...**

Jorge Sousa

Senior Solution Consultant, Oracle

Kevin McCarthy

Sales Development Manager, Oracle



# Oracle's EPM Cloud Leadership<sup>+</sup>



**First Product Launched:**  
February 2014  
(6 to date)



**1,982**  
Subscriptions  
to date

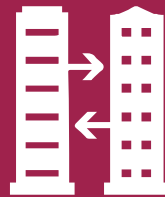


**104,681**  
End users and  
growing!



**Clients across industries**

Financial Services, Higher Ed,  
Consumer Goods, Retail, Services,  
High Tech, Public Sector



**Built on over 15 years of product innovation**



**Available and supported globally 24 X 7 X 365**

<sup>+</sup> As of 13 Sept 2016

# Select EPM Cloud Customer Examples



## Baxters Food Group Drives Efficiency in Expanding Food Manufacturing Business with Improved Forecasting, Planning, and Budgeting

Oracle Planning and Budgeting Cloud Service is the gold standard of cloud-based planning solutions. We wanted a rapidly deployable system to improve our planning systems and forecasting accuracy during a period of ambitious global expansion.

– Elaine McKechnie, Head of Group Management Information Systems, Baxters Food Group



## Baxters Food Group Drives Efficiency in Expanding Food Manufacturing Business with Improved Forecasting, Planning, and Budgeting

Oracle provides best-practice, out-of-the-box solutions for our manufacturing environment. With Oracle Planning and Budgeting Cloud Service, together with Oracle E-Business Suite and Oracle's analytics solutions, we have a very stable platform on which to grow our business.

– Elaine McKechnie, Head of Group Management Information Systems, Baxters Food Group



ORACLE

# 10 Things you (probably) didn't know...

1. Configurable Simplified User Interface (SUI)
2. Editable dashboards
3. Advanced data entry and modelling
4. Valid Intersections
5. Smart Forms
6. Simplified Currency
7. Smart Push
8. Predict on ASO
9. FDMEE Export to Cloud
10. Enterprise Planning & Budgeting Cloud Service (EPBCS)

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A man in a dark suit and tie is looking down at a tablet computer. The background is a blurred office setting with several large, white, semi-transparent circles of varying sizes scattered across it. The word "Demonstration" is overlaid in white text on the left side of the image.

# Demonstration

ORACLE

Welcome to the Vision planning system!

Click on **Tasks** to get started, where you'll find a budget timetable and budget assumptions.

System last updated with actuals: **03/04/16**

Click [here](#) for a short video on how to update your plan.

Thanks in advance for your participation and contribution!

Regards, Frank



Dashboards



Tasks



Plans



Rules



Approvals



Reports



Console



Settings



Academy



Navigator



Dashboards



Tasks



Plans



Trails



Approvals



Reports



Console



Settings



Academy



Navigator

Tasks: Operating Plan

Refresh

15 All	15 Incomplete	2 Today	0 Week	13 Future	0 Complete
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Type	Name	Start	End	Instructions
	Vision Company Overview			
	Planning Process			
	Review Actual vs Plan			
	Revenue Plan - Products		5/20/16	
	Revenue Plan - Services			
	Expense Drivers			
	Headcount and Salary Plan			
	Capital Expenditure Plan			



Dashboards



Tasks



Plans



Traces



Approvals



Reports



Console



Settings



Academy



Navigator

Tasks: Operating Plan

Refresh

15

All

15

Incomplete

2

Today

0

Week

13

Future

0

Complete

Type	Name	Start	End	Instructions
	<a href="#">Revenue Plan - Products</a>		5/20/16	
	<a href="#">Other Operating Expenses</a>		5/23/16	

### Other Operating Expenses

Save Refresh Actions Complete Previous Next Close

Year: FY15 Scenario: Plan Entity: CEO Office Version: Working  
 Working My Sandbox

Data Adhoc Format

	Jan	Feb	Mar	Q1	Apr	May	Jun	Q2	Jul	Aug
7110: Advertising	5,667	5,667	5,667	17,000						
7120: Public Relations	6,667	6,667	6,667	20,000						
7410: Utilities	36,231	34,629	26,513	97,373.03	39,287	35,982	28,339	103,608	38,327	36,221
7420: Rent Expense	34,286	32,774	25,133	92,193	37,256	34,016	26,783	98,055	36,291	34,251
7430: Property Tax and Insurance										
7440: Cleaning and Maintenance										
7450: Telephone Expenses	21,113	20,184	15,449	56,746	22,883	20,916	16,431	60,231	22,404	21,151
7460: Office Supplies										
7510: Postage	6,646	6,346	4,860	17,852	7,202	6,558	5,129	18,889	6,960	6,551
7530: Equipment Expense										
7003: Total Office Expenses	12,333	12,333	12,333	37,000	106,626	97,473	76,663	280,764	103,981	96,181
7610: Accounting and Tax Services										
7615: Secretarial Services	667	667	667	2,000						
7620: Legal Services										
7625: Technical Services										
7004: Total Facility Services Expenses	667	667	667	2,000						

**Edit**

Details

Supporting Detail

**Action**

Adjust Spread

Allocate Lock

Undo Print

**Filter**

Keep Exclude None

= value

**Sort**

None

Ignore Hierarchy

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- Analyze
- New Ad Hoc Grid
- Business Rules
- Smart Push Details
- Grid Validation Messages
- Sandbox
  - Publish
  - Delete
- Clear Formatting

Action

Adjust Spread

Allocate Lock

Undo Print

Filter

Keep Exclude None

= value

Sort

None

Ignore Hierarchy



## 7. Smart Push

- Alternative to @XREF and @XWRITE
- Push comments, attachments, and supporting detail to multiple cubes
- You can push application data from:
  - BSO to ASO (e.g. Reporting)
  - BSO to BSO
- Run on Save or manually synchronise

Revenue Assumptions by Channel


Product	Q1	Q2	Q3	Q4	YTD
Product 1	500	450	550	400	1,900
Product 2	750	600	800	900	2,050
Product 3	300	350	400	450	1,500
Product 4	1,000	1,200	1,100	1,300	4,600
Product 5	800	700	900	600	3,000
Product 6	200	250	300	350	1,100
Product 7	150	180	220	280	830

Form and Ad Hoc Grid Management

Composite Form: Revenue Plan by Channel

Properties | Layout | Business Rules | **Smart Push**

Run Smart Push In Background

View ▾  Detach

Select	Details
<input checked="" type="checkbox"/>	Smart Push Details<Revenue Assumptions by Channel>



## 8. Predict on ASO

- Can now be used with:
  - Ad hoc grids
  - Reports and Smart Queries
  - Sandboxes
- Quick Predict
- New forecasting techniques:
  - Damped Trend Smoothing
  - Nonseasonal
  - Damped Trend Additive Seasonal
  - Damped Trend Multiplicative Seasonal



# 9. FDMEE Export to Cloud

Oracle EBS,  
PeopleSoft, JDE, Fusion  
APPS, SAP R/3

Data Warehouse  
Data Mart

Other  
Systems

File  
Excel



Requires  
EPM A

Target Application

Target Application Summary

View Add Delete Detach Refresh Metadata Refresh Members

Status	Name	Type
✓	IC	Planning
✓	ACur1-Cur1	Essbase
✓	ANCOMMA	Financial Management
✓	ANHFME1	Financial Management
✓	AVision-VisASO	Essbase
✓	Cur1	Planning
✓	CustApp1	Custom Application

1

EPM Cloud Credentials

\* URL

\* User Name

\* Password

\* Domain

OK Cancel

Requires FDMEE  
on-prem to PBCS.

Drill through  
data management without on-prem FDMEE

PBCS, EPBCS,  
x S, etc.

FDMEE

Pod-2-Pod

File

# Enterprise Planning & Budgeting Cloud



Financials



Workforce



Capital



Projects

PBCS

The Oracle Enterprise Planning & Budgeting Cloud is the only solution on the market that strikes the perfect balance between end user flexibility and **centralised** curation

## Value Out-of-the-Box

- **Best-Practice Planning** that can be easily deployed in consumable increments
- **Upgradable** while maintaining configurability
- **Empowering the End User** via configuration wizards

# Expense vs. Headcount/Skills Planning



## Compensation Planning

- Traditional planning of compensation expense
- Typically a 1-2 year planning horizon
- Driven by Corporate Finance
- Manages one the largest expense items on the Income Statement



## Strategic Workforce Planning (SWP)

- Planning the right skill, at the right time, at the right place
- Both short and long-term planning horizons
- Driven by HR
- Aligns corporate long-term strategy and expense planning with HR's execution on hiring and training

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## Thank you

