

Hyperion Focus 16

MIXING IT UP

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Infratects



I N F R A T E C T S

MIXING IT UP

CLOUD AND ON-PREMISE

TOP DEFINITION

Mix it up

To do something **fun/entertaining** and/or **exciting**.



About me

- Live in the Netherlands
- 19 years active in IT
- 11 years with Hyperion
- Global Lead Business Operations



CLOUD is the next BIG Partner Opportunity ...

Cloud BI is already entering your Client's organizations

30% of organizations have considered a cloud BI deployment over the last 5 years.

46% of organizations will have considered a cloud BI deployment by 2015.

Gartner[®]

INFRATECTS



... Avoiding the next Extinction Event ...



I N F R A T E C T S

Quick Introduction

About Infratects?

Focus

We focus on the full life cycle of your EPM environment.

Covering all aspects from product selection to running and supporting the platform

Locations

1. Netherlands - Utrecht
2. UK – London/Stockport
3. Spain – Málaga
4. USA – Frisco Dallas
5. Finland - Espoo
6. Australia - Perth

Vision

Striving to be globally recognized as the best supplier of EPM services

What does Infratects do?

Consulting

- + 45 EPM Specialists
- +100 engagements per year
- Specialized in Infra
- Functional team covering all Hyperion and Tagetik components

Support

- 30 support and application management contracts
- Support aligned to EPM and the reporting calendars
- 24x7 Support

Hosting

- Hosting 20 Hyperion environments
- Infratects Cloud and Dedicated Hosting
- Combined annual revenue of hosting customers >£68 billion

Sharing is KEY

Oracle Aces



John Goodwin



Francisco Amores



Infratects Blogs

Fishing with FDMEE

fishingwithfdmee.blogspot.com

More to life...

john-goodwin.blogspot.com

The Finnish Hyperion Guy

hyperionfinn.blogspot.com

What if the world is a prototype?

christian-hoekstra.blogspot.com

Events

- **Speak at all major events**
 - KSCOPE
 - Hyperion Focus
 - Collaborate
 - Hyperion SIG
 - Various OUG
- **Joined events with Oracle**
- **Infratects Top Gun**

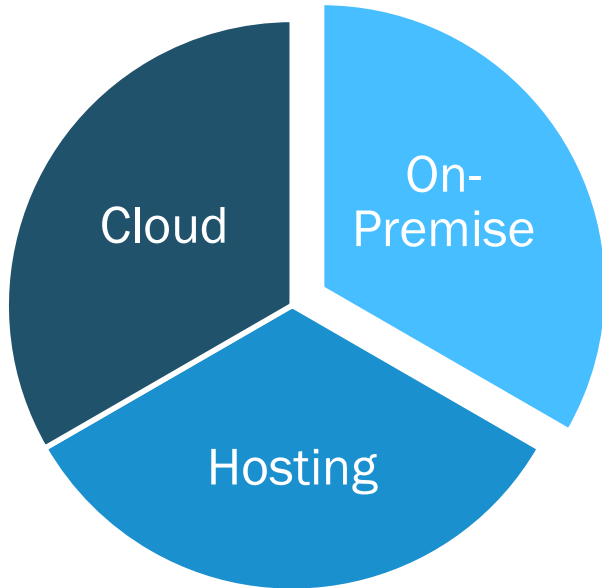
Agenda

- Ingredients for a good mix
- Oracle EPM specific ingredients
- Considerations
- Market development

Before we Mix things up

I N F R A T E C T S

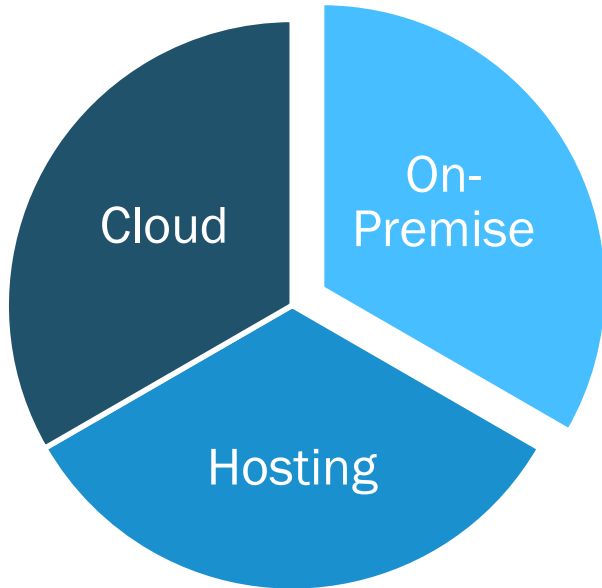
Ingredients for a good mix



On-Premise

- Internal or Third Party Datacentre
- Dedicated infrastructure
- Internal connectivity
- Custom Design
- Custom application deployment
- Patching on request
- Contract with internal IT

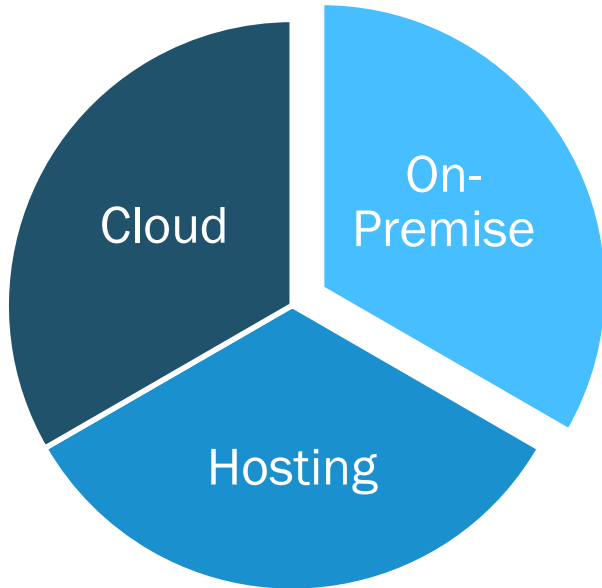
Ingredients for a good mix



Hosting

- Third Party Datacentre
- Shared or dedicated infrastructure
- Private or internal connectivity
- Custom design
- Custom application deployment
- Patching on request
- 1 to 3 year contracts

Ingredients for a good mix



Cloud

- Third Party Datacentre
- Shared infrastructure
- Shared or private connectivity
- Design per available building blocks
- Applications pre-installed
- Fixed patch routine
- Subscription or Pay per Use

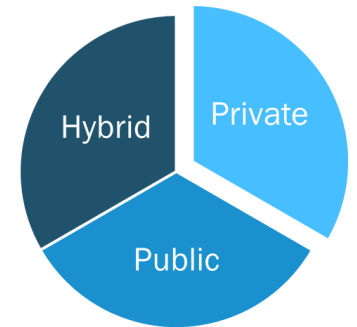
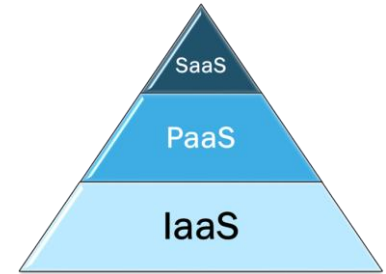
Cloud Models

Service Models

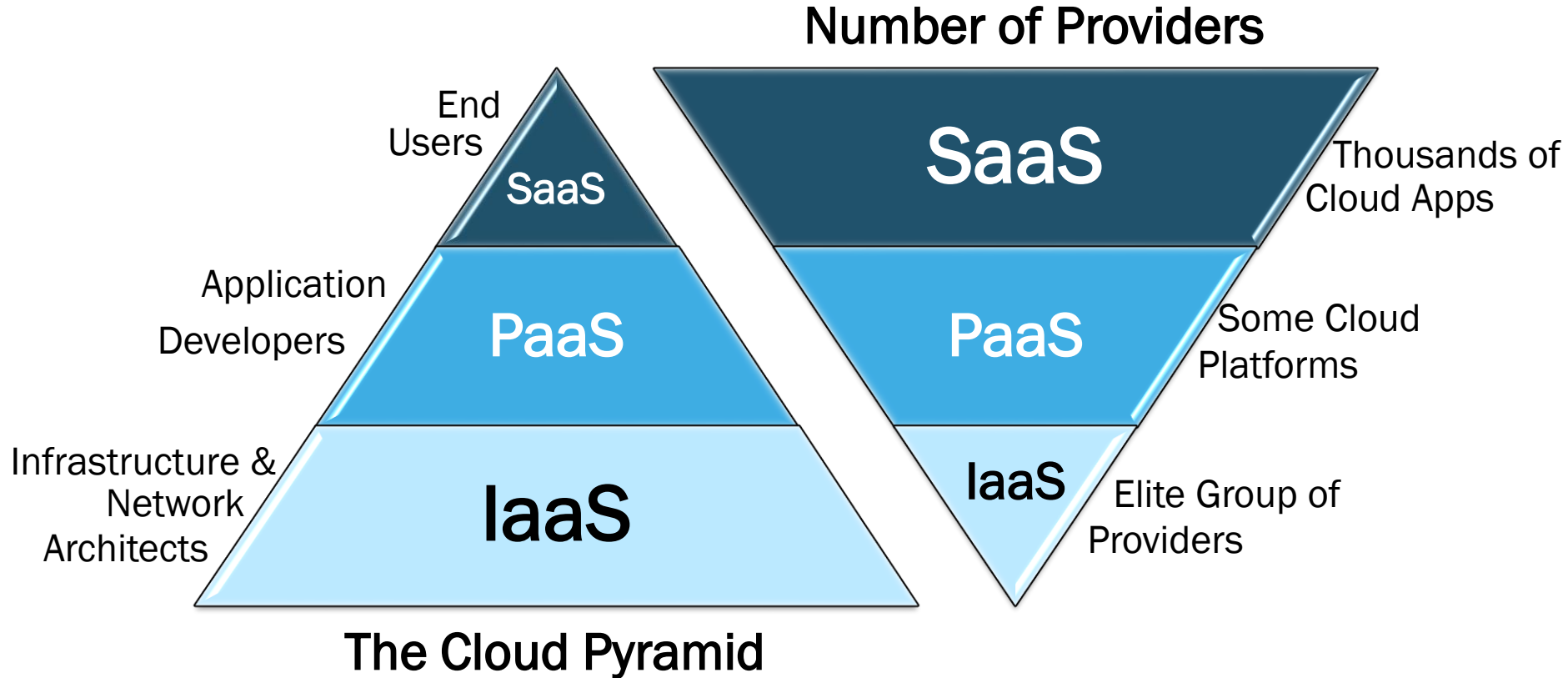
- IaaS
- PaaS
- SaaS

Deployment Models

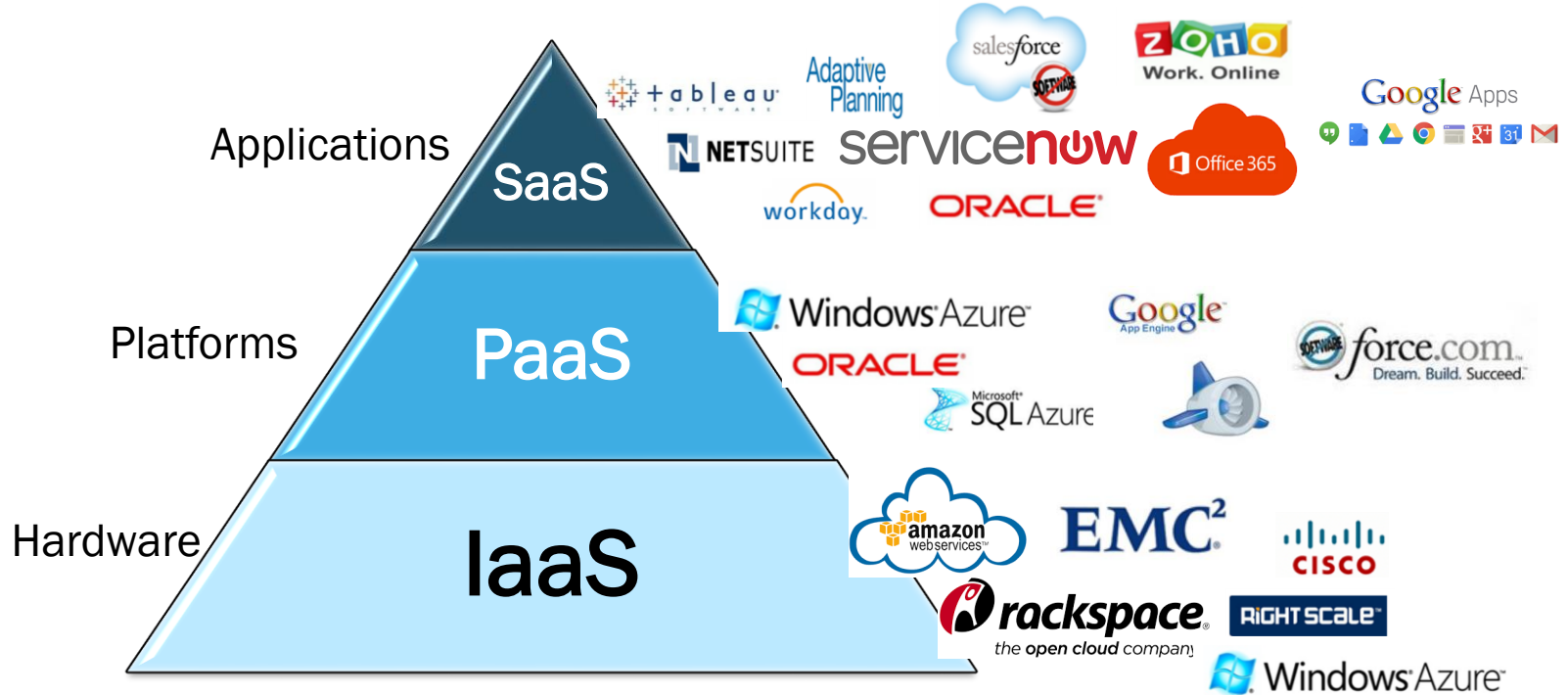
- Public
- Private
- Hybrid



Service Models

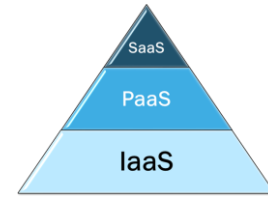
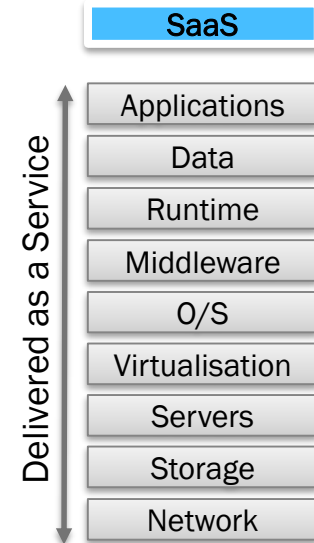
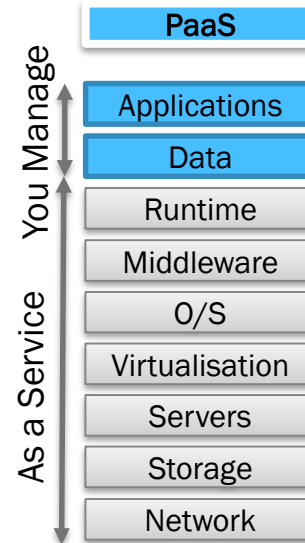
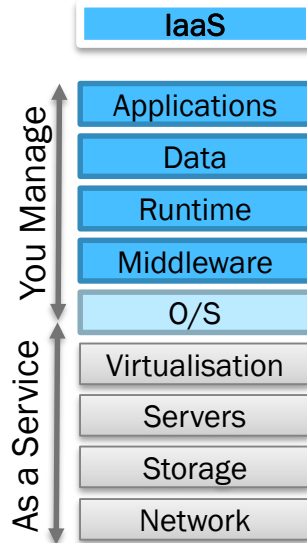
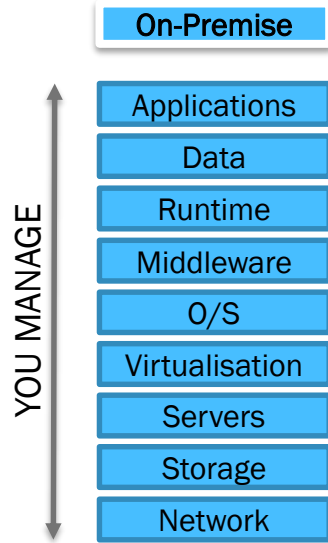


Service Models

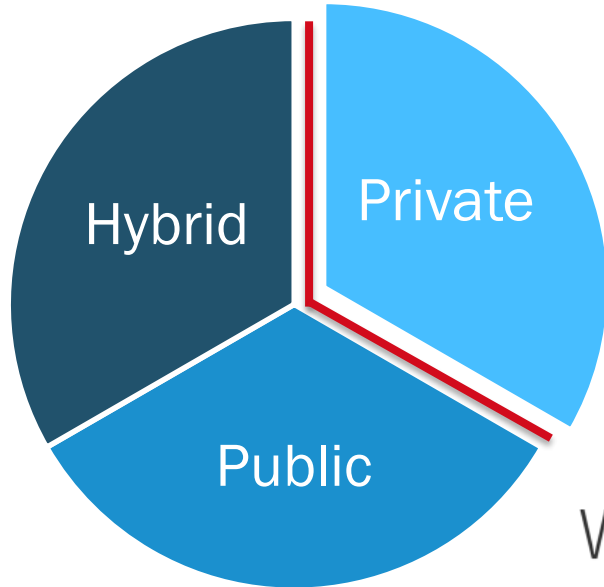


The Cloud Pyramid

Who Supports it



Deployment Models



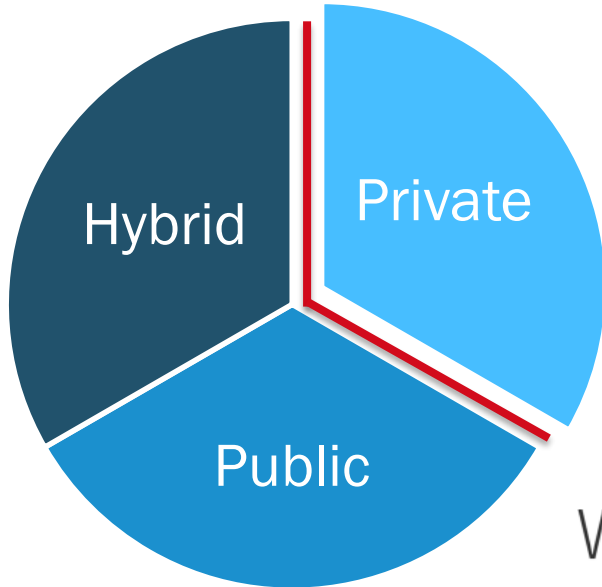
Private

- Private cloud is cloud infrastructure operated solely for a single organization

What is Native Hybrid Cloud?

Native Hybrid Cloud is a fully turnkey Pivotal Cloud Foundry developer platform that's ready to use in hybrid operating models in as little as two days. Based on best-in-class [Platform-as-a-Service](#) and [Infrastructure-as-a-Service](#) technologies, Native Hybrid Cloud can give you the speed you need to transform your business into a software-driven enterprise.

Deployment Models



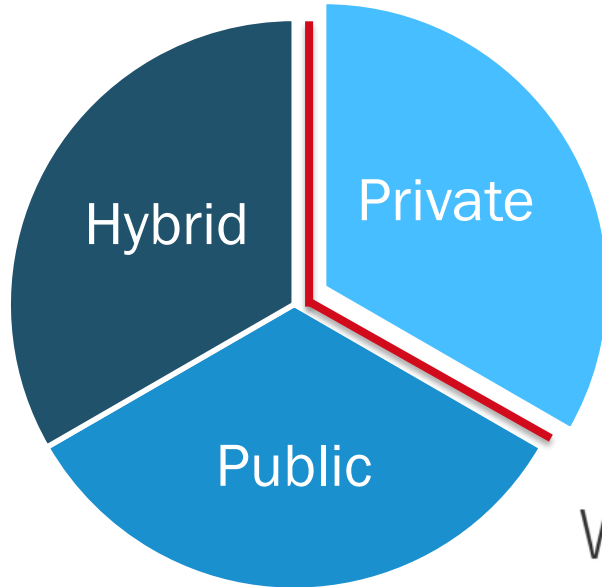
Public

- A cloud is called a "public cloud" when the services are rendered over a network that is open for public use.

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Deployment Models



Hybrid

- Hybrid cloud is a composition of two or more clouds (private or public) that remain distinct entities but are bound together.

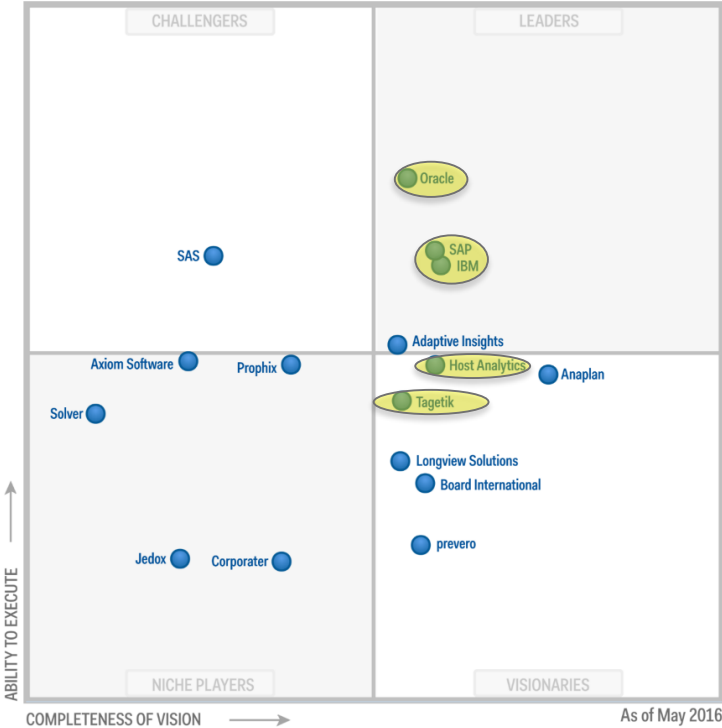
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Cloud and EPM developments

Cloud Vision of Gartner Leaders

SCPM



FCPM



Source: Gartner (May 2016)

Cloud Vision of Gartner Leaders

Tagetik

- Tagetik offers On-Premise, Hosting via Partners and offers Cloud
- Cloud offering is same solution as on premise
- Cloud is hosted by Tagetik with AWS or Azure if requested
- Scores high satisfaction
- Strong presence in Europe

SAP

- On-Premise only
- No Cloud offering available yet
- Requires strong knowledge for deployment and configuration
- Lower satisfaction rating

IBM

- IBM TM1 strong implementation references
- IBM Controller never achieved significant market presence
- No Cloud references for Gartner review
- Requires strong knowledge for deployment and configuration
- Average satisfaction score

Cloud Vision of Gartner Leaders

Host Analytics

- Strong Cloud presence and Focus
- Pure Cloud play no availability for On-Premise
- Customers with smaller user base (in survey only 9% had more than 200 users)
- Scores high satisfaction
- Strong presence in North America

Oracle

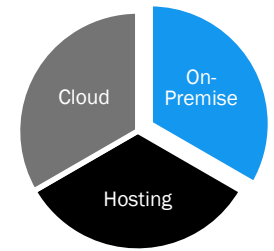
- Gartner Leader for long time
- Biggest market share
- Strong On-Premise and Cloud offering
- Cloud applications are not the same as On-Premise
- Low satisfaction score

Let's focus on Oracle EPM



- Oracle On-Premise
- OMCS
- Oracle Cloud

What flavours does Oracle offer?



On-Premise

- Full Oracle EPM Suite
- You host – You decide
- Versions and Patches
- How many environments
 - DTAP / DR
- You manage and take responsibility

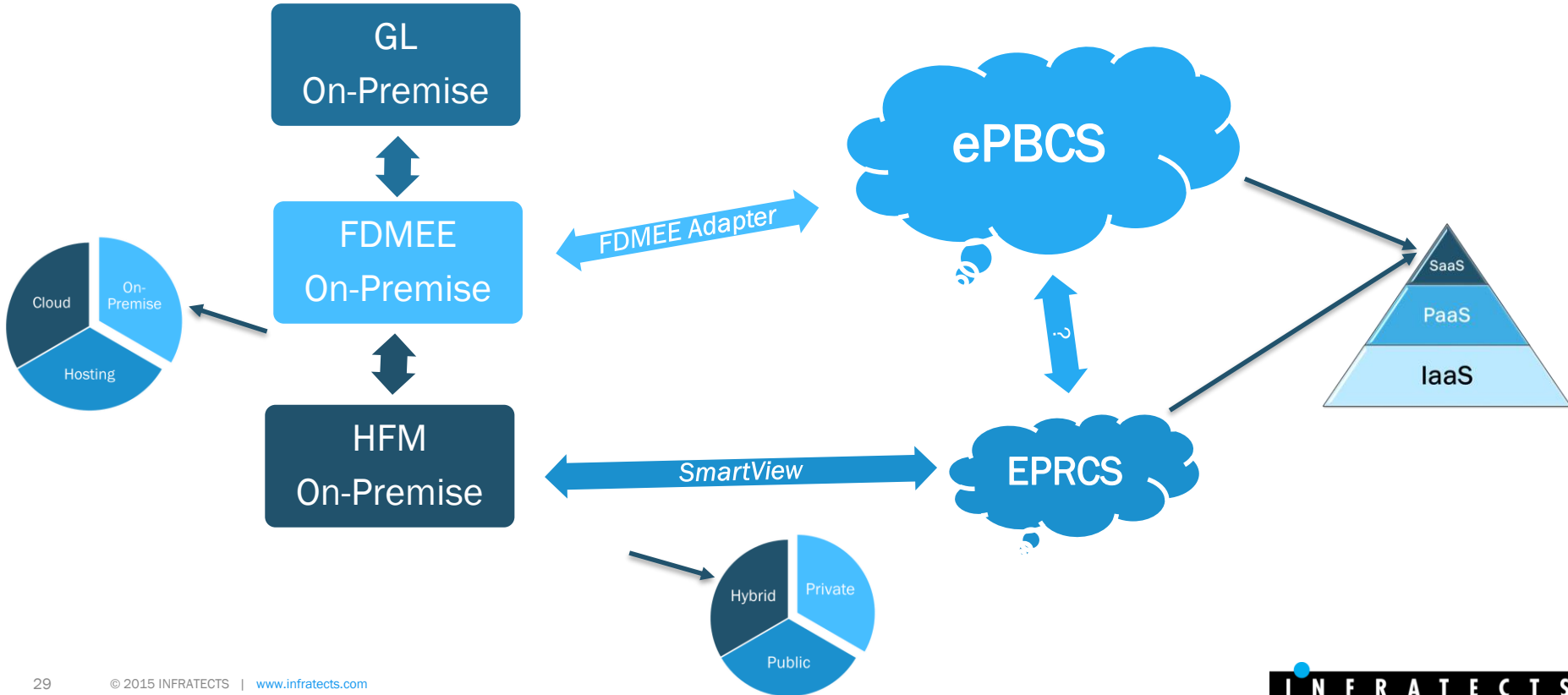
OMCS

- Oracle Managed Cloud Services
 - AKA Hyperion On-Demand
- Full Oracle EPM Suite
- Versions and Patches
- How many environments
 - DTAP / DR
- Oracle manages and has responsibility

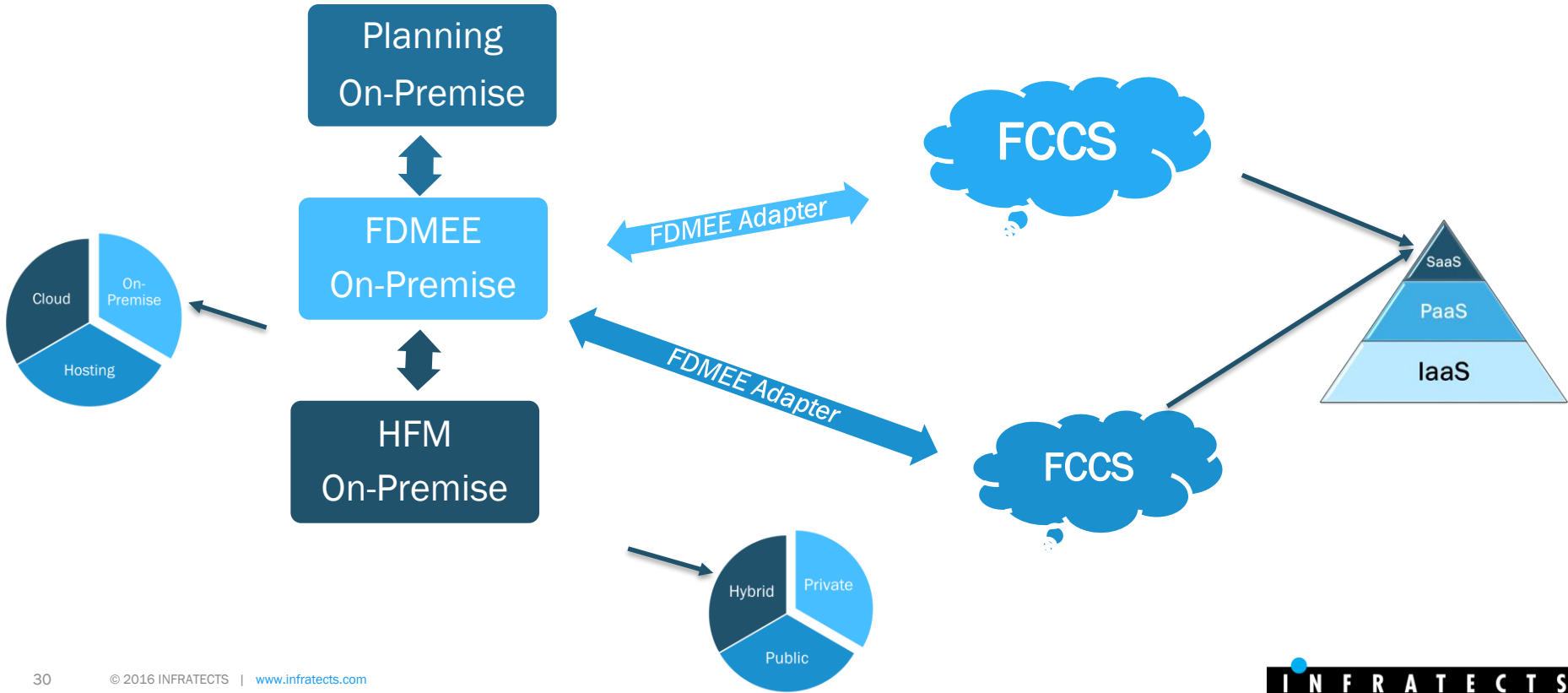
EPM Cloud

- Limited applications
 - Enterprise Planning Cloud
 - Planning and Budgeting Cloud
 - Enterprise Performance Reporting Cloud
 - Financial Consolidation and Close Cloud
 - Account Reconciliation Cloud
- Version and Patches
- How many environments
- Oracle manages and has responsibility

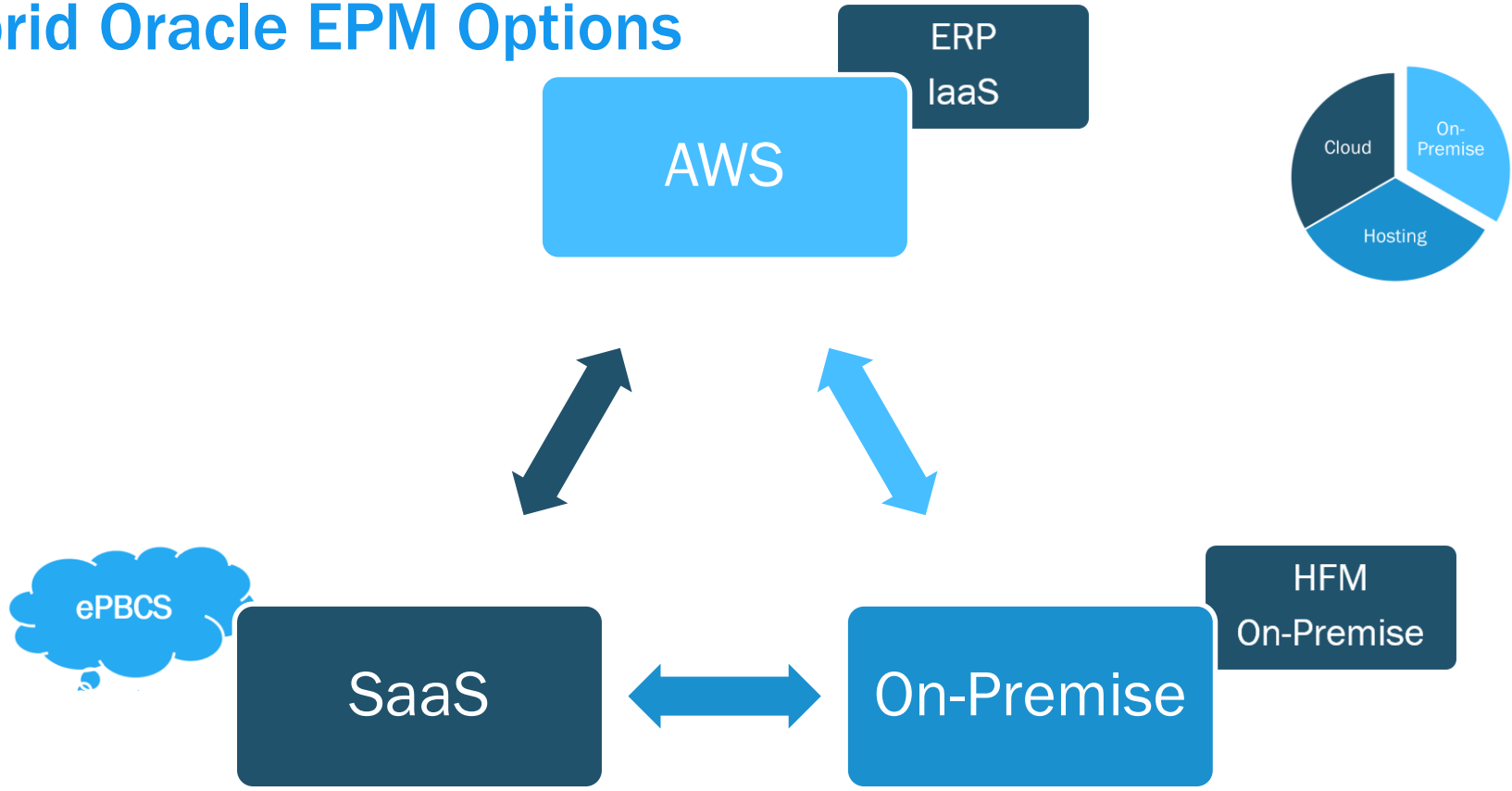
Hybrid Oracle EPM Options



Hybrid Oracle EPM Options



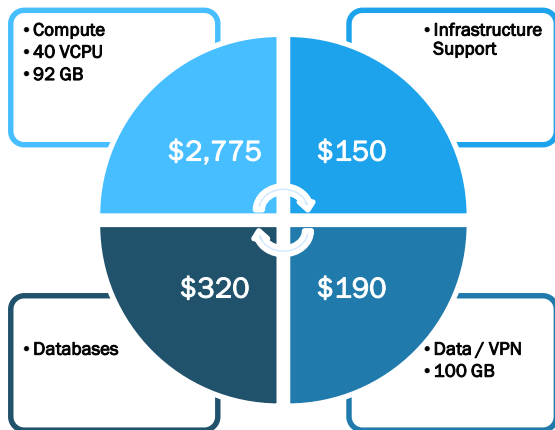
Hybrid Oracle EPM Options



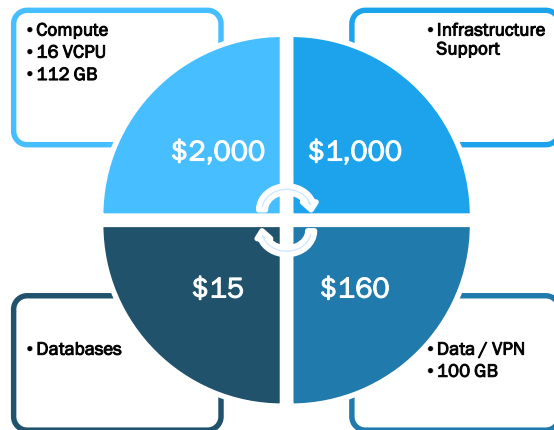
IaaS Monthly Cloud Compute Cost



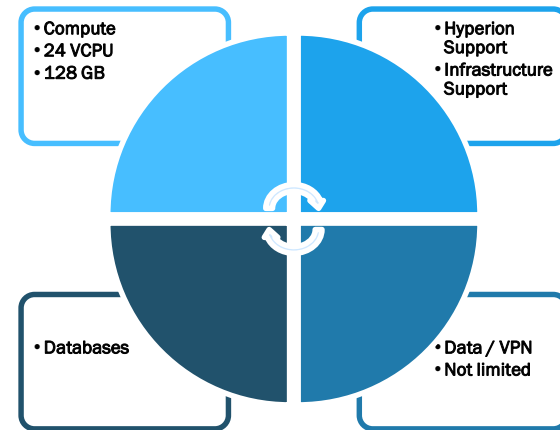
Amazon (\$3400/month)



Microsoft (\$3200/month)



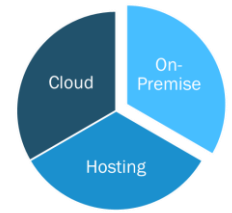
Infratecs (\$4250/month)



Environments supporting approximately 50 - 75 Hyperion Planners

IAAS Vendors do not Support the Hyperion Layer – All prices excluding Oracle Hyperion Licenses

Indicative cost per month – 3 year calculation



On Premise

- 50 HFM Users
- Two environments
- \$4,500 per month licenses
- \$990 per month maintenance and support
- \$5,000 hardware + licensing
- \$7,500 support

- \$17,990 per month

Hosting

- 50 HFM Users
- Two environments
- \$4,500 per month licenses
- \$990 per month maintenance and support
- \$10,000 hosting + support

- \$15,490 per month

EPM Cloud

- 50 users FCCS
- Two environments
- Hosting and Support from Oracle

- \$12.500 per month list price

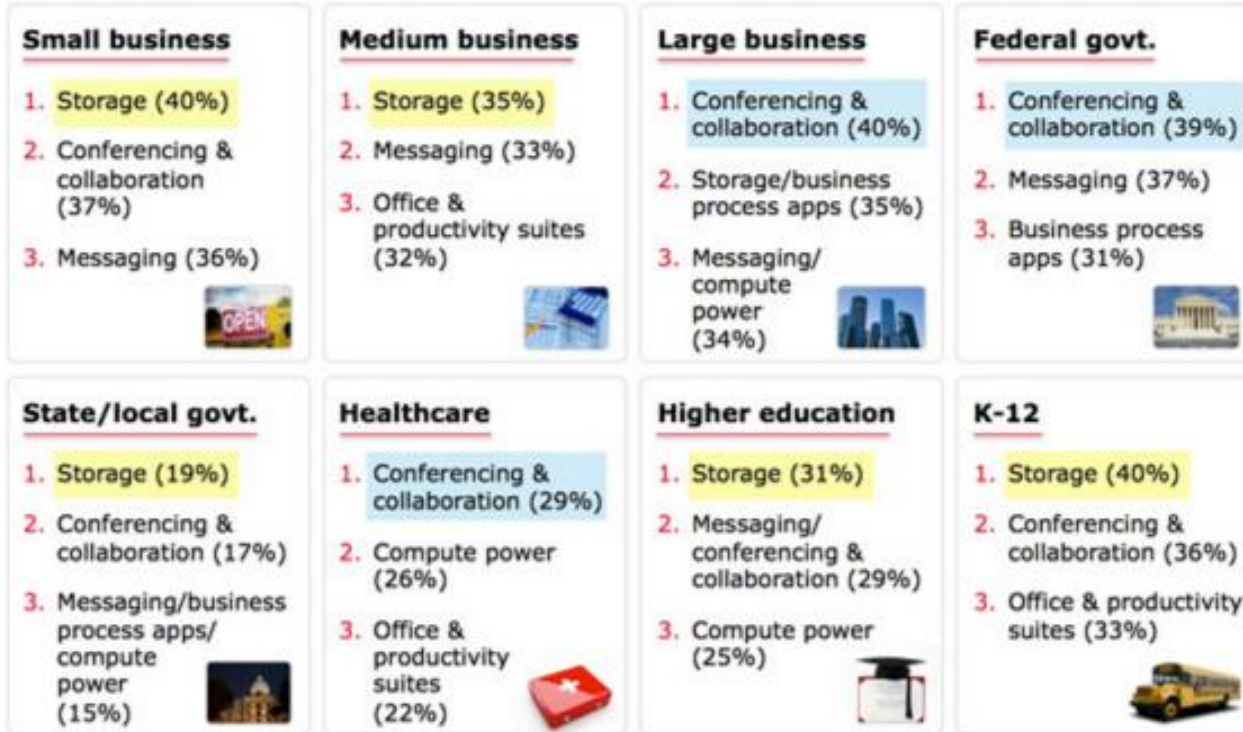
Top 5 Challenges Change with Cloud Maturity

Place	Cloud Beginners	Cloud Explorers	Cloud Focused
#1	Lack of resources/ expertise (38%)	Lack of resources/ expertise (34%) ↑ 3	Lack of resources/ expertise (26%) ↑ 5
#2	Security (35%)	Compliance (32%)	Building a private cloud (19%)
#3	Compliance (34%)	Managing costs (30%)	Managing costs (18%)
#4	Managing multiple cloud services (30%)	Security (28%) ↓ 2	Managing multiple cloud services (18%)
#5	Governance/Control (29%)	Managing multiple cloud services (26%)	Security (17%) ↓ 4

Source: RightScale 2016 State of the Cloud Report

What do others do with Cloud?

Top services or applications moving to the cloud:*



*Those who are migrating or have migrated

From start-up to Fortune 500

Companies rely on us

Cloud &
SaaS

Networks &
Mobile

Content &
Advertising

Enterprise &
SI's



TESLA MOTORS



Personal Takeaways

- Will Cloud be the only option in the future?
 - IaaS will most likely be very strong
 - Azure could be market leader with good service and high performance
 - SaaS will be dependent upon security, integration possibilities and functionality
- Timelines?
 - Hard to say, but I guess that within 5 years On-Premise will be very limited
 - EPM Cloud depending on development roadmaps (+3 years)
- Move to Cloud now?
 - Not for all solutions
 - If you adopt now, you will be able to educate and learn

Hyperion Focus 16

Thank you



FDMEtoolbox

