



Hyperion Focus – a Hyperion update

15 January 2019



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OpenWorld 2018 Overview & Update:

EPM Applications Roadmap
On Premises & Cloud

Matt Bradley
SVP Product Development
Enterprise Performance Reporting
January, 2019

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OPENWORLD
EUROPE

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SAFE HARBOR STATEMENT

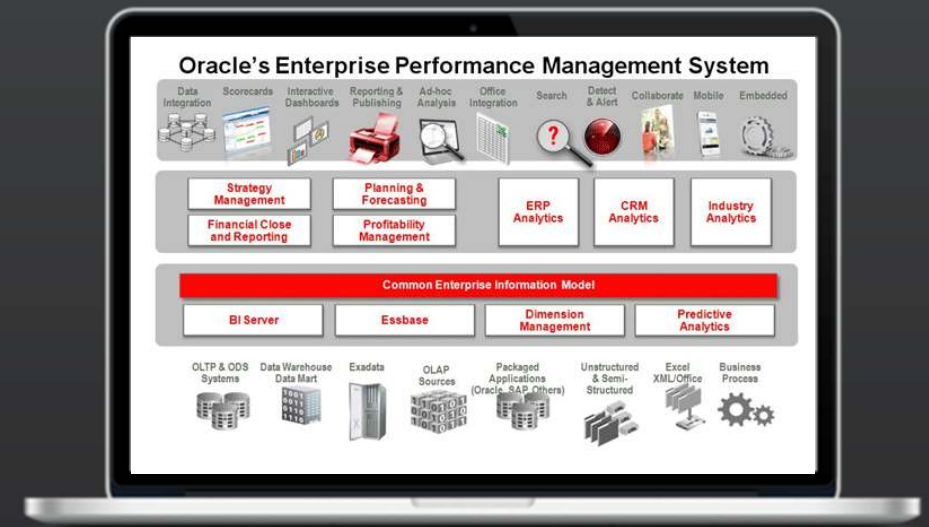
The following is intended to outline our general product direction. It is intended for information purposes only, and may not be incorporated into any contract. It is not a commitment to deliver any material, code, or functionality, and should not be relied upon in making purchasing decisions. The development, release, timing, and pricing of any features or functionality described for Oracle's products may change and remains at the sole discretion of Oracle Corporation.



On-premises Strategy

Ongoing commitment for lifetime support

- Oracle strategy for premier support across all applications through 2030
- Enhancements driven completely by customer needs and priorities
- More nimble delivery mechanism with smaller releases for easier adoption



Support Policies

- Lifetime support stages
 - Premier, Extended, Sustaining
 - <http://www.oracle.com/us/support/lifetime-support/index.html>
 - <http://www.oracle.com/us/support/library/lifetime-support-applications-069216.pdf>
- Error Correction Policy
 - EPM Policy Document 1617238.1
 - Grace Periods 1590676.1

On Premises Releases

- 11.1.2.4
 - Defect Fixing, 3rd party certification updates, enhancements thru Dec 2020
- 11.2
 - Scheduled for early 2019
 - Defect Fixing, 3rd party certification updates, enhancements thru Dec 2030
- Cumulative Feature Overview tool
 - <https://blogs.oracle.com/proactivesupportepm/epm-cumulative-feature-overview-tool-new-web-based-interface>



On-Premises Release: 11.2

- Scheduled for early 2019
- Uplift to FMW 12g release
- 3rd party certifications* including:
 - OS: Linux 7, AIX 7.2, Windows 2016
 - RDBMS: Oracle 12.2, SQL Server 2018,
 - Browser: Edge, Chrome, Firefox
 - JDK 1.8
- Repository Simplification
 - Replacing of Foundation services with a simpler RDBMS repository
 - Content migration for FR/Workspace to RDBMS repository
- Technical upgrade – out of place install
- Followed by a series of feature bearing PSUs
 - Modelled on the 11.1.2.4.20x series

* Not an exhaustive list

Planning 11.2.x

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

Extended Attribute Support

- Attribute support in forms and as dynamic variables

Smart Push

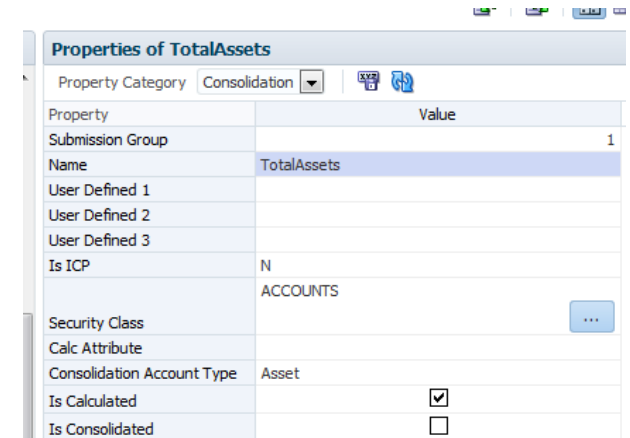
- Associate Data Map Rules to Forms
- Move Data on Save of Form
- Option to associate relational data as part of move
- Move Data from BSO to ASO/BSO
- Immediate update of full Planning data for reporting
- Instant feedback loop for reporting and analysis

HFM 11.2.x

- Automated Consolidations
- Web based Metadata Editor
- Archiving\Deleting unwanted data
- Performance improvements
 - SV, DB batch processing, etc.

Metadata

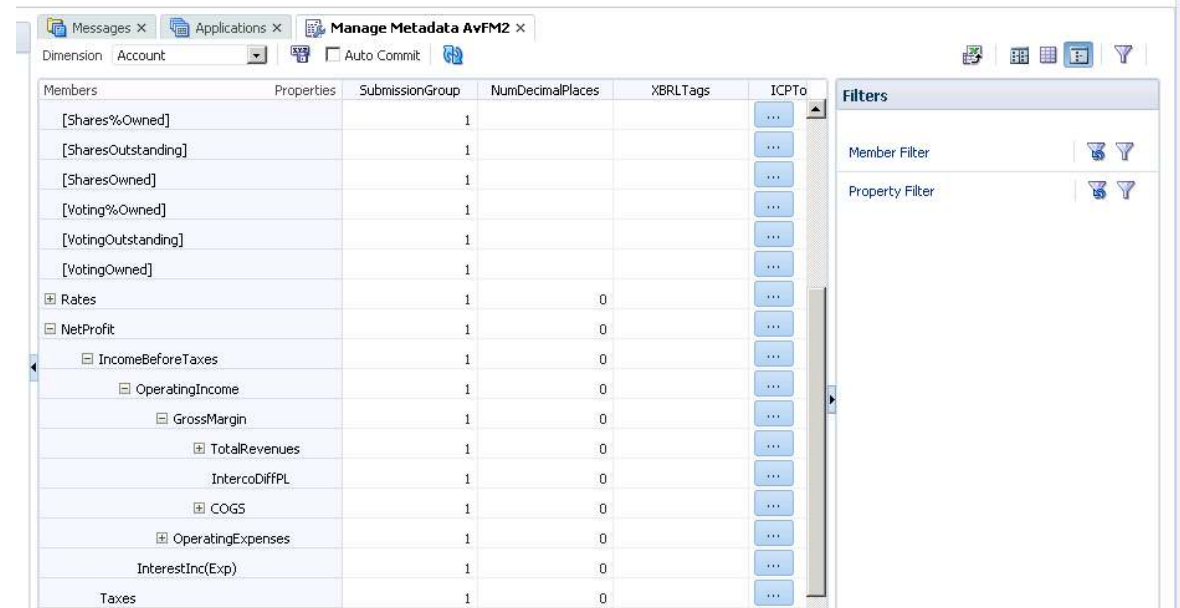
- Web Based – no need to download
- Multiple Views
- Bulk Updates
- Integrated with HFM application



Properties of TotalAssets

Property Category: Consolidation

Property	Value
Submission Group	1
Name	TotalAssets
User Defined 1	
User Defined 2	
User Defined 3	
Is ICP	N
	ACCOUNTS
Security Class	...
Calc Attribute	
Consolidation Account Type	Asset
Is Calculated	<input checked="" type="checkbox"/>
Is Consolidated	<input type="checkbox"/>



Manage Metadata AvFM2

Dimension: Account

Auto Commit:

Members	Properties	SubmissionGroup	NumDecimalPlaces	XBRLTags	ICPTo
[Shares%Owned]		1			...
[SharesOutstanding]		1			...
[SharesOwned]		1			...
[Voting%Owned]		1			...
[VotingOutstanding]		1			...
[VotingOwned]		1			...
⊕ Rates		1	0		...
⊕ NetProfit		1	0		...
⊖ IncomeBeforeTaxes		1	0		...
⊖ OperatingIncome		1	0		...
⊖ GrossMargin		1	0		...
⊕ TotalRevenues		1	0		...
IntercodiffPL		1	0		...
⊕ COGS		1	0		...
⊕ OperatingExpenses		1	0		...
InterestInc(Exp)		1	0		...
Taxes		1	0		...

Filters

Member Filter:

Property Filter:



Enterprise Performance Management Architect

- I heard someone say.....

- Its dead
- Everyone should use it
- Oracle sold it to SAP
- Apple/Google/MSFT have a better version
- At Conference XXX I was told by YYY that ZZZ

- Reality?

- #FakeNews
- Valid for On-Premises customers who want to share dimensions
- Data sharing should be FDMEE
- Not being moved to the cloud

Reporting Highlights

- Financial Reports
 - Web based authoring
 - Book/Batch output to MS Office
- Smart View
 - Office 365 Support
 - Server side refresh of smart queries

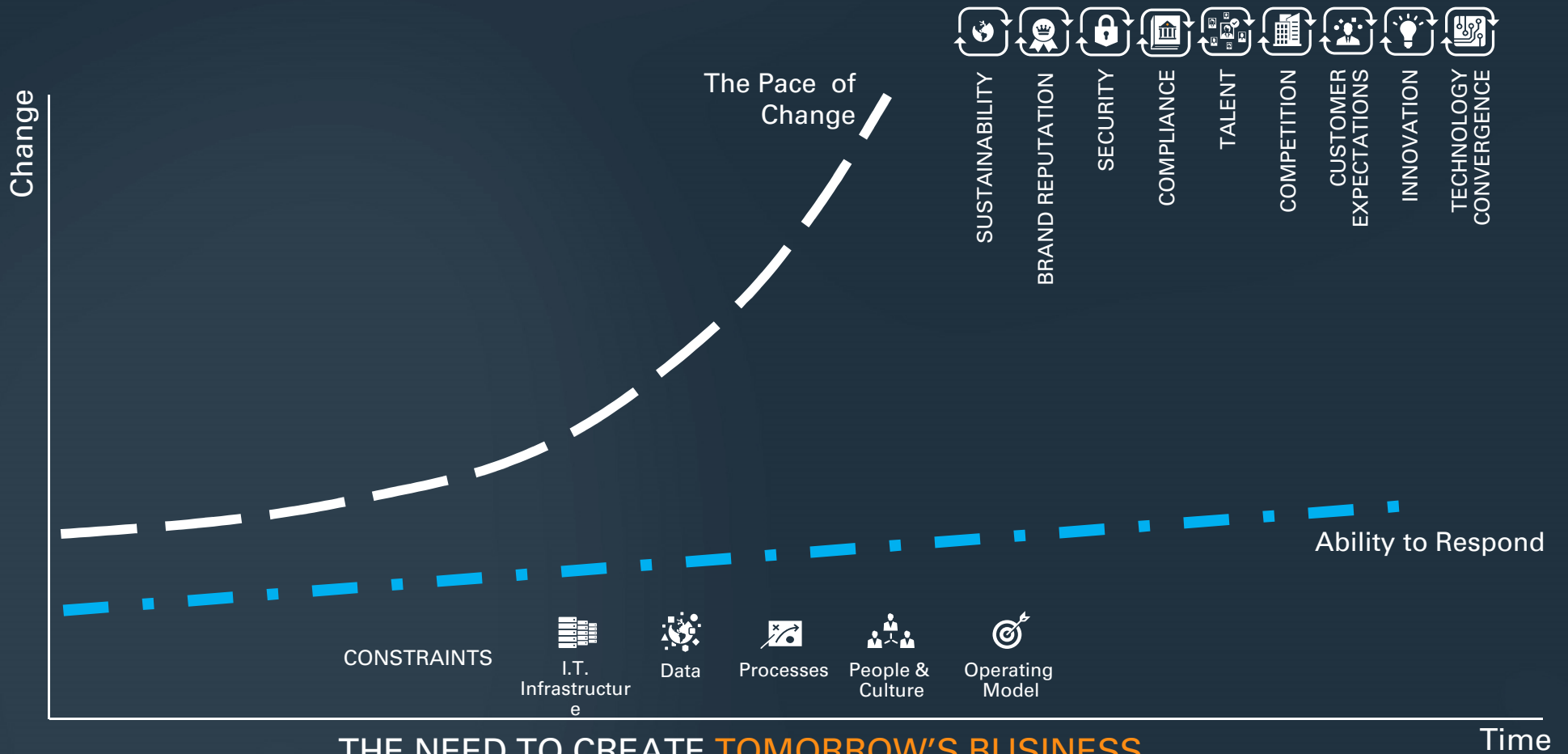


Oracle EPM On-premises: Current Release and Roadmap Key Highlights



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THE NEED TO CREATE **TOMORROW'S BUSINESS**
TODAY IS

ACCELERATING

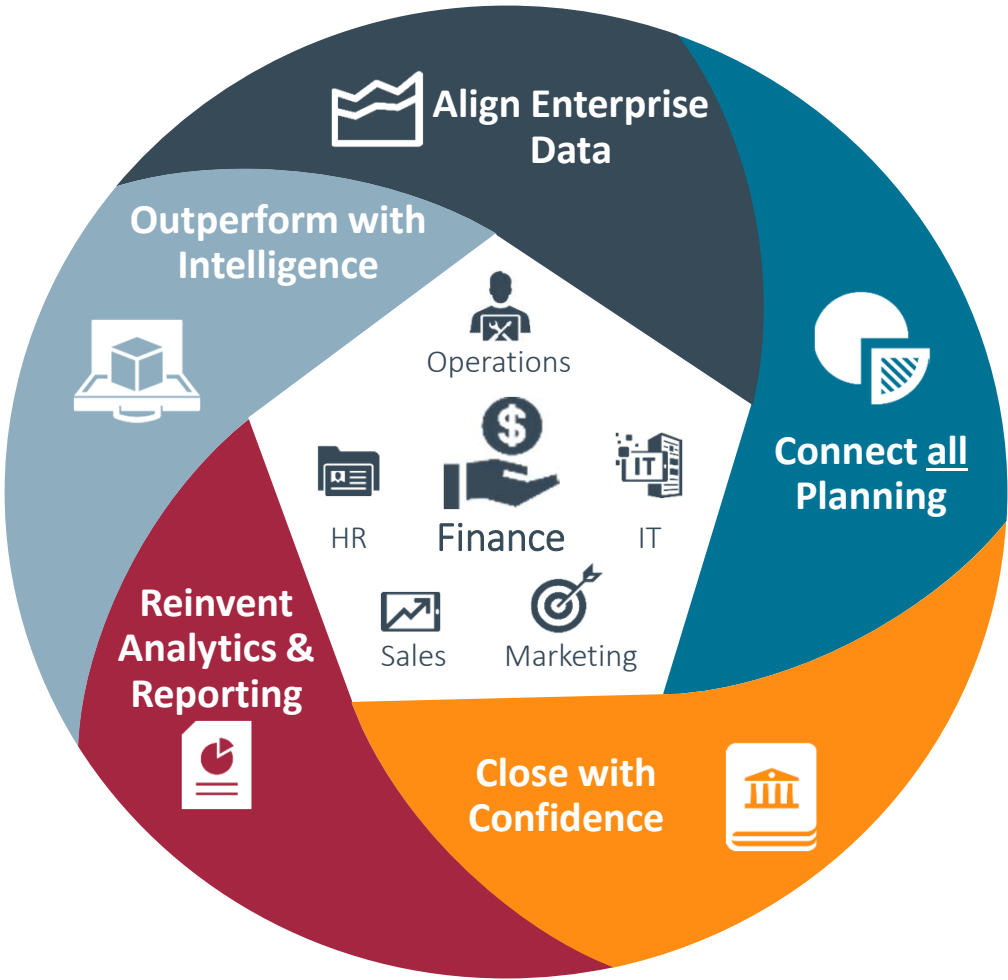
Source: Oracle, 2018

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Oracle EPM Cloud

Completely Agile



Oracle EPM Cloud: Complete. Connected. Intelligent. Best in Class.



LINES OF BUSINESS



ORACLE EPM CLOUD

MANAGEMENT & REGULATORY REPORTING































ENTERPRISE DATA MANAGEMENT

EPM CLOUD PLATFORM



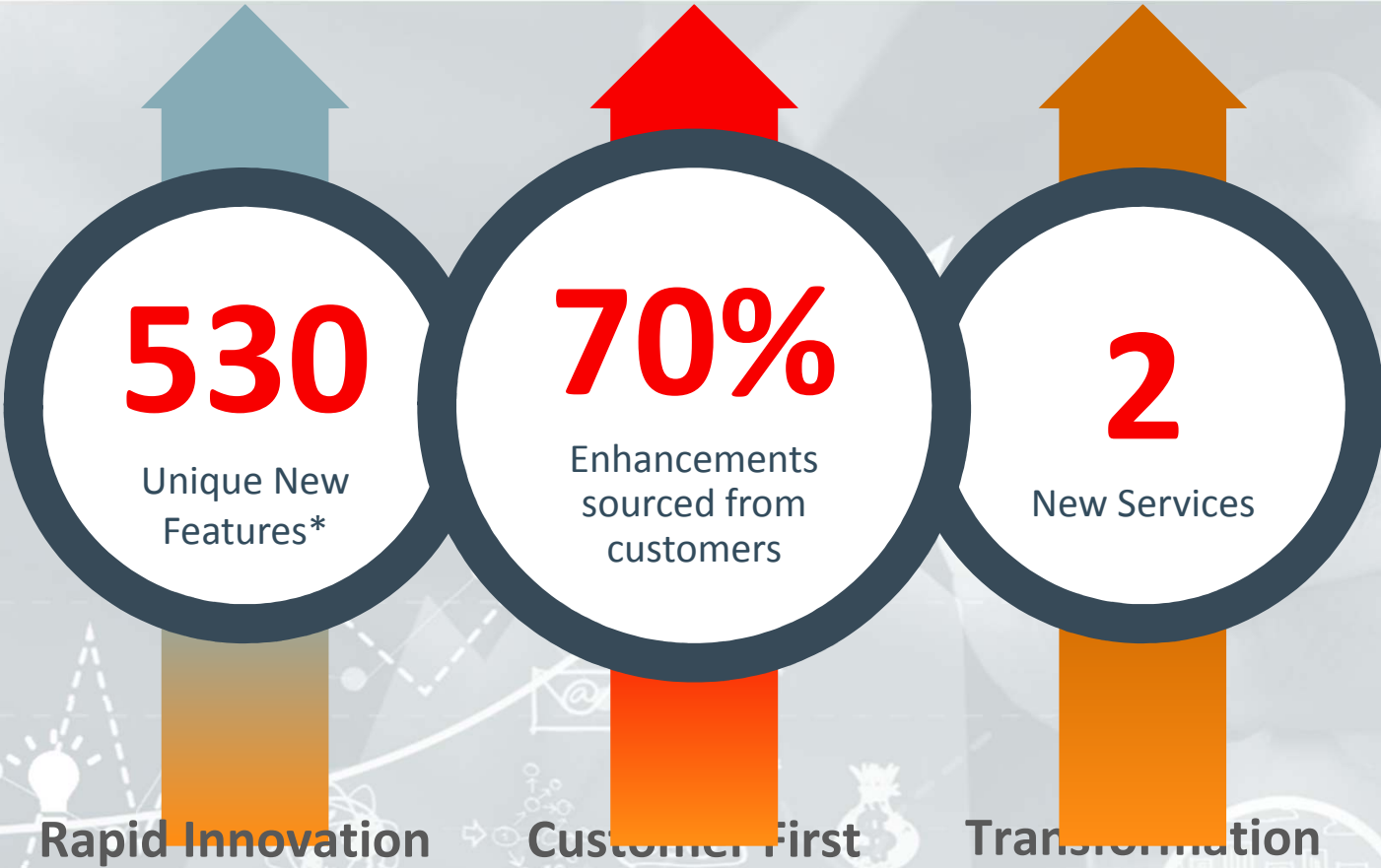
EPM Cloud Customers: Every Industry, Region, Size...

 Financial Services							
 Media, Entertainment & Business Services							
 High Technology							
 Manufacturing & Automotive							
 Healthcare							
 Retail & Distribution							
 Higher Education							



And many, many more ...

EPM Cloud: Innovation Continues...



* During June 2017 – May 2018



EPM SaaS Roadmap

- Feature Coverage

- Close Domain
 - Ext. Dimensionality Avail.
 - Process Control Avail.
- Enterprise Data Mgmt.
 - Subscriptions Avail.
 - Governance FY19
 - Inheritance Avail.
 - Application Adapters
 - Cloud ERP Avail.
 - EPM Coverage FY19
 - On Premises CY19

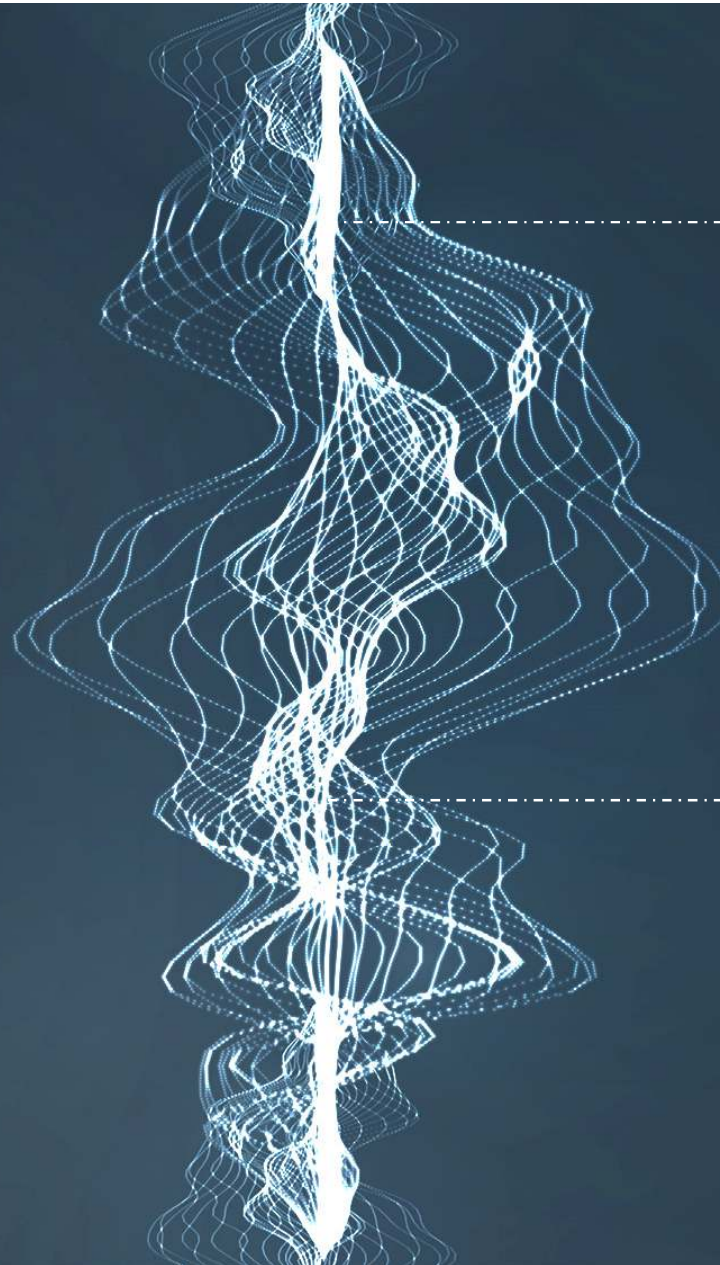
- Functional Innovation

- Close Domain
 - Journal Mgmt. Avail.
 - Investment Register FY19
- Planning Domain
 - Sales Planning 18.10
 - Retail (13 period) FY19
 - ZBB Content FY19

- Technology innovation

- Intelligent Performance Management - phased
- Intelligent Process Automation – phased
- Smart View for MS 365
- Human Interaction
 - Chatbots, Voice 18.11

AI-Driven Performance Management



INTELLIGENT PROCESS AUTOMATION

Automate tasks related to account reconciliations, consolidation, close process orchestration, and disclosure management

INTELLIGENT PERFORMANCE MANAGEMENT

Elevate planning decisions with predictive analytics and machine learning

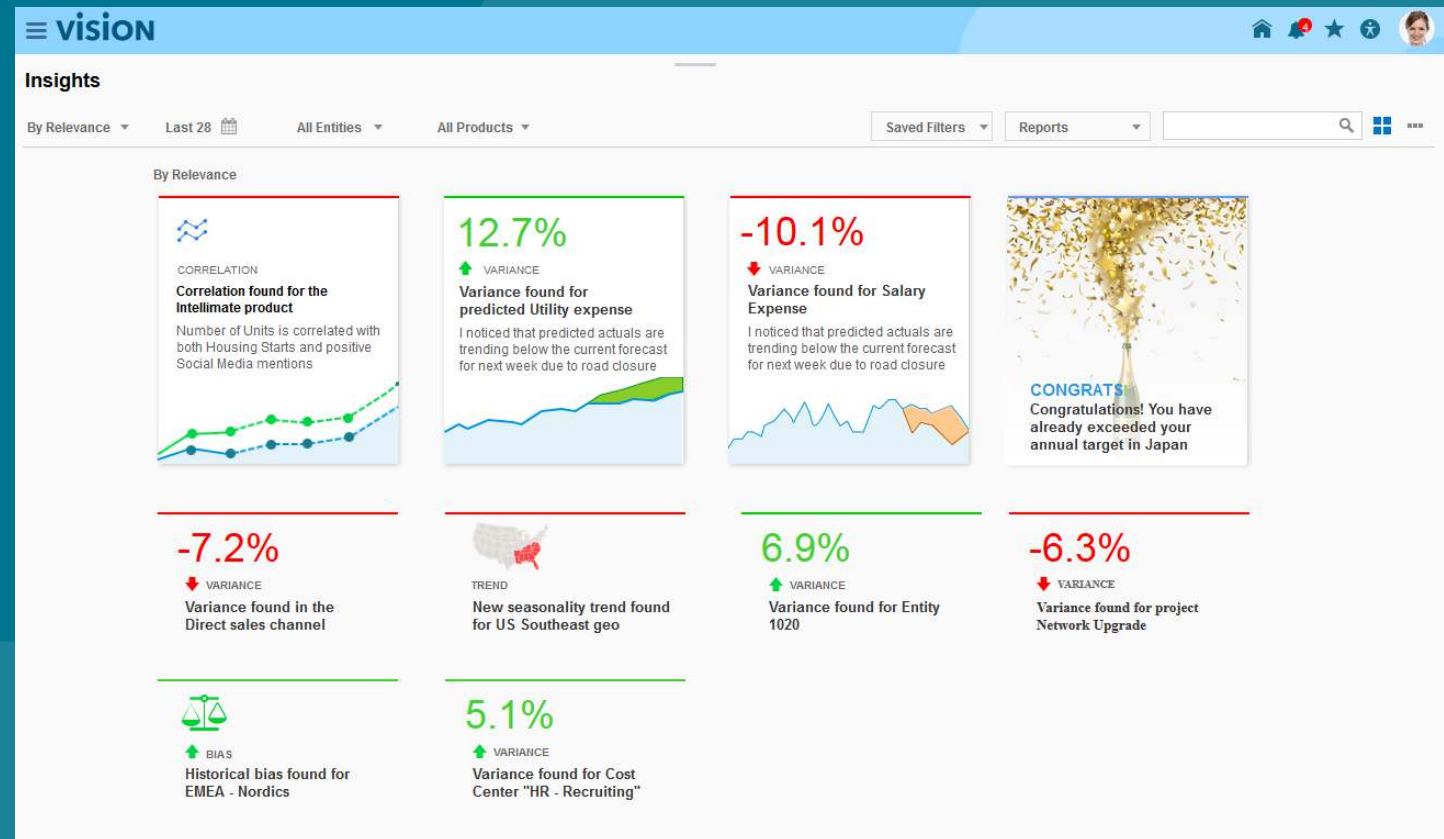
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#OOW18

Better Planning, Faster Time-to-Action

Reveal Hidden Correlations
& Realize Faster Time-to-action:

1. Signal Detection
2. Root Cause Analysis
3. Insight Discovery
4. Action Recommendation
5. Collaborative Reporting



epmbot

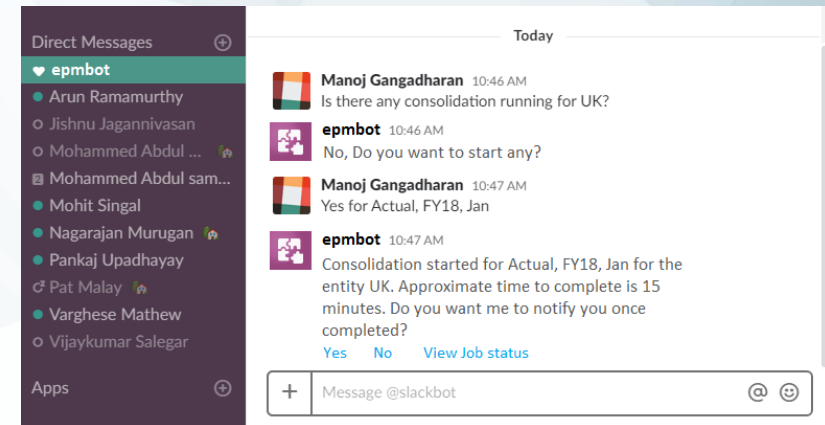
Conversational Interface for EPM

- Type of Intents

- **epmbot** has memory
- Simple conversations
- Scrolling and Paging
- Data drill down
- Charts and Images
- Access to Web UI

- Example intents/conversation

- Login
- Set/Get POV
- List of Journals
- Action on Journals
- Review Close Status
- Review Reconciliations
- Help
- and more...



Connected Planning

Modern Insight Strategic Workforce Planning



Align Strategy & Execution

- The right skill, at the right time, at the right place, and at the right cost
- Collaboration between HR, Operations & Finance
- Identify strategic risks resulting from gaps in workforce supply & demand
- What-if analysis for gap-closing alternatives

Align IT to Run and Grow the Business

Oracle IT Financial Management (ITFM)

- Transparency to IT Service Charges
- Align IT Projects with Strategic Priorities
- IT Spend Analysis: Run vs. Grow vs. Transform
- ITFM helps IT build credibility with the Business



IT Chargebacks & Bill of IT



IT Planning & Analysis



Data Management & Automation

Strategic Modeling



Align Strategy with Plan

Align top-down long-range plans with bottom-up operational plans for informed decision making



Model for Uncertainty

Proactively respond to changing industry and economic dynamics through scenario analysis



Optimize Capital Structure

Determine the optimal mix of debt and equity to grow the business

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Oracle Sales Planning Improves Sales Execution & Operational Efficiency

Available Now!!

Expands current sales planning capabilities (SPM) built into Engagement Cloud

1. Quota & Commission Modeling for optimal coverage and incentive compensation planning
2. Territory Modeling & Account Segmentation for more strategic go-to-market planning
3. Advanced Sales Forecasting to quickly see and act on evolving forecast trends

Enables connected planning between Sales & Finance teams – with EPM Integration

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Run Marketing Like a Business

Best practice Marketing Campaign Planning out-of-the-box

Campaign Planning: Plan for enterprise-wide marketing spend leveraging the 'Projects' framework in the Enterprise Planning Cloud.

Analyze Spend:

- Full global picture of committed vs. actual
- Analysis by marketing attributes - such as audience, team, strategic objective, region, and much more.

ROMI:

- Connect planning with operational data
- Marketing Automation metrics
- Return on Marketing Investment (ROMI)

Stay Connected & Aligned: CMO-owned, but still aligned with the corporate financial planning process



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Oracle Applications: Current Release and Roadmap

Oracle Enterprise Performance Management (EPM) Cloud

Current Update 18.10

Enterprise Planning

- Infolet Dashboards, Groovy-based business rules
- Integrated strategic modeling, sandboxing, predictive
- New Frameworks: ITFM, Utilization (Projects, WFP)

Enterprise Performance Reporting

- Narrative, Regulatory and Management Reporting
- Mixed-content packages, distribution framework

Financial Consolidation & Close

- Custom Dimensions, Ownership, Proportional Consolidations, Equity Elims, Configurable Calculations
- IPA, Automated Consolidations, HFM Migration Toolkit

Account Reconciliation

- Streamlined navigation, archive management
- Transaction Matching: Multi Source

Profitability & Cost Management

- Express Rule Creation and Edit, Calc Automations, Enhanced EPM Cloud integrations

Tax Reporting

- Tax Provision(IFRS & US GAAP), Country by Country, Uncertain Tax Positions; Data, Workflow & Task Mgmt

Enterprise Data Management

- Automated App Creation, Validations, Notifications, Request Visualization, Impact Analysis, Drag-n-drop Sync

EPM Cloud Infrastructure

- Integrated EPM Business Processes, Oracle IDCS

Next

Enterprise Planning

- ZBB Enhancements, Intelligent Performance Management
- Simulation with Strategic Modeling, Search driven analysis
- Frameworks: Sales & Marketing, Configurable targets

Enterprise Performance Reporting

- Auto-tagging (NLP), ERP Cloud FRC integration

Financial Consolidation & Close

- Process Control, Consolidation Trail Report
- Chatbot, Parent Currency Journals, Close Mgr Updates

Profitability & Cost Management

- New Allocation Modeling Cluster, Rule Editor, and POV
- Auto Compressions

Account Reconciliation

- Enhanced Recon Management, Drill Thru
- Parallel Workflow, Journal Tracking

Tax Reporting

- Updated Tax Rules support, Enhanced Tax automations
- Deferred Tax, Loss exclusion and automations

Enterprise Data Management

- Policy-based Mastering & Approvals, Custom & Derived Properties, Auditing, request monitoring, DQ Dashboards

EPM Cloud Infrastructure

- EPM Cloud on Oracle Cloud at Customer
- Customer Managed Encryption Keys/Break Glass
- Smart View for Office 365 Web/Mac

Future

Enterprise Planning

- Intercompany, Optimization, Mass Actions
- Supplemental Data Management, IPM Updates

Enterprise Performance Reporting

- Automated Narrative, Platform integration
- Collaboration: web-based capture, task notes, social

Financial Consolidation & Close

- New Journal Entry Module, Investment Register
- Equity Pickup, Predictive Actions, Event-based Alerts

Account Reconciliation

- Alerting & Case Management
- Trans Matching: Enhanced views & Dashboards

Profitability & Cost Management

- Data Entry Forms, Sync reporting DB, Workflow via CM

Tax Reporting

- Configurable reconciliation and jurisdictional netting
- Tax planning, simulations and adaptive classification

Enterprise Data Management

- Encrypted/Masked Properties, Data Profiling & Augmentation, Transformation Suggestions
- Intersection Matching and Cross-Dim Properties

EPM Cloud Infrastructure

- Essbase encryption at Rest

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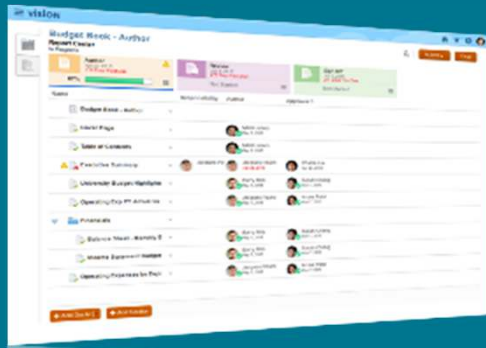
COMPLETELY AGILE

COMPLETE

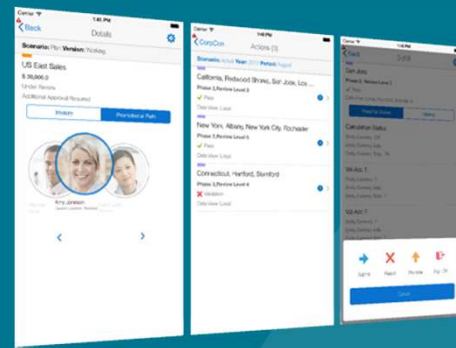
CONNECTED

INTELLIGENT

BEST IN CLASS



Outperform with the industry's most comprehensive EPM cloud



Align across ERP and operational processes for greater agility



Elevate business outcomes with embedded intelligence & advanced analytics



Trust your business to the proven industry leader

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