

EPM Strategy

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EPM Development

Hyperion Focus SA
'EPM in 2020'



Safe Harbor

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.

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75%

Of current
S&P 500 Companies
are expected to be
replaced by 2027

Source: Innosight

5.1 years

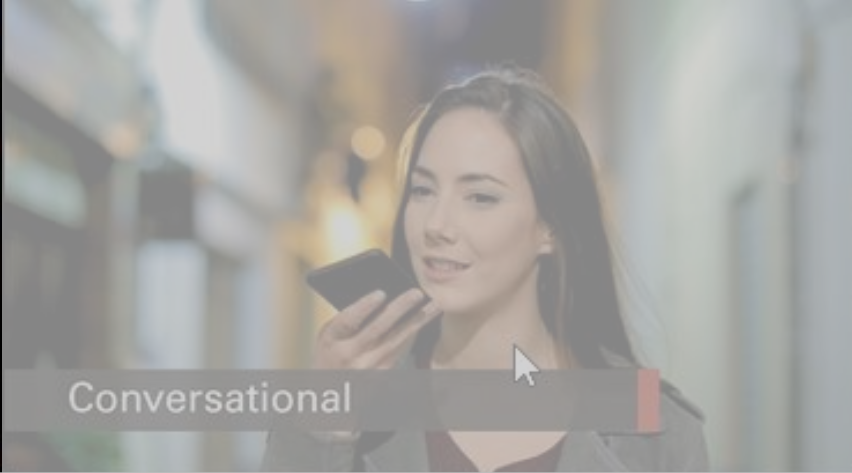
Average CFO Tenure

Source: Kornferry

89%

Of General Accounting
activities are highly
or fully automatable

Source: McKinsey



Conversational



Risk Management



New Data Sources



New Experience



Automation



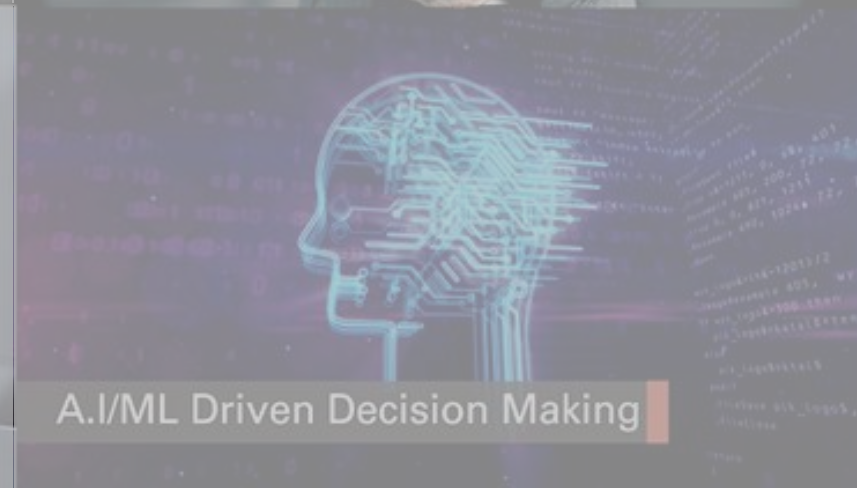
Predictive Modeling & Planning



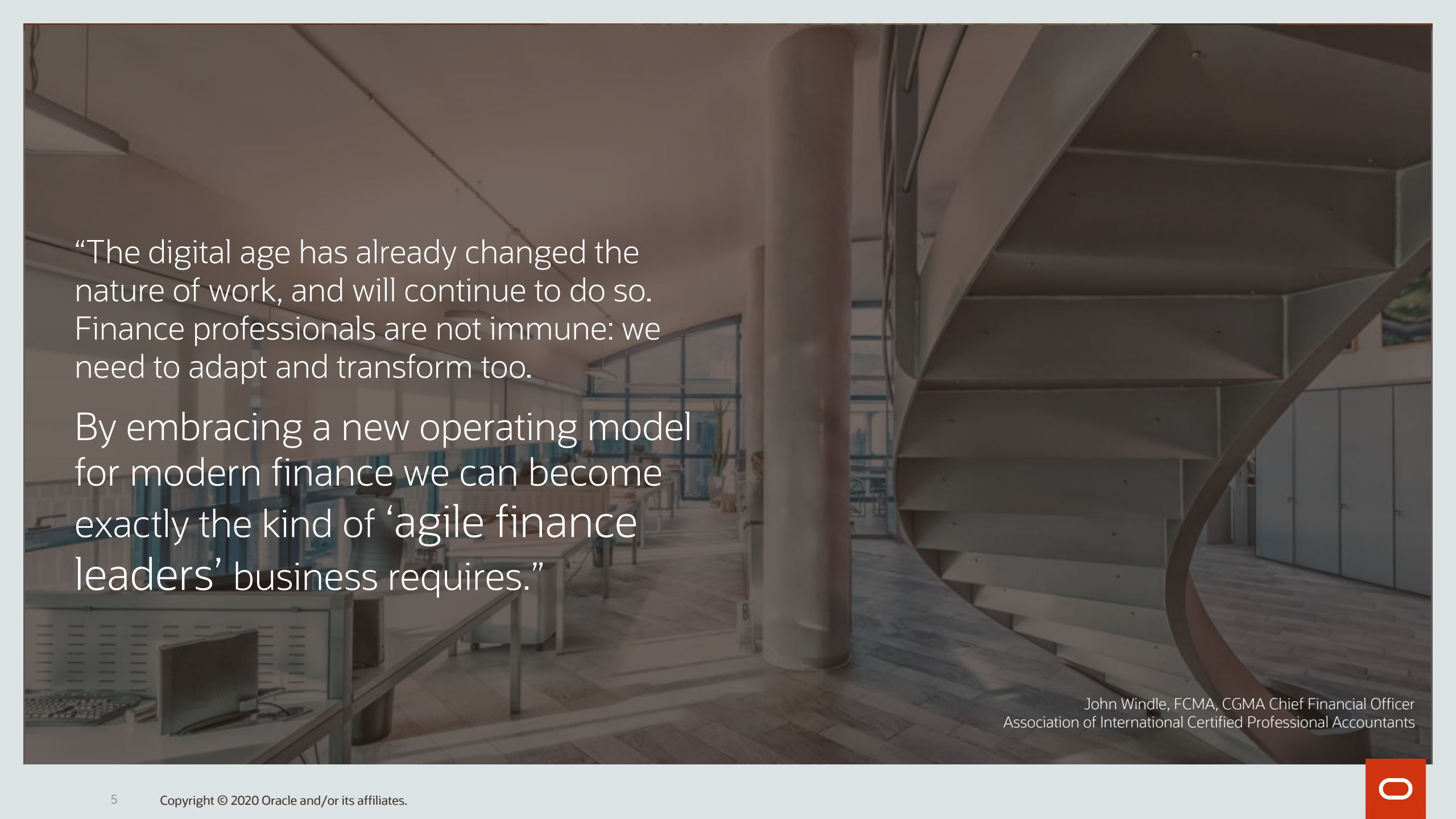
Frictionless Cybersecurity



Business Model Changes



A.I./ML Driven Decision Making

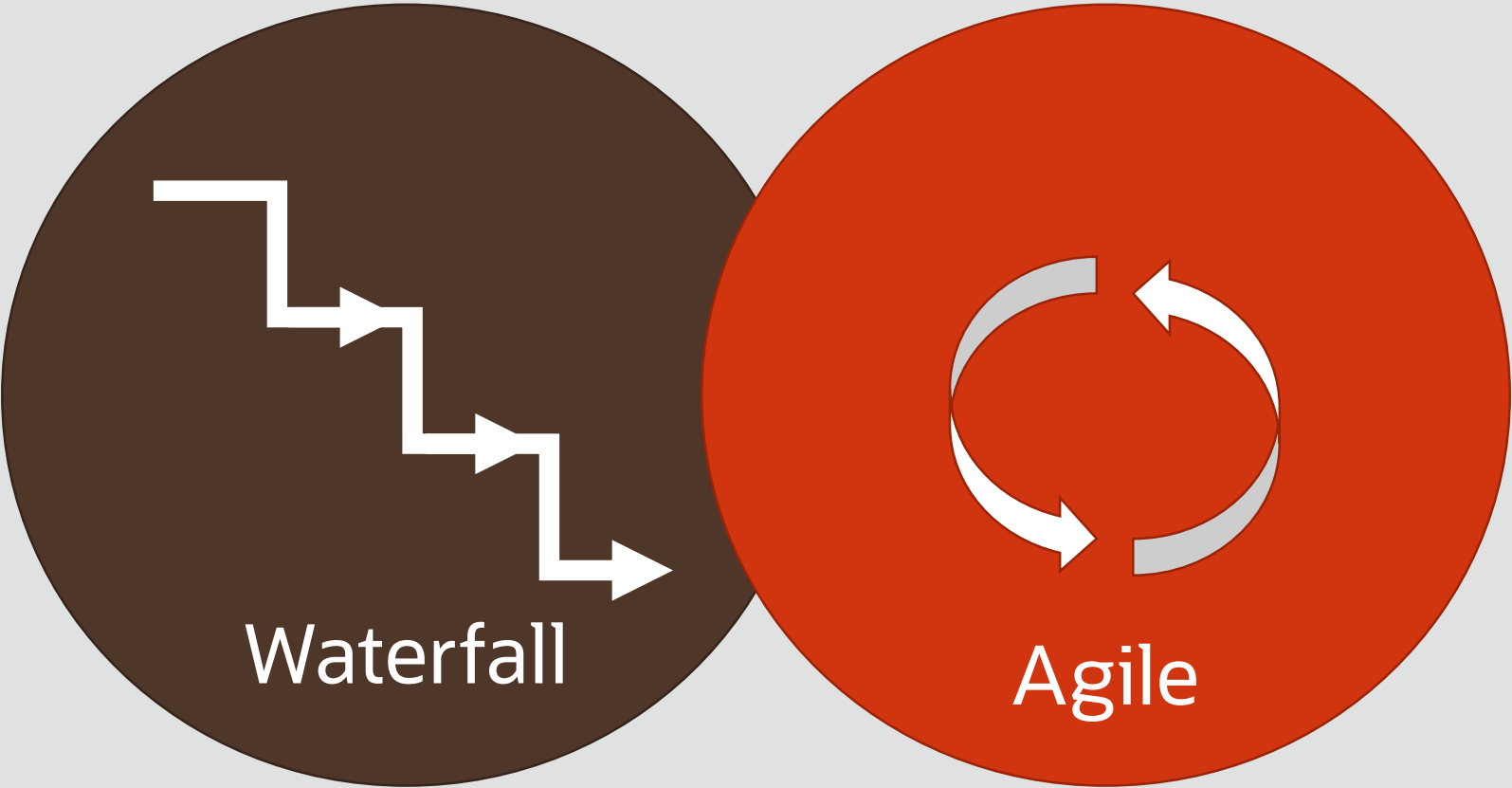
A modern office interior featuring a prominent spiral staircase on the right side. The office has a clean, minimalist aesthetic with light-colored walls and floors. In the foreground, there are computer workstations with monitors and keyboards. The lighting is bright and even, creating a professional atmosphere.

“The digital age has already changed the nature of work, and will continue to do so. Finance professionals are not immune: we need to adapt and transform too.

By embracing a new operating model for modern finance we can become exactly the kind of ‘agile finance leaders’ business requires.”

John Windle, FCMA, CGMA Chief Financial Officer
Association of International Certified Professional Accountants

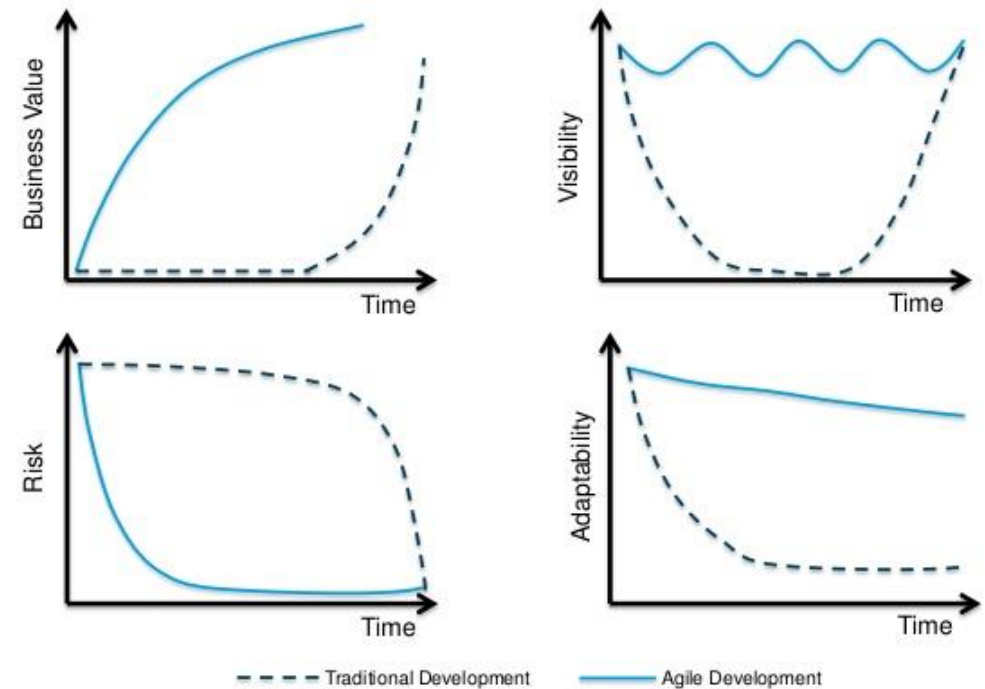
Software Development Lifecycles



Agile Value Proposition

1. Faster ROI with a focus on business value enabling first mover advantage
2. Increased control with increased visibility
3. Reduced risk and higher quality with continuous testing enabling course corrections
4. Higher customer satisfaction – visibility, flexibility, adaptability

Agile value proposition



Impact on Finance Processes

- ## 1 Plan Continuously

 - Reallocate resources as the situation dictates
 - Reforecast frequently based on new information
 - Transition away from command control hierarchies to more flexible approaches
 - Finance as a business partner closer to the customer
- ## 2 Focus on the right metrics

 - Metrics for customer success are often cross departmental e.g LTV, process costing
 - Shifting organizational structure make YoY calculations difficult to reconcile
 - Divisional P&L becoming less important
- ## 3 Increase Decision Velocity

 - Risk of indecision > risk of a bad decision
 - Develop a bias toward action and fail fast
 - Importance of Scenario Analysis
 - State gate investments
 - Simplify lines of accountability and devolve decision making

Impact on Finance Processes

4

Equalize the Data

- Single source of the truth
- Relinquishing of some control to allow data to flow freely but managed to maintain its trust

5

Build Agile Operations

- Establish a substitutable workforce, trained to switch between positions
- Simplify, centralize, standardize, automate
- Streamline, Empower & Delight

6

Broaden skill sets

- Automate the mundane
- Access to information whenever and wherever
- IOT providing telemetry and usage information



On-Premises Strategy

Ongoing commitment for lifetime support

- Hyperion EPM officially joins Oracle Applications Unlimited
- More nimble delivery mechanism with smaller releases for easier adoption
- Enhancements driven completely by customer needs and priorities

Applications / Applications Unlimited /

Oracle Applications Unlimited

Oracle Applications Unlimited and Oracle Premier Support

Watch the video (0:26)

Overview Features

Oracle Hyperion EPM System is now included under Applications Unlimited. [Learn more](#)

<https://www.oracle.com/applications/applications-unlimited/>

<https://www.oracle.com/a/ocom/docs/support/hyperion-epm-announcement.pdf>

<http://www.oracle.com/us/products/applications/applications-unlimited-1970561.pdf>

Oracle Applications Unlimited and Oracle Premier Support—an Unbeatable Combination

Applications Unlimited is Oracle's commitment to continuous innovation while also providing a commitment to offer Oracle Premier Support through at least 2030.

COMMITTED TO CUSTOMERS

Oracle has been a trusted business partner for over 40 years. We help enable customers to confidently maximize and expand their existing Oracle Application investments, with ample time for future planning, based on Oracle's commitment to support its existing applications via a stable and predictable long-term support policy, designed to meet the needs of our customers.

COMMITTED TO INNOVATION

Oracle has a long history of innovation and plans to continue product investment for improvement and support going forward with continuous innovation releases. Oracle will deliver new functionality to covered Oracle Applications¹ as updates to the existing release, and upgrades will not be required to gain access to new features and capabilities. Fixes and updates are cumulative and will be available to all customers in the most current release. In addition to running your applications on premises, you can choose Oracle Cloud Infrastructure (IaaS) to run the same continuous innovation applications—with your business-specific customizations—when it meets your needs.

COMMITTED TO PRODUCTS

Oracle understands that on-premises applications are important for many customers. Oracle will not discontinue offering Oracle Premier Support on the continuous innovation releases for on premises applications prior to 2030 and, beginning in 2019, we are committed to annually review whether or not to extend the Premier Support offering for an additional year on such continuous innovation releases for on premises applications.

ON-PREMISES APPLICATIONS WITH CLOUD FLEXIBILITY

From either on premises or Oracle Cloud Infrastructure, you can choose to leverage additional software-as-a-service applications. You choose the configuration and the options that meet your business requirements.

¹ Covered Oracle Applications include PeopleSoft, Oracle E-Business Suite, JD Edwards EnterpriseOne, and Siebel, excluding specified individual products that Oracle will not extend support for beyond the already committed dates.

ORACLE
Applications
Unlimited

Commitment to Customers

- Oracle Premier Support through at least 2030

Commitment to Innovation

- Receive ongoing new features
- Run same application on premises or in Oracle Cloud Infrastructure (IaaS)

Commitment to Product

- Transparent product roadmap
- Ongoing R&D investment

Key Benefits

- Gain peace of mind with no surprises
- New features without upgrades
- No forced migrations
- Ample time for future planning budgeting and allocating resources
- Tailor to your enterprise's business and IT strategies
- Get more value from existing application enhancements

ORACLE

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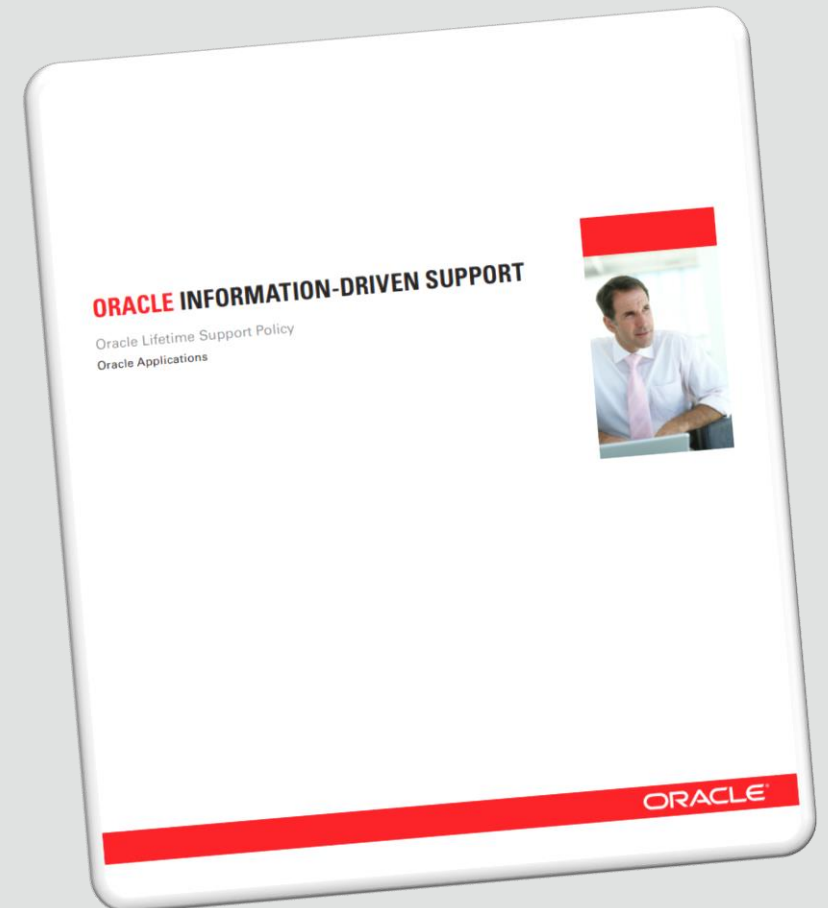
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Fresh off the Presses.....

Hyperion 11.1.2.4 Premier Support extended thru December, 2021

- Replaces Extended Support
- Please refer to the posted [Applications Lifetime Support Policy](#) document for details



Software Applications Unlimited Hardware and Operating Systems Resources

Oracle Lifetime Support Policies

- Lifetime Support Policy: Oracle Technology Products (PDF)
- Lifetime Support Policy: Oracle Fusion Middleware Products (PDF)
- Lifetime Support Policy: Oracle Applications (PDF)**
- Lifetime Support Policy: Oracle Retail Applications (PDF)
- Lifetime Support Policy: Oracle Financial Service Products (PDF)
- Lifetime Support Policy: Oracle and Sun System Software and Operating Systems (PDF)

On-Premises Releases

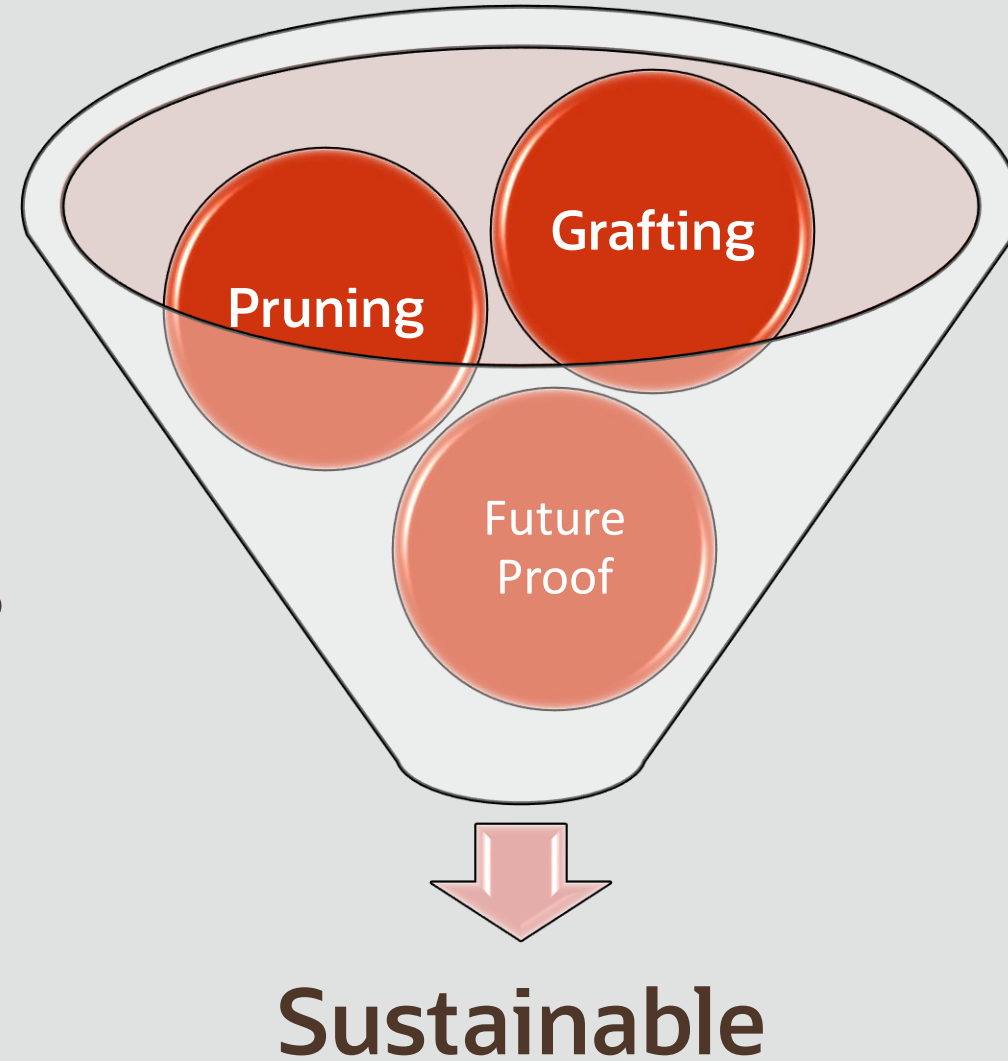
Hyperion EPM Release 11.1.2.4

- Premier Support thru Dec 2021

Hyperion EPM Release 11.2

- Released December 2019
- Uplift to FMW 12g release
- Repository Simplification (released previously in 11.1.2.4.900 and cloud)
- Ongoing release for all Defect Fixing, 3rd party certification updates, and enhancements through *at least 2030*

11.2 Design Principles



On-Premises Release: 11.2 – The Details



- Uplift to FMW 12g release
 - Oracle Essbase 11.1.2.4 will be used for Hyperion EPM 11.2 initially
 - Uplift to Essbase 19c is on the roadmap
- Repository Simplification
 - Streamlines and simplifies infrastructure and architecture for the future
 - Replace Foundation services with a simpler RDBMS repository
 - Migration included for FR/Workspace Content
- 3rd party certifications* including:
 - OS: Windows 2019
 - RDBMS: Oracle 12.2, SQL Server 2016
 - JDK 1.8
 - No More Flash! (Calculation Manager no longer requires Adobe Flash)
- Technical upgrade – out of place install
- Enhancements delivered thru a series of feature bearing PSUs



Key Announcement



- EPM Architect (EPMA) will **NOT** be available as a foundation component in EPM 11.2 and beyond
- For existing deployments of EPM Architect:
 - Oracle Data Relationship Management will be offered under a restricted use license to facilitate Oracle Hyperion EPM (on premises only) dimension maintenance
 - Alternatively convert to “classic”
- A Migration Kit and white paper are available to assist with dimension extraction from EPMA to DRM
 - Patch [30695700](#): EPMA ADS FILE CONVERSION UTILITY FOR EPM 11.2
 - Oracle Support Document [26263171](#) (Whitepaper - How to Migrate Metadata from EPMA to DRM Application)

EPMA Migration to DRM steps

1. Export your 11.1.2.4 application metadata from Performance Management Architect to a file using the EPMA File Generator Utility.
2. Convert the file so that it's compatible with Data Relationship Management, using the file conversion utility.
3. Create an application in Data Relationship Management using predefined templates that you get with the DRM 11.2 install and import the converted file from step 2
4. Manage your metadata in Data Relationship Management.
5. Export application metadata out of Data Relationship Management and import it into your Oracle Enterprise Performance Management System application.

Restricted Use DRM for Hyperion EPM

The Fine Print

What's included?

- Data Relationship Management for dimension maintenance of Oracle Hyperion EPM on-premises applications only
- Data Relationship Steward (max 5 named users) to administer, secure and maintain hierarchies for Oracle Hyperion EPM on-premises applications only

What is not included?

- Reads and feeds from any other applications (e.g., Oracle EPM Cloud, Oracle Analytics Cloud, Transactional applications, ODS, D/W, Non-Oracle apps)
- Data Relationship Governance
- DRM Analytics



Restricted Use: Oracle DRM for Hyperion EPM

Provides Superior Functionality for:

- Dimension Maintenance and Hierarchy Management

Delivers Increased Value, Streamlined Application Maintenance via:

1. **App Dimension Definition** – Adapt masters to create target-specific dimension properties
2. **Value inheritance** - Calculate values based upon a controlling hierarchy
3. **Versioning** – Take historical snapshots, spin what-if scenarios, rollback to points-in-time
4. **Derived properties** - Calculate values based on user defined functions and scripts
5. **Custom validations** - Validate based on custom business logic
6. **Custom exports** - Define custom exports to filter and transform master hierarchies
7. **Compare hierarchies** – Use “hot lists” of differences for repeatable reconciliation

Expand to “Full Use” Data Relationship Management

For broader use beyond the restricted use license of DRM, purchase either:

- Oracle Data Relationship Management
- Oracle EPM Cloud Enterprise Data Management

Use cases include:

- Corporate Chart of Accounts Maintenance
- Chart of Accounts Redesign
- Reference Data Management
- Master Data Management
- Mappings Maintenance



Hyperion EPM (On-Prem) Product/Features Discontinued in 11.2

Hyperion Financial Management

[Financial Management Analytics](#)

[Essbase Analytics Link for Hyperion Financial Management](#)

[Quantitative Management and Reporting for Solvency](#)

Hyperion BI+

[Interactive Reporting \(IR\)](#)

[Production Reporting \(SQR\)](#)

[Web Analysis \(WA\)](#)

Hyperion Planning

[Hyperion Strategic Finance](#)

[Crystal Ball](#) (replaced by Predictive Planning)

[Simplified User Interface \(SUI\)](#)

[Workforce Planning](#)

[Capital Expense Planning](#)

[Project Financial Planning](#)

[Offline Planning](#)

Additional

[EPM Architect \(EPMA\)](#)

[Disclosure Management](#)

[EPM Mobile](#)

2020 Roadmap

11.2.1

Scheduled for April

- 3rd party Certification
 - Chrome
 - Edge Chromium
 - Windows 2016
- Defect Fixing

11.2.2

Scheduled for Summer

- 3rd party Certification
 - OEL 7 (UL 0+)
 - Red Hat 7 (UL 0+)
- Defect Fixing

11.2.3

Scheduled for Fall/EOY

- 3rd party Certification
 - SQL Server 2017
 - SQL Server 2019
 - Solaris 11 update 2+
 - AIX 7.1 TL 1+, 7.2 TL0+
- FMW 12.2.1.4
- Defect Fixing

Oracle EPM On-premises: Current Release and Roadmap

Current

Hyperion Planning

- Faster/Larger forms support
- Dashboards
- Ad hoc Grids for Analysis
- Grid definitions to Financial Reports

Hyperion Financial Management

- Journals Workbench
- HFM Insights
- Rules Profiling
- Charts/Graphs – Forms/Grids
- Import application
- DB hardening – RAC and network connectivity

Data Relationship Management

- FDMEE Integration
- Integration to Web Services
- External Lookup Properties

Financial Reports

- Web Studio
- New Charting Engine

Smart View

- HFM Journal
- OBIEE Enhancements
- New Range and Cell VBA Enhancements

11.2.x

Hyperion Planning

- Extended Attribute Support
- Smart Push
- Valid Intersections

Hyperion Financial Management

- Automatic Consolidations
- Enhanced Insights, Archiving
- Native metadata

Profitability and Cost Management

- Expanded Custom Calcs for complex logic
- POV Copy support for large outlines

Tax Provisioning

- Tax Automation Trace where source is ICP
- Enhanced Deferred Tax Classification logic

Financial Reports

- Multi-Report Editing via Web Studio
- Replace R&A repository
- Book/Batch to output to MS Office

Smart View

- Limited functional release for Office 365 Web/All clients

Future

Hyperion Planning

- Use Excel Formula Editor To Write Calculations
- Sandbox Support

Hyperion Financial Management

- Expanded Dashboards
- Critical Customer Requested Enhancements

Tax Provisioning

- Enhanced Tax Loss-Credit Automation
- Enhanced US State and Provincial Tax Provisions

Data Relationship Management

- S-FTP external connection
- Scheduled imports and exports
- Node Access Group Filtering
- Property Masking

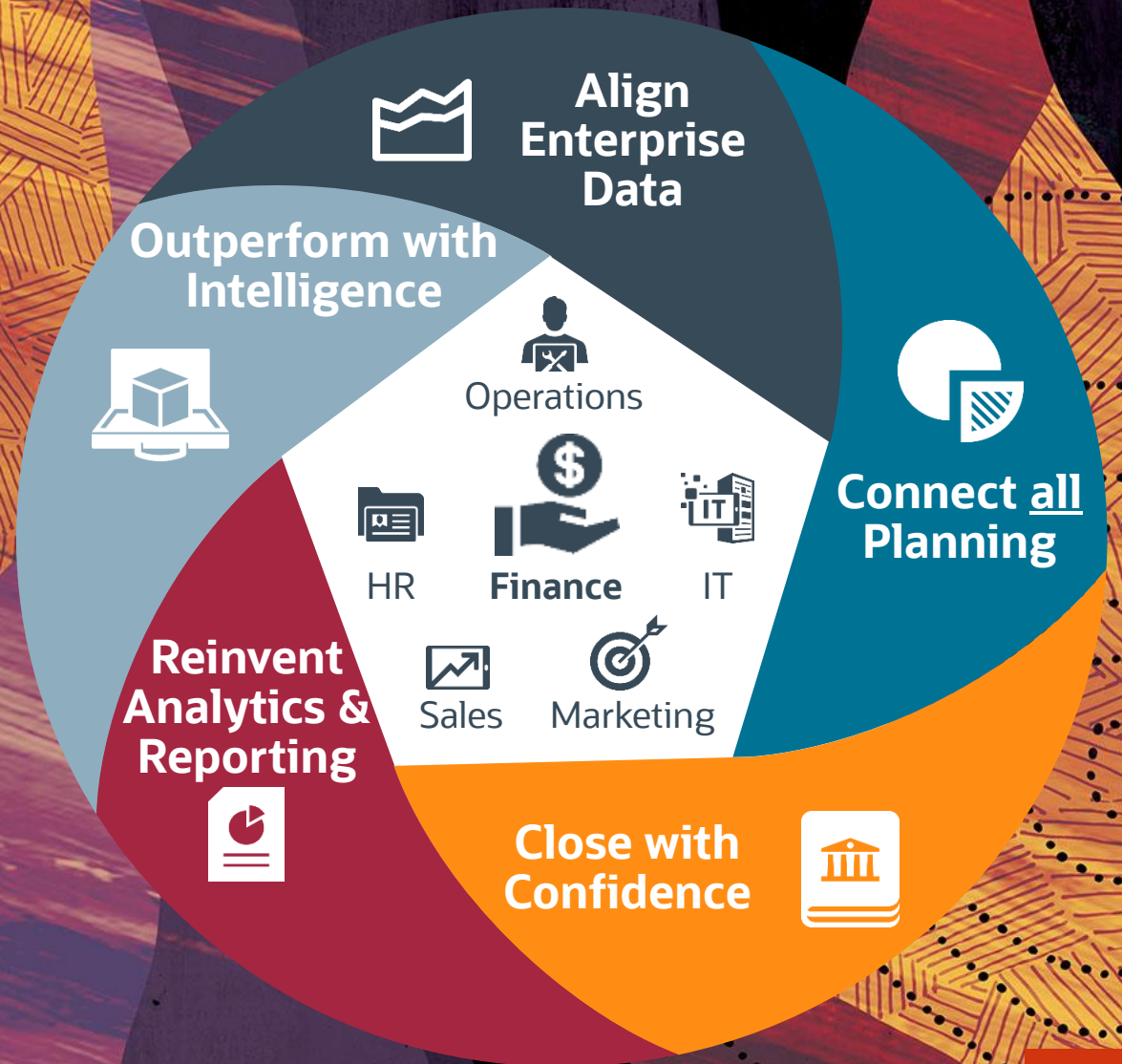
Smart View

- New Client to support all MS office Variants (Mac, iOS, Win Desktop, Cloud)
- Server side refresh of Smart View Queries
- Smart Query UX enhancements

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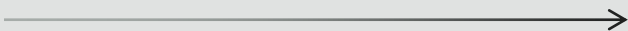


Oracle EPM Cloud: Completely Agile



Future-proof Your Business

5-YEAR UPGRADES



MONTHLY UPDATES



BEFORE

- On-premises applications
- 5-year adoption cycles
- Technical upgrades
- Long requirements lag

NOW

- Cloud applications
- Continuous Adoption cycles
- New features and technologies in updates
- Immediate feedback loop



EPM Cloud

Customer Momentum *

47000+

Customers

80+

Countries

79000+

Subscriptions

20+

Industries

* Thru Q3FY20

Connect Planning Beyond Finance



Free-form Planning & Analysis

- Build open definition cube quickly
 - No required dimensions
 - Import Essbase outlines
 - Hybrid/BSO or ASO cube
 - Leverage EPM platform features – Web and Smart View
- Build large scale models
 - Large # of dimensions
 - Large # of members
- Single cube per app | Multi app
- Available with EPM Enterprise Cloud



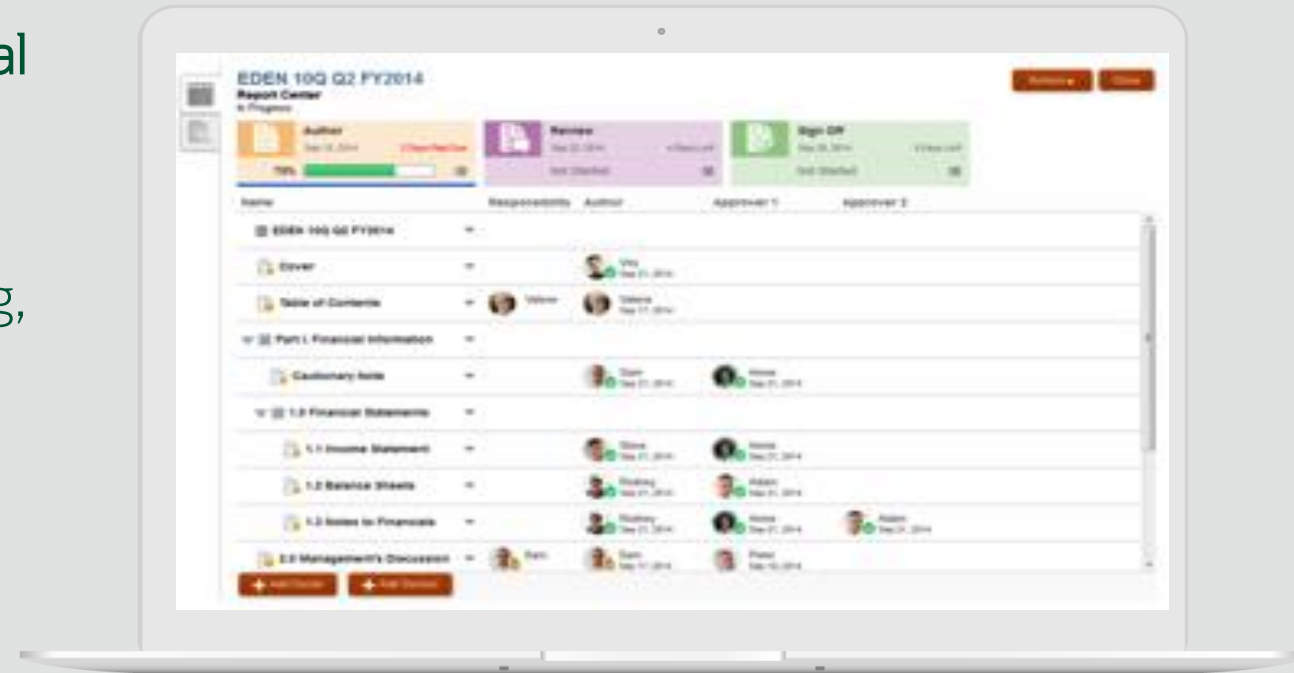
Key design principles of Financial Close on EPM Cloud

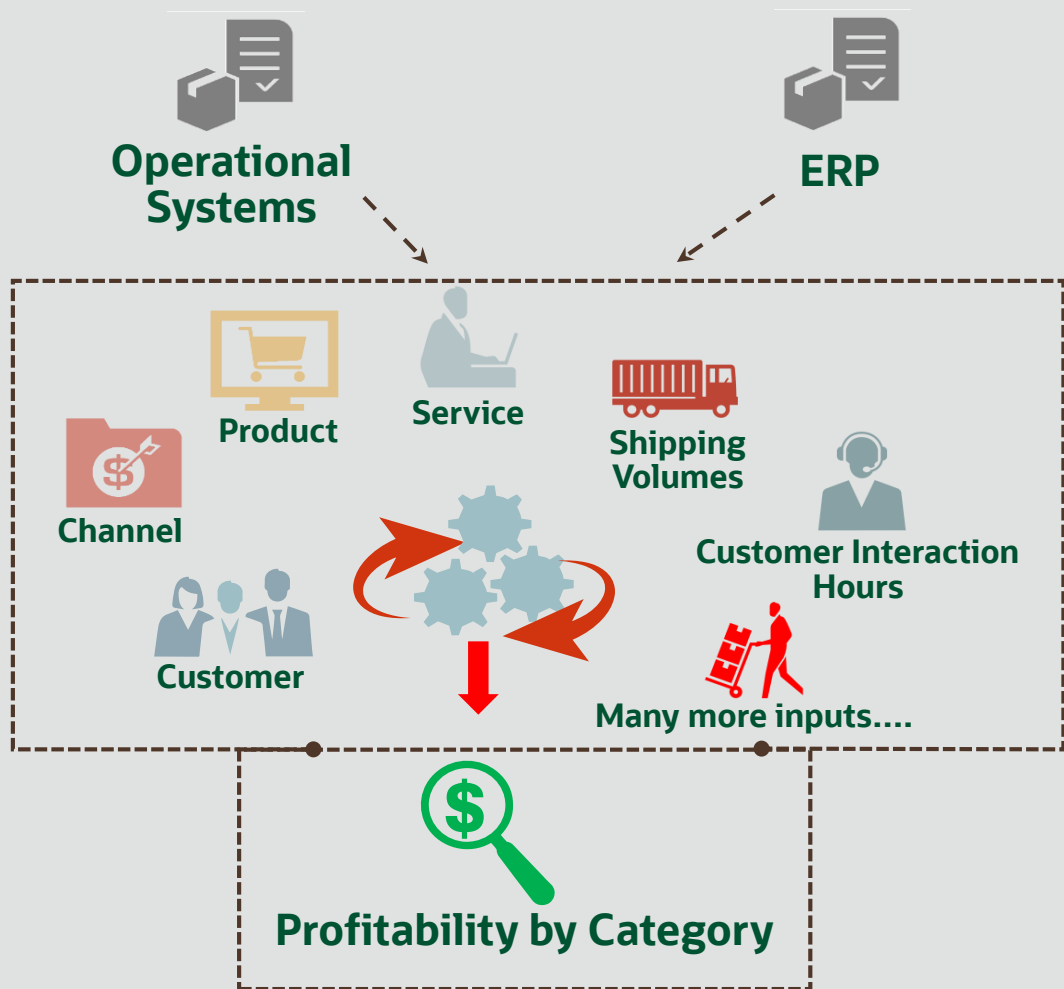
- Holistic approach to Record to Report process that includes
 - Consolidations
 - Close orchestration & monitoring
 - Supplemental/Ad hoc data collection
 - Reconciliation & transaction matching
 - Tax Provision & Reporting
 - Heavy emphasis on reporting
 - Collaborative (dashboards, reports, Office, etc)
 - Statutory (XBRL, Edgar, CbCr/XML, SBR)
 - Narrative
- Pre built functionality with out box of content
 - Configurations v/s Customizations
 - Based off 30+ years of consolidation experience
 - Best practices from HFM, Enterprise and practical experience
- Powered by EPM Cloud platform
 - Developed for SaaS with Innovations driven across the platform with a single learning curve (IPA, Chatbots, Machine Learning)

Rules	EPM Cloud
Net Income Roll to BS	Pre-Built
Cumulative Translation Adjustment	Pre-Built
Historical Overrides	Pre-Built
Cash Flow	Pre-Built
KPIs / Ratios	Pre-Built
Out of Balance Validation	Pre-Built
Consolidation / Translation / Eliminations	Pre-Built
Allocations	Custom

Narrative Reporting with Oracle EPM Cloud

- Complete & integrated reporting platform
- Narrative-based management and **external** reporting in one solution
- Unified EPM Cloud Reporting Hub
- Supports full reporting lifecycle: Reporting, Analysis, Authoring, Collaboration, Commentary & Delivery
- Regulatory Reporting framework
- Seamlessly leverage existing documents, data sources and reporting content





Proactively Manage Profitability

Offload Data to a System Purpose-Built for Modeling Allocations

MANAGING CHANGES TO ENTERPRISE DATA IS KEY FOR EVERY BUSINESS

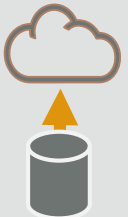
Digital / Systems



Transformational Changes



Business / Organizational



Migration to Cloud



Cloud Coexistence



Multi-ERP Rationalization



Corporate Reorganizations



Mergers & Acquisitions



Business Model Changes

Routine Changes



New Geo Region



New Department



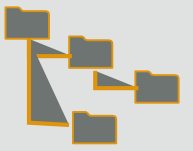
New Offering



New Cost Center



New Legal Entity

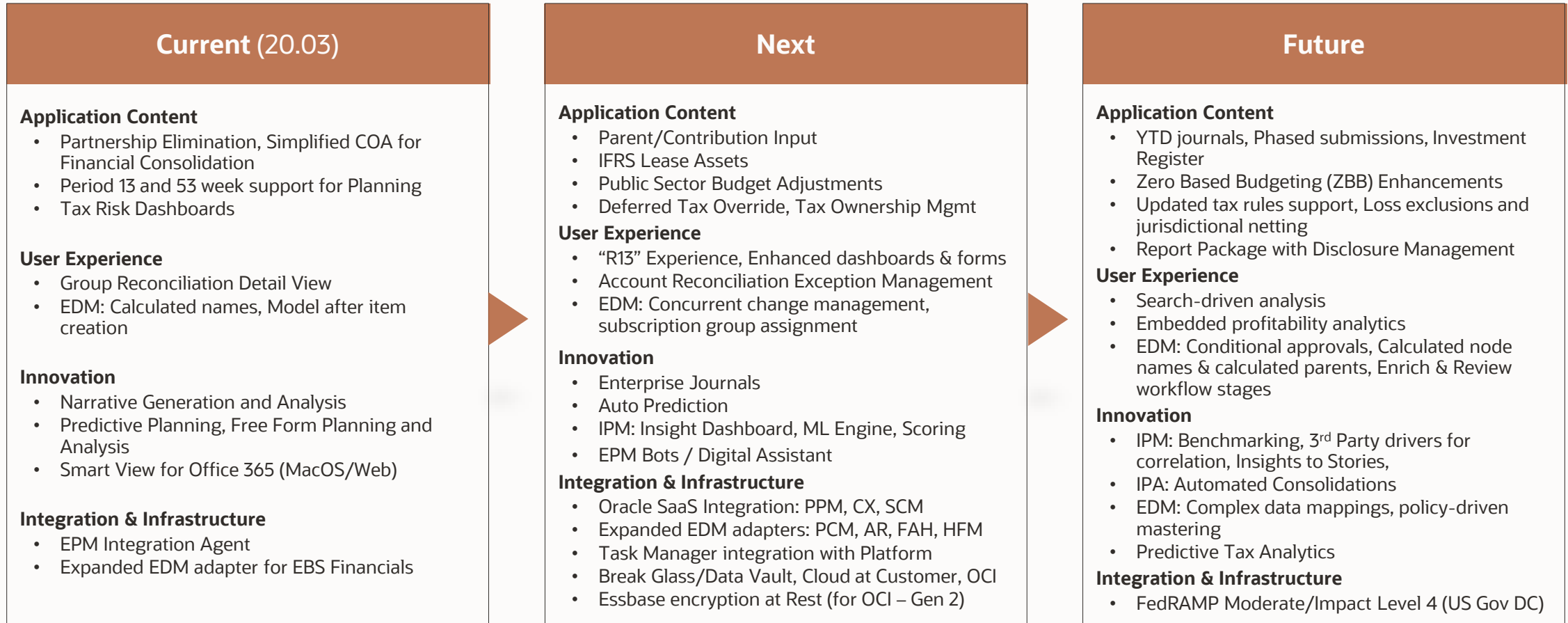


New Project



Oracle Applications: Current Release and Roadmap

Oracle EPM Cloud



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Embedded Intelligence & Automation



INTELLIGENT PROCESS AUTOMATION

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

INTELLIGENT PERFORMANCE MANAGEMENT

Inform planning decisions with predictive analytics and machine learning

Predictive Planning & Auto Predict

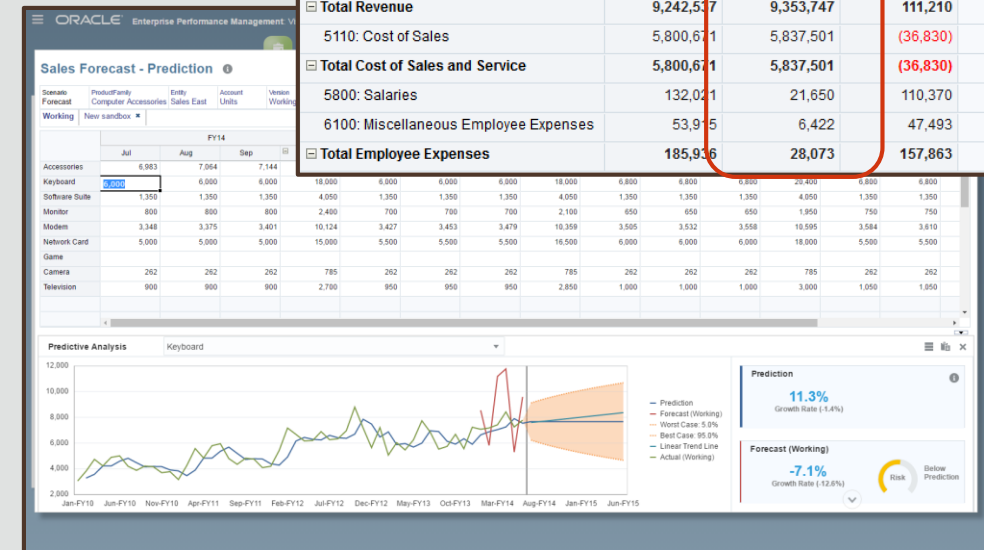
- Faster, more accurate planning through data science (time series regression):
 - ✓ Predictive Planning Use Cases:
 1. Generate a forecast
 2. Seed a forecast
 3. Validate a forecast
 - ✓ Coming soon: Auto Predict
 - Predictions run at data import, and calculated in a 'Prediction' scenario
 - Easier to report on variances
 - Foundational IPM framework for future Machine Learning enhancements

ORACLE Planning and Budgeting Cloud: Vision

Forecast Variances





Version: Working | Entity: International Sales | Period: Q2 | Year: FY16 **Auto Predict**

	Forecast	Prediction	Variance
4110: Hardware	5,423,775,019	5,445,774	21,999
4120: Support	600,428	593,573	(6,855)
4130: Consulting	2,078,800	2,133,434	54,634
4140: Training	235,181	231,033	(4,148)
4150: Miscellaneous Revenue	904,353	949,933	45,580
Total Revenue	9,242,537	9,353,747	111,210
5110: Cost of Sales	5,800,611	5,837,501	(36,830)
Total Cost of Sales and Service	5,800,611	5,837,501	(36,830)
5800: Salaries	132,021	21,650	110,370
6100: Miscellaneous Employee Expenses	53,915	6,422	47,493
Total Employee Expenses	185,936	28,073	157,863



IPM: Reimagine what's possible


EPM Cloud

Predictions  <i>How can I improve the accuracy of my planners?</i>	Simulations  <i>How can I reduce the risk in my forecast?</i>	Correlations  <i>How can other data improve my forecast?</i>	IPM Insights  <i>How can I reduce time spent in data analysis?</i>
What-if Analysis & Scenario Modeling			

Business User

Technical User

AutoML Engine



Embedded in EPM Cloud

Oracle ADW + ML



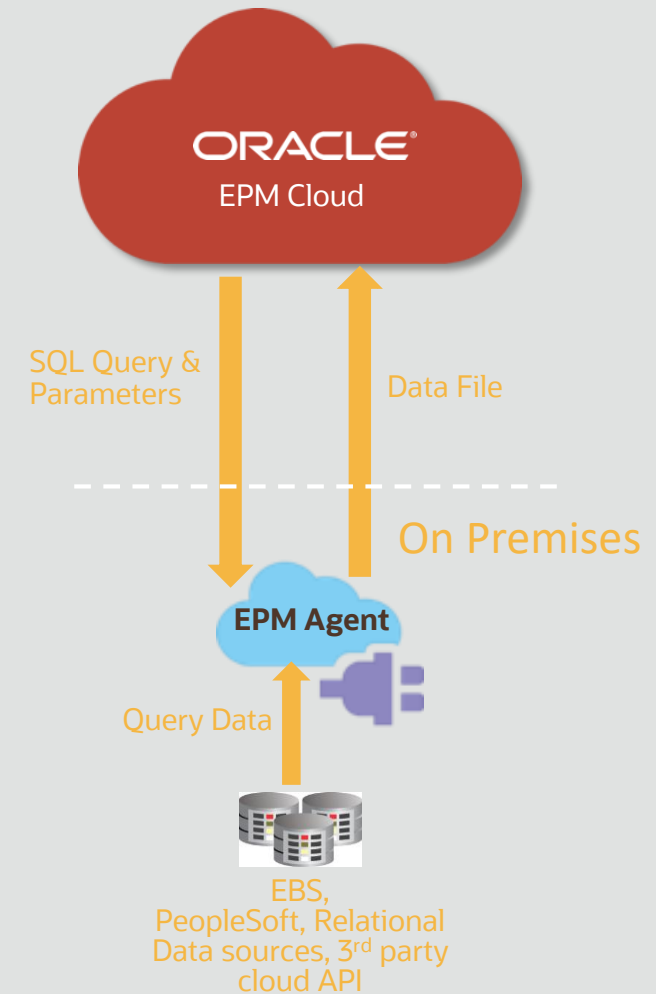
Integrated with EPM Cloud (REST API)

3rd Party ML



EPM Integration Agent

- Extends connectivity between the EPM cloud applications and any data source
- Lightweight footprint similar to EPMAutomate with minimal configuration
- Data source definition, query, filters defined and configured cloud
- Pre-seeded with queries for EBS & Peoplesoft GL
- Users may define custom queries
- Extensible with pre/post process scripting
- End-to-end processing orchestrated from cloud
- Drill-through from cloud into on-premises data without a URL



Hyperion Focus SA

'EPM in 2020'

Thank You



Mark Rinaldi

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