ORACLE EPM 11.1.2 NEW FEATURES

Vertical Edge Consulting Group
What is Oracle EPM?

- Enterprise Performance Management
  - Oracle’s Hyperion Product Suite
  - Enables management to analyze performance across all areas of the organization
  - Deliver management excellence by driving better decision making
  - Allows flexibility to adapt to changing business environment
  - Smart, Agile, and Aligned
  - Complete and integrated system for managing and optimizing enterprise-wide performance
    - Reporting & Analysis
    - Planning, Budgeting, and Forecasting
    - Financial Close & Reporting
    - Profitability & Cost Management
EPM Connects Management Processes
Hyperion Planning 11.1.2.1 - Recap

Largest number product enhancements over the last 5+ years

Main features

- Process Management & Approvals
- Usability improvements for planners and reviewers
- Richer capabilities for administrators and designers
- Depth of support for MS Office
- Public Sector Planning & Budgeting module
11.1.2.1 Highlights

- Value Added Data Forms
  - Better guidance in data entry forms
  - Validation messages if data exceeds thresholds
  - Data driven color coding
  - Analyze data in ad hoc mode directly in Planning web forms
11.1.2.1 Highlights

- End to End Planning In MS Office
  - Tasks lists available in Excel and Outlook
  - Planning feature parity in Smart View
11.1.2.1 Highlights

- Robust Approval
  - Promote, reject, sign off on their plan easily
  - Automatic Promotional path
  - Validation plan before promoting plan
  - New actions: delegate, take ownership, out of office
11.1.2.1 Highlights

- Better flexibility in designing the approval process
  - Support matrix based (Product, Region)
  - Support cross functional (HR, Capex)
  - Support exception based (thresholds)
  - Support sequential and parallel processes
  - Support different approval structure by scenario
  - Support submission control
  - Pre-define the approval path centrally and apply to all users
Approvals (Workflow/ Process Management)

- A new role “Approvals administrator” with sub roles
  - Approvals Ownership Assigner

- Approvals Process Designer

- Approvals Supervisor
Data Form Designer

- Robust Form Design & Member Selector
  - Dimension drag & drop
  - Better search capabilities and filter criteria in member selector
  - New Properties pane
    - Grid/Row/Column properties
    - Display properties
  - Additional rows/columns
    - Member
    - Formula
    - Blank
Data Form Validation Rules

- New Validation Rules Builder
  - Color coding and validation rules
  - Add a “Not In” method in validation rules, for type member

- Better Attribute support in validation rules, through member selector
  - Validation rules based on Attribute dimension supports operator such as “greater than” and “Less than”, required for attributes of type numeric and date.
Composite Form Designer

- New Composite forms designer
  - More layout and formatting options for composite forms
  - End user needs a better way to view tabs in a composite form, and see a better separation between the different panes.
  - Indicate form type in form folders and tasks
    - Form type (simple, composite, ad-hoc) will be displayed with the form name
Web Forms Designer

- Define Row and Column initial width and height
- “Size-to-Fit” option applied to row height for large cell text support
- Returning custom messages for Business rules
  - The custom message entered using the new @return function will now be displayed to the user directly and not in the job console.
- Support passing context to POV dimensions via context aware user variables
Public Sector Planning & Budgeting

- Hyperion Planning Module
  - Built using Hyperion Planning as the foundation technology
  - Address planning and budgeting needs of public sector organizations through packaged product offering

- Key functional capabilities
  - Packaged position budgeting module
  - Bi-directional integration with ERP sources through FDM
  - Support for management of budgetary processes including budget book preparation through Hyperion Financial Reporting
Public Sector Planning & Budgeting

- Out-of-the-box configurable and expandable position and employee expense budgeting
- Project and evaluate the impact of employee compensation and benefits
- Forecast the impact of new positions, workforce reductions, contract proposals
- Powerful workflow and process management for budgeting and forecasting
- Integration with ERP
Public Sector Planning & Budgeting

- Setup initial budgets
  - Default rules to assign/add missing data based on criteria
  - Future-dated step increases
  - Parameterized modifications of input data
  - Position & element parameters to modify the input data from HR
  - Re-calculate expenses based on effective-dated position/employee data
- Support for 3 models – Position, Employee, Position & Employee

ORACLE Gold Partner

VERTICAL EDGE CONSULTING GROUP
Public Sector Planning & Budgeting

Predefined Reports

- Position-Employee Associations
- Employment Levels
- Position Expenses by Department
- FTE and Headcount by Position
- Position Impact
- Position Adjustment
- Stage Variance
- Vacant Positions
# Summary of Key Features

## End User Experience
- Improved usability in web forms
  - Sorting and Filtering, Ad hoc on the Web, Menus at cell level and Personalized Data Forms
  - Traffic Lighting, Data driven visual exceptions and Validation notifications
- Increased flexibility to view / enter data
  - Enhanced Composite Forms
- Improve administration functionality
  - New Member Selector
  - Ad-hoc filtering: Leverage UDA, Attribute, levels, generation
  - Flexible display
  - Sorting
- Reduce time to design forms
- Reporting cube integration

## Approvals
- Increased granularity in the Planning Unit definition
  - Add one more dimension to entities
  - Support different process management organization by scenario / version
- Pre defined promotional path
  - Automatically find the next owner
  - Flexibility: Take ownership, multi select actions, out of office
- Data driven promotional path
  - Support matrix organization
  - Dynamically add reviewers based on data
### Summary of Key Features (cont.)

#### Microsoft Office
- Excel: Allow Planners to perform Planning tasks in familiar MS Office environment
  - Task Based Workflow
  - Traffic Lighting & Data Validation
  - Process Management
  - Composite Forms
  - All key Planning web capabilities available within Office
- Outlook
  - Manage Planning task through Outlook tasks

#### Budget Books
- Define a budget book with sections and subsections with a table of contents
- Insert FR reports, MS Word, HTML, PDF and other file types as sections or attachments in the Book
- Include cell text and associated URLs from Planning into the book

#### New Module
- Public Sector Planning & Budgeting [Position Budgeting]
  - Defaults for each organization
  - Costing account for different benefit types
  - Salary account for each organization
  - Position defaults for each organization
  - Support Salary and Non-salary components
  - Step-based
  - Rate-based
  - Value-based
  - Multiple benefits
  - Additional earnings and tax components
  - Override default account for each non-salary component
11.1.2.1 Core Features Summary

- Upgrade available from
  - 9.2.1
  - 9.3.3
  - 11.1.1.3
  - 11.1.2

- Areas of Change
  - Approvals (workflow)
  - Web form Designer
  - End user web forms
  - Ad-hoc on Web & Smart View
  - Reporting Application Mapping
  - LCM on Planning
Planning Ad Hoc Changes

- Ad-hoc Changes On the Web:
  - Saved ad-hoc web grids distinct from Web Forms – interactive between web and Smart View
  - Cube Based Ad-hoc
  - Ad hoc Options (similar to Smart View options)
Planning Ad Hoc Changes

- Ad-hoc Changes In Smart View for Planning
  - No Need for APS
    - Direct Planning ad-hoc using Shared SSO Planning Connection
    - No need to create named APS connection for ad-hoc
  - Ad hoc Grid: Ability to go beyond the form boundaries and reuse ad hoc grids across Smart View and Web. Replaces Smart Slices
  - Ability to suppress blocks, Column suppression
  - Free form ad hoc
    - Add new rows/columns to grid
- Common
  - Direct Ad hoc on Planning cubes
  - Ad-hoc roles:
    - Ad hoc Grid Creator (replaces Smart Slice Creator)
    - Ad hoc User
Other Smart View Changes

- Smart View Changes:
  - UI Enhancements
    - Member selection
    - Option dialog
    - Ability to specify many workspace URLs
    - Disable options that are not valid for active connection
    - Hide POV
  - Other
    - Approvals UI Changes (Planning)
    - Retain Formatting on Ad hoc operations
    - Alias table can be associated to current sheet or current connection

- Financial Close Task List Integration
- Office 2010 Support (32-bit only): Office 2010, 64-bit support deferred to another release
- New Localization – Arabic (Bi-Di), Polish and Norwegian
- Upgrade, Backward Compatibility
  - 9.3.3, 11.1.1.3 & 11.1.2
Other Planning Changes

- Reporting application mapping
  - Command line launcher for push data - Examples
    - PushData /U:admin /A:plnapp /M:LineItemsToExpenses /C
    - PushData -f: password.txt /U:admin /A:plnapp /M:LineItemsToExpenses /C
    - PushData /U:admin /A:plnapp /M:LineItemsToExpenses
  - The utility is installed in the planning1 directory
  - Map smart list labels to member name or alias

- LCM on Planning: Application Shell creation for Planning
  - Planning artifacts currently require application shell and Essbase database to exist in target environment
  - LCM enabled to create an application shell for Planning

- Outline load utility supports dimension exports
  - Load ready csv file
  - OutlineLoad /A:NREL_EPP /U:admin /E:D:\Hyperion\DevEntities.csv /D:Entity
    /L:D:\Hyperion\Log_Files\entity_outlineLoad.log
    /X:D:\Hyperion\Log_Files\entity_outlineLoad.errOutlineLoad
11.1.2.1 Core Features Summary

- Upgrade available from
  - 9.2.1
  - 9.3.3
  - 11.1.1.3
  - 11.1.2

- Approvals (workflow)
  - Approvals administrator role
  - Dynamic owner assignment
  - Better details and simpler access to Log info in the case of "Failed"

- Web form Designer
  - Add a “Not In” method in validation rules, for type member
  - Improved Attribute support in validation rules
  - Indicate form type in form folders and tasks
  - Define Row and Column default width and height by Segment
  - "Auto fit" row height to support cells with large text content
  - Support passing context to POV dimensions via context aware user variables

- End user web forms
  - Better display of tabs in a composite form
  - Row height adjustment
  - Returning custom messages for Business rules
  - Run Time Prompt UI cleanup

- Ad-hoc
  - Cube Based
  - Saved Ad hoc grids
  - Role based
  - Ad hoc options

- Reporting Application Mapping
  - Command line launcher for push data
  - Map smart list labels to member name or alias

- LCM on Planning
  - Application Shell creation for Planning

- Supports over install and Application migration
ERP Integrator

- Integrates Hyperion with EBS or PeopleSoft
- Dimension members, hierarchies, currencies, exchange rates, calendars, statistics, and monetary data extracted
- Historical data for any period available
- HR data extracted to Public Sector Planning and Budgeting
- Metadata integration through EPMA or direct integration through the Classic Planning tools supported
- Data loaded directly into applications via EPMA, the Classic tools or FDM
- Write back and drill through to source systems
ERP Integration Approach
Data Relationship Management

Release 11.1.2.1
- Full-featured, Browser-based, Unicode Interface
- Internationalization
- 64-bit Memory Addressability
- SOX-compliant, Role-based User Access
- Multi-App Deployment
- Unicode Support Packaged EBS GL integration
- Single Sign-on
- Metadata Impact Analysis
- EBS R12.1.3 GL integration

Release 11.1.2.2 (PS2)
- Packaged EPM Integration (EPMA, ERPI)
- Packaged Fusion G/L integration
Hyperion Planning 11.1.2.2 Roadmap

- New Data Form Grid Visualizations
- Improved Process Workflow with rich visualizations
- Simple maintenance of complex artifacts
- Intuitive and Enhanced User Interface
- Full Bi-Directional Support
- Built-in capabilities for quick development & enhanced usability:
  - Declarative UI development using AJAX enabled ADF Faces Rich Client (RC) components
  - Lazy loading to handle display of huge volume of data.
  - Support for pagination
  - Support for sorting & filtering
  - Validation framework
  - Enable reusability using declarative components, page templates & task
Planning 11.1.2.2 Sample Interfaces
Project Planning – Process Flow

- **Strategic Project Planning**
  - Tie projects to strategic objectives
  - Compare multiple projects using common metrics
  - What-if analysis on cost / benefits
  - Prioritize, rank and select projects
  - High Level Project Phasing & Risk Estimation

- **Budgeting**
  - Plan at a summarized level of cost classification
  - Track start and end times at monthly level
  - Assign project managers to projects
  - Incorporate vendor quotes for key materials / labor
  - Allocation management of overhead / shared services to project level

- **Detailed Estimation**
  - Assign Project numbers
  - Plan major tasks / activities associated with the project
  - Plan detailed resource types – Full time, Contract, Temp etc.
  - Resource / Material assignments to tasks
  - Detailed cost drivers

- **Project Management**
  - Maintain project plan for duration of project
  - Add schedules to project / tasks
  - Track completed work and earned value
  - Create estimates for time to complete
  - Track actuals at granular level of detail (job level)
  - Model dependencies between Departments and Projects

- **Variance Management and Forecasting**
  - Review Project Life to date / period views
  - Allocate shared costs to projects
  - Analyze Root cause for variances
  - Detect common trends across projects
  - Revise estimates based on completion to date

- **Post Project Activities and Review**
  - Recognize formal project completion ("In Service")
  - Unitize project into asset(s)
  - Perform "As Built" versus "As Designed" analysis
  - Identify key learnings
  - Systematize feedback loop to implement learnings during the next cycle
Project Planning

- Key cross-functional solution capabilities

- Hyperion Projects Planning
  - Contract, Capital & Indirect Projects
  - Resource Level Expense and Revenue Planning & Forecasting
  - Overheads/Burden Cost Forecasts
  - Driver Based Revenue and Expense Planning & Forecasting
  - Intercompany Projects and Reconciliation
  - Impact Analysis
  - Funding Requests & Project Approval Flow

- Project Analytics
  - Project Funding and Budget Analytics
  - Product Cost Analytics
  - Project Revenue Analytics
  - Project Billing Analytics
  - Project Profitability Analytics
  - ...

- ERP Projects / GL
  - Project Initialization
  - Financial Work Structure (FWS) for Budgets / Actual
  - Project level Budgeting for FWS
  - Cost management, procurement, billing, accounting
  - Earned Value calculations at various FWS levels
  - Control of Service Spends / Payment Verification

- Project Portfolio Management
  - Create execution Work Breakdown Structure (WBS)
  - Assign / schedule resources
  - Track progress of project tasks within each WBS
  - Optimize Scheduling and Capacity Planning
Decision Packages

- A new capability planned to be supported in Public Sector Planning and Budgeting module
- A structured approach to managing changes to a prior version of the budget
  - Initiate a proposed budget change
  - Provide textual justification for the change
  - Calculate budget impact of the change
  - Prioritize and rank a set of proposed changes
  - Accept some changes / Reject others
  - Promote to the next version of the budget that incorporates decisions taken on proposed changes
- Examples:
  - In a new budgeting cycle, the baseline budget could be last year’s budget and each change to the baseline could be managed using a “decision package”
  - Mid year budget revisions
- Reporting
  - The content in decision packages can be easily converted into reports or budget books
Decision Packages

- Detailed calculation of budget impacts
- Rank Initiatives
- Decide to include/exclude in budget and calculate budget impact
- Provide textual justification
PeopleSoft Commitment Control Integration

- PeopleSoft Commitment Control
  - Separate module from PSFT GL
  - System of record to track budget changes and enforce budgetary control

- Planned Enhancements to Hyperion Planning / Integration of Hyperion Planning to PSFT:
  - Adjustments occurring in the PSFT Commitment Control imported to Hyperion Planning / will update budget in Hyperion Planning
  - Budget data in Hyperion Planning will show original, adjustments, revisions, position budgeting impact, etc. (This capability available only with Hyperion Public Sector Planning and Budgeting)
  - Perform changes to budgets in Hyperion Planning / push the delta into PSFT commitment control for posting
Predictive Planning

- **Business problem**
  - Most forecasts created in Planning are based on gut feel or simple growth rates
  - 3rd-party forecasting packages are either too difficult to use or too cumbersome to access

- **Value proposition**
  - Statistical-based forecasting built into Planning
  - Understandable and usable by all Planning users
  - Proven analytical methods help take the emotional aspect out of forecasting
  - Enables standardization of forecasting process

- **Additional details**
  - Smart View/Excel implementation
  - Uses Crystal Ball’s Predictor to analyze historical data and projects trends and patterns into the future
  - Review forecasted values, override if needed, then submit back to Planning
  - Automatically forecast best and worst case scenarios in addition to base case
  - Ability to compare accuracy of past forecasts vs. past predictions
Hyperion Strategic Finance Within Smart View

- Smart View will be the primary user interface for new HSF customers
- Fully integrated within Ribbons and Connections Manager etc.
- HSF client features will be available within Smart View Excel
- HSF Data entry and standard reports will be rendered within Smart View
- Smart View functions & tool kits for custom reports
- Crystal Ball & FDM integration via Smart View
- Continued support for native HSF client for existing customers
- Technical Details
  - Surfaced a Java based web service as a layer for clients to connect and integrate with HSF.
  - Enhancement of existing Core and Entity web service to provide features and new API’s requested by partners
Roadmap Beyond 11.1.2 – Sample Focus Areas

- **Simulation / What if**
  - On the fly Modeling
  - Sandboxing
  - Scenario merge

- **Calculation engine improvements**
  - Real time calculations and rollups
  - Client side calculations
  - Rollbacks
  - Driver cubes

- **Tighter ERP Integration**
  - Security
  - Workflows
  - User flows through Web Center
  - Partial tree loads

- **Embedded best practices**
  - Financial statements
  - Rolling forecasts

- **Mobile support**
- **Cloud based deployments**
Questions?

Contacts

Brian Williams
bwilliams@verticaledgecg.com

Eric Barnhart
ebarnhart@verticaledgecg.com

Dean Collura
dcollura@verticaledgecg.com