

# What's New in Oracle EPM



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- **Reigning Oracle Award winner EPM & BI Solution of the year**
- **Three** Oracle ACE Directors
- Authors of 10+ of the Best Selling books on Hyperion & Essbase
- Oracle Platinum Partner
- One of the 100 fastest growing tech companies in the USA (CRN Magazine)
- One of the fastest growing companies in USA (Inc. Magazine 2007-present)

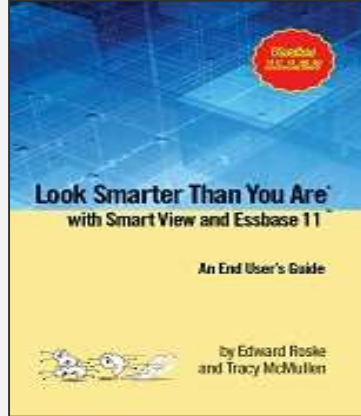
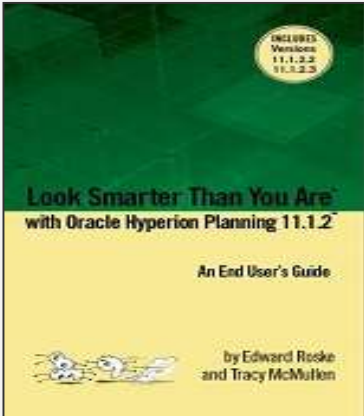


Founded in 1997, we are the longest-standing, Oracle EPM/BI-dedicated partner *in the world*

## 3 New Hyperion Planning Books!

- *Planning 11.1.2.2/11.1.2.3: Creating Applications*
- *Planning 11.1.2.2/11.1.2.3: Advanced Planning*
- *Planning 11.1.2.2/11.1.2.3: An End User's Guide*
- Smart View 11.1.2.2: End User Guide
- Essbase Studio 11.1.2.2
- Essbase 11: Admin Guide

Visit [interRel.com](http://interRel.com), to purchase these titles & more!



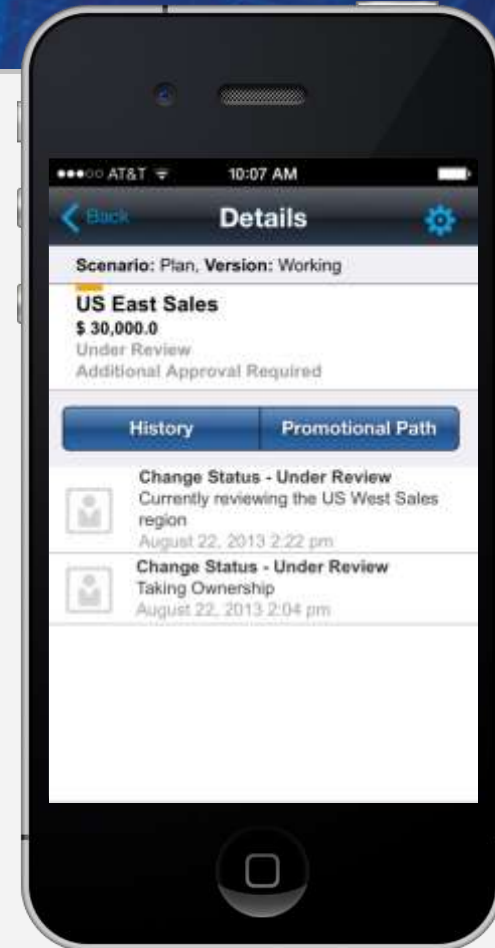


11.1.2.3.500

- This is a patch set update (PSU)
  - Patch replaces files in the existing installation and does not require a full installation. This PSU is a standalone patch.
  
- Windows 8
- Internet Explorer 10
- Firefox 24 ESR
- Microsoft Office 2013
- Oracle Database 12c release 12.1.0.1+



- OBIEE 11.1.1.7 / Financial Reporting 11.1.2.3
  - Information Consumption
  - Financial Reporting mobile browser support – EPM and Fusion
  - BI Apps for EPM (e.g. OFMA) using current and future OBI Mobile products
- EPM 11.1.2.3.500
  - EPM Workflow/Approvals Mobile App: Purpose-built mobile app, addressing approval workflows across Planning and Financial Close (Planning, HFM, Tax Provisioning)
  - Hyperion Planning: Fully functional browser experience optimized for tablets, for 90% of all end-user functionality



- EPM Mobile App:
  - iOS7, phone and tablet
  - Android 4.1, 4.2, 4.3 phone and tablet
- Tablet-Friendly Planning User Interface:
  - iOS7, tablet only, Safari and Chrome browsers
  - Android 4.1, 4.2, 4.3, tablet only, Chrome browser
  - Windows 8 Standard, Pro and Enterprise Editions, tablet, Chrome and Internet Explorer 10 browsers – *Windows Pro machine on a tablet (Smart View is supported on Windows Pro 8.1)*
- Financial Reporting:
  - iOS7, phone and tablet, Safari browser
  - Android 4.1, 4.2, 4.3, phone and tablet, Firefox 26+ browser



## Mobile Platform Support For Planning R11.1.2.3.500

	Safari	Chrome	IE10	Firefox 26+	EPM Mobile App
<b>iOS7 - Phone</b>					X
<b>iOS7 - Tablet</b>	X	X			X*
<b>Android JB 4.1 - Phone</b>					X
<b>Android JB 4.2 - Phone</b>					X
<b>Android JB 4.3- Phone</b>					X
<b>Android JB 4.1 - Tablet</b>		X			X*
<b>Android JB 4.2 - Tablet</b>		X			X*
<b>Android JB 4.3 - Tablet</b>		X			X*
<b>Windows 8 Std, Pro and Ent Eds. - Tablet</b>		X	X	X	





- VPN enabled
- Secure Browser based
- Same application security
- No offline data



- SaaS application for Financial Planning
- What it is:
  - Based on Hyperion Planning solution
  - Leverages the Oracle Cloud enterprise-grade infrastructure
  - Available stand-alone or with Oracle ERP Fusion Financials Cloud Service
- Availability: Partner and Customer Preview now



- Today
  - Planning available on Exalytics
  - HPCM 11.1.2.3 on Exalytics
  - FDMEE 11.1.2.3 on Exalytics
- Looking ahead...
  - Increased user scalability
  - Calculation performance gains
  - Application/Server consolidation
  - HFM 11.1.2.4 on Exalytics



- Tax
- Close
- DRM



# What's New and Trending?

## Planning on the Cloud and 11.1.2.3.500

# Hyperion Planning and Budgeting Cloud Services

## 11.1.2.3

# Planning on the Cloud Released (PBCS)

- Released in Feb the public availability of Planning and Budgeting on the Cloud service
- See the official press release here:
- [http://www.oracle.com/us/corporate/press/2143738?rssid=rss\\_ocom\\_pr](http://www.oracle.com/us/corporate/press/2143738?rssid=rss_ocom_pr)




- Lower the EPM Adoption Barrier
- Offer mainstream EPM applications on cloud
- Accelerate EPM adoption with SaaS subscription model and lower IT resource requirements
- Deliver EPM cloud services stand-alone and with Oracle ERP Cloud Service
  
- First supported EPM solution on the cloud – Hyperion Planning!





- Monthly subscription
- Self-service sign-up
- Instant provisioning
- Self-service management
- Self-service monitoring

cloud.oracle.com



The screenshot shows the Oracle Cloud website for Planning and Budgeting. The header includes the Oracle Cloud logo and navigation links for Home, Offerings, Resources, and Sign Up. The main heading is "Planning and Budgeting" with a "Review" button. Below this, there are tabs for "Overview" and "Features". The main content area is titled "Streamline your planning, reporting and analysis processes" and lists four key benefits: Simplify, Accelerate, Collaborate, and Align. A large graphic of a cloud with a checkmark and the text "Planning and Budgeting" is also present. At the bottom, there are three columns of detailed benefits and a "Learn More" button.

**ORACLE CLOUD** Home Offerings Resources Sign Up

## Planning and Budgeting Review

Overview Features

### Streamline your planning, reporting and analysis processes

Oracle Planning and Budgeting Cloud Service enables businesses to improve accuracy, reduce costs and deliver results faster.

- Simplify**  
Your business processes and technology requirements
- Accelerate**  
Instant application deployment anytime
- Collaborate**  
More effective work across the enterprise
- Align**  
Your plans with your business goals

#### Planning and Budgeting

- Streamline Planning and Forecasting**
  - Reduce reliance on spreadsheets and disconnected planning tools
  - Accelerate planning and forecasting processes
- Improve decision-making capabilities**
  - Perform variance analysis with interactive ad-hoc analytics
  - Improve management visibility with multidimensional planning and forecasting
- Deploy quickly and reduce costs**
  - Deploy new applications quickly through the cloud
  - Support enterprise-wide planning, reporting and analysis
  - Leverage investments and data from Oracle and non-Oracle ERP systems

[Learn More](#)  
END >

[Explore Oracle Planning and Budgeting Cloud Service Features >](#)



# Planning & Budgeting Cloud Service (PBCS)

- Fully Functional Hyperion Planning within EPM Workspace
- Financial Reports and Web Based Planning
- Data Integration Using Flat File loads from On Premise
- Smart View, Financial Reports Studio and Predictive Planning using local client connecting into PBCS
- Lifecycle Migration
  - Application migration from On Premise Planning to Cloud and vice-versa
  - R11.1.2.2 Application migration from on-premise Planning to Cloud

\* For Classic Mode only

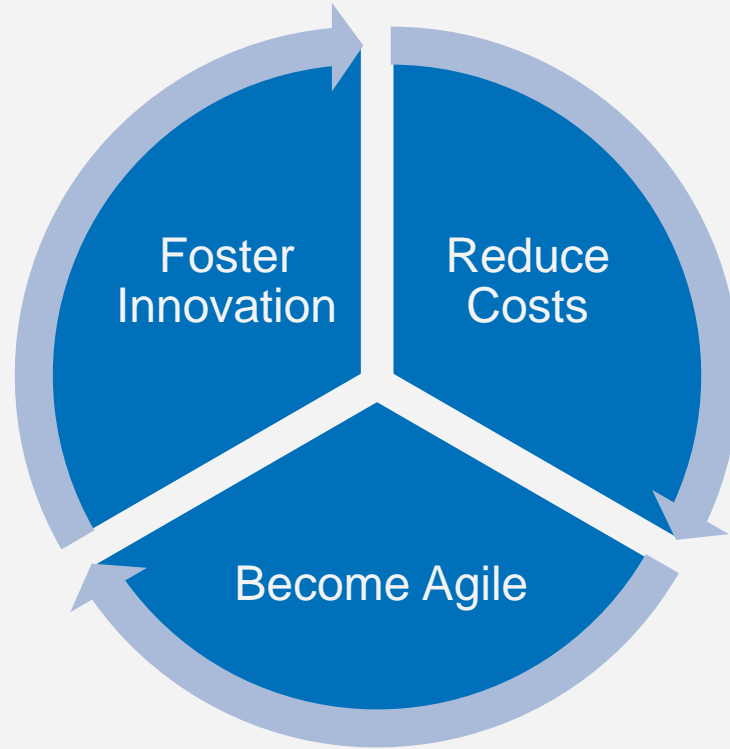


# Deployment Options

Approach	Development System	Production Deployment
Pure On-premise	On-premise	On-premise
Pure Cloud	Cloud	Cloud
Hybrid	Cloud	On-premise



# Planning on the Cloud Benefits



# Who? New Customers

- Mid market customers or customers who perceived Planning as “too expensive”
- Oracle enterprise customers without Hyperion Planning
  - E.g. CRM, Ebusiness Suite
  - New deployment option for mature product that leverages cloud



# Hyperion Planning is just too expensive

- Planning on the Cloud reduces overall costs
  - No servers necessary
  - No IT support required
    - Business driven support and resources
  - Immediately start implementing
    - Consider limited investment to create prototype project to see your planning process in action
  - Work with partners to implement first phase in 8 weeks
  - Grows with the business
  - Accelerates time to value



# Existing Hyperion Customers

- Expand to additional business units/divisions/LOB
- Dev environments for testing on latest versions
- 9.3.1 customers --- preview into 11.1.2.3
  - Easier path to preview into the upgrade



# I already have Planning; why do I need the cloud?

- Development instance always on the current version
  - Move applications back and forth
  - Test new features and functions on the new version
- Expanded rollout with limited impact to on premise infrastructure





- Administration / Maintenance
  - Application diagnostics with governors
  - Automated scaling based on user demand
  - Built in redundancy and fault tolerance
  - Scheduled maintenance for patches and version upgrades
  - Excel based admin capabilities



- Landing page
- Guided demo app
- Best practices for designing an application
- Detailed task list template
- Training videos and tutorials
- Excel integration



# Glimpse into Planning on the Cloud

*From customer preview; GA may be slightly updated*









# Landing Page

**ORACLE** Planning and Budgeting Cloud Service Workspace Logged in as pod3tracy Help Log Off

Navigate File View Favorites Tools Help

Home Documents Explore

Explore: / **Planning and Budgeting Service** x Vision Search  Advanced

-  Launch Application
-  Admin Tools
-  Tools
-  Admin Tutorials
-  Watch Demo
-  Learning Center
-  Service Admin Home
-  Settings





## Forms

## Manage Task Lists

## My Task List

- Manage Planning Process
  - Plan Kickoff
    - Strategic Plan Dashboard
    - Allocate Targets
    - Set Global Assumptions
    - Start Approval Process
  - Plan Review
    - Shared Services Allocations
    - Review Financial Statements
    - Review Plan Variances
    - Key Performance Indicators
    - Approve Plan
- Operating Plan
  - Vision Company Overview
  - Planning Process
  - Operating Plan

## Task List Status

## Task List Status - All



Incomplete, 100.0%

## Task List Status - All

- Incomplete
- Complete
- Overdue

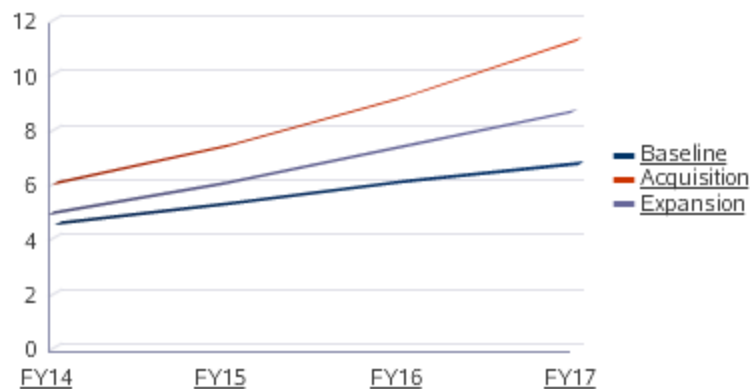
## Task List Tasks - All

Task	Type	Status	Start Date	End Date	Alert
Manage Planning Process					
Plan Kickoff					
Strategic Plan Dashboard					
Allocate Targets					
Set Global Assumptions					

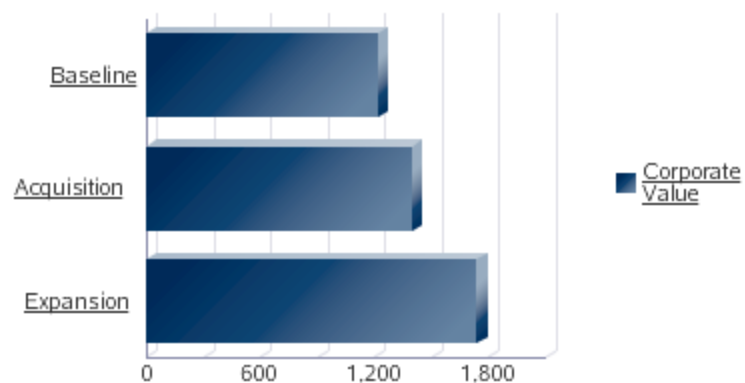
Scenario: Plan

Display Year: FY17

## Earnings per Share



## Shareholder Value



## Earnings Comparison

	Baseline	Expansion	Var from Baseline
Revenue (in MM)	716.35	925.06	208.71
Net Income (in MM)	103.07	131.71	28.64
Operating Profit Margin %	14.39%	14.24%	(0.15)%
EPS	6.65	8.72	2.07

## Market Price Comparison

	Baseline	Expansion	Var from Baseline	Acquis
Value per Share	37.77	46.86	9.09	
Current Stock Price	39.25	39.25	0.00	
Variance	(1.48)	7.61	9.09	
Variance %	(3.77)%	19.40%	23.17%	

Scenario: Plan

Year: FY14

### Targets to be Allocated

Expansion 

	Q1	Q2	Q3	Q4	YearTotal
4001: Total Revenue	187,568,424	205,816,737	205,079,286	220,140,666	818,605,112
5000: Total Cost of Sales and Service	119,897,712	129,564,339	129,564,339	130,062,517	509,088,907
▲ Gross Profit	67,670,712	76,252,398			309,516,205
Operating Expenses	48,914,041	54,287,899			213,966,690
▲ 0002: Pretax Income from Operations	18,756,671	21,964,500			95,549,515

Allocate Plan Targets

Clear Plan Targets

Edit

Adjust

Comments

Supporting Detail

Show Change History

Document Attachments

Lock/Unlock Cells

Analyze

New Ad Hoc Grid

Select All

### Allocated Targets

Version: Target

There are no valid rows of data for this form.

Q1	Q2	Q3	Q4	YearTotal



Explore: /

Planning and Budgeting Service

Vision - Task List Status ×

## Forms

## Manage Task Lists

## My Task List

## Manage Planning Process

## Plan Kickoff

Strategic Plan Dashboard

Allocate Targets

Set Global Assumptions

Start Approval Process

## Plan Review

Shared Services Allocations

Review Financial Statements

Review Plan Variances

Key Performance Indicators

Approve Plan

## Operating Plan

Vision Company Overview

Planning Process

Operating Plan

## Task List Status

Task Instructions

Task - Start Approval Process - Manage Approvals

Scenario Plan

Version

Working

Go

## Process Status

Chart Type Pie

Group By



Under Review, 100.0%

Status

■ Under Review

Actions View



Detach

Planning Unit	Approvals Status	Sub-Status	Current Owner
Sales	Under Review		Carol ABC
International Sales	Under Review		Carol ABC



## Task List Status

Task Instructions

Task - Revenue Plan - Products-Revenue Plan - Products

Scenario: Plan

Year: FY14

Version: Working

ProductFamily: P\_TP1

410 : International Sales

		Jan	Feb	Mar	Q1	Apr	
P_100:Product X	Units	451	231	333	1,015	320	
	ASP	640	640	640	640	640	
	Gross Margin %	20.00%	20.00%	20.00%	20.00%	20.00%	
	4001: Total Revenue	288,640	147,840	213,120	649,600	204,800	
	5000: Total Cost of Sales and Service	230,912	118,272	170,496	519,680	163,840	
	▲ Gross Profit	57,728	29,568	42,624	129,920	40,960	
P_110:Sentinal Standard Notebook	Units	653	314	615	1,582	651	
	ASP	460	460	460	460	460	
	Gross Margin %	30.00%	30.00%	30.00%	30.00%	30.00%	
	4001: Total Revenue	300,380	144,440	282,900	727,720	299,460	
	5000: Total Cost of Sales and Service	210,266	101,108	198,030	509,404	209,622	
	▲ Gross Profit	90,114	43,332	84,870	218,316	89,838	
P_120:Sentinal Custom Notebook	Units	499	276	365	1,140	382	
	ASP	760	760	760	760	760	
	Gross Margin %	30.00%	30.00%	30.00%	30.00%	30.00%	
	4001: Total Revenue	379,240	209,760	277,400	866,400	290,320	
	5000: Total Cost of Sales and Service	265,468	146,832	194,180	606,480	203,224	
	▲ Gross Profit	113,772	62,928	83,220	259,920	87,096	
P_130:Envoy Standard Netbook	Units	1,544	640	1,048	3,232	977	

/Vision/Vision Income Statement - Trend

Period: May

Entity: TD

Product: P\_TP



## Vision Operations

Statement of Income - Trend

Total Department

FY13

Report Run Date: 31-Jul-13 3:27:26 PM by pod3tracy

	Actual						Jun	Jul	Aug
	Jan	Feb	Mar	Apr	May				
▶4001: Total Revenue	27,259,403	21,738,573	25,919,069	27,982,024	24,710,817		29,608,260	28,468,741	29,388,860
▶5000: Total Cost of Sales and Service	17,491,841	13,659,081	16,796,762	18,260,330	15,494,713		16,985,318	16,435,761	16,965,230
Gross Profit	9,767,562	8,079,492	9,122,308	9,721,694	9,216,104		12,622,941	12,032,980	12,423,630
Gross Margin %	35.8%	37.2%	35.2%	34.7%	37.3%		42.6%	42.3%	42.3%
▶6000: Total Employee Expenses	1,504,147	1,486,170	1,291,707	1,424,103	1,451,991		1,401,886	1,445,201	1,504,000
▶7001: Total Operating Expenses	2,978,863	2,536,329	3,960,524	3,100,638	3,316,558		2,701,712	2,891,714	2,508,630
▶7300: Total Depreciation & Amortization	676,371	676,832	676,588	676,418	676,172		737,191	689,161	688,000
Operating Expenses	5,159,381	4,699,331	5,928,818	5,201,159	5,444,720		4,840,789	5,026,076	4,700,720
0002: Pretax Income from Operations	4,608,181	3,380,160	3,193,490	4,520,535	3,771,384		7,782,152	7,006,904	7,722,900

Forms

Manage Task Lists

My Task List

Dimension

Dimension

Business Rule Security

Preferences

Diagnostics

## Dimensions

Dimensions

Performance Settings

Evaluation Order

Plan Type <All Plan Types> Dimension Account + Sort Descendants Search Name

Actions View Account Channel Account

Name	Alias	Entity	Data Storage	Security	Custom Attributes
Account		Period	Never Share		
ReportingAccounts		Product	Label only		
No Account		Scenario	Store		
Statistics		Version	Never Share	<a href="#">View</a>	
AllA	All Accounts	Year	Never Share	<a href="#">View</a>	
CF	Cash Flow		Label only	<a href="#">View</a>	
Cash Flow Hierarchies			Label only		
Ratios			Label only	<a href="#">View</a>	

Rows Selected

1

Columns Hidden

10

Members 258

- Csv
- Export to get file fo

## Import and Export

### Import Metadata from File

Dimension to Import

Metadata File to Import

### Options

Create Security Filters

Database Refresh

Delete All Planning Units

Before Importing, Delete All Members from the Dimension

Assume Parent's PlanTypes if Unspecified in File

Force Load

Export File

Load Order

## Dimensions

### Dimensions

Performance Settings

Evaluation Order

Plan Type  Dimension    Sort    Search

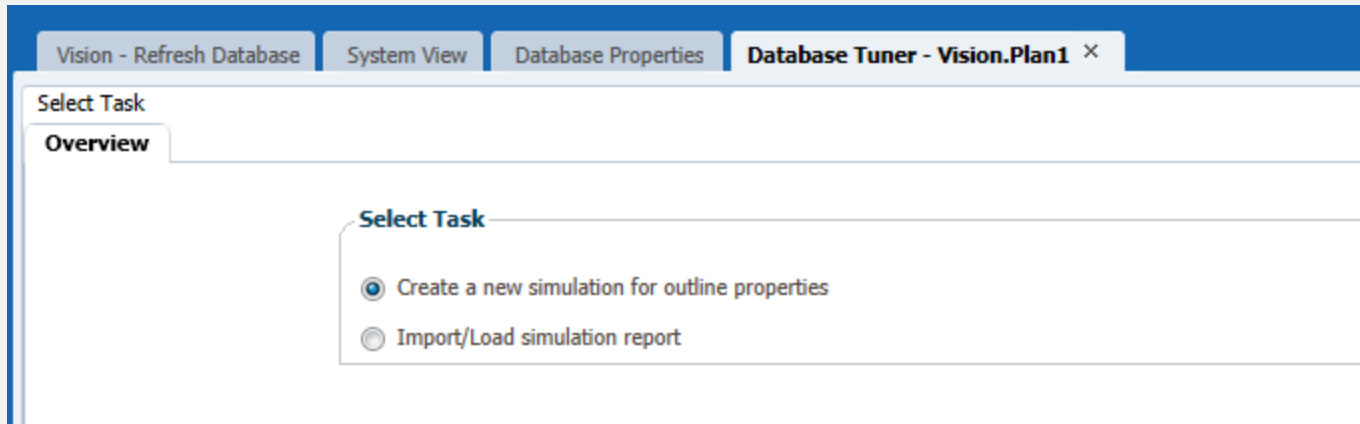
Actions

Name	Alias (Default)	Data Storage	Custom A
Channel		Never Share	
▶ Channel1	Channel 1	Never Share	
▶ Channel2	Channel 2	Never Share	
▶ Channel3	Channel 3	Never Share	
▶ NewChannels		Never Share	
▶ Channel4	Channel 4	Never Share	
▶ Channel5	Channel 5	Never Share	
▶ Channel6	Channel 6	Never Share	

Run

Validate

View Log

A screenshot of the DB Tuner software interface. The window title bar shows four tabs: 'Vision - Refresh Database', 'System View', 'Database Properties', and 'Database Tuner - Vision.Plan1' with a close button. The main content area is titled 'Select Task' and has an 'Overview' sub-tab selected. Under 'Select Task', there are two radio button options: 'Create a new simulation for outline properties' (which is selected) and 'Import/Load simulation report'.

Select Task > Initialize scenario > Set up iteration parameters > View Report

Overview

View Report

Available Statistics

Run time Statistics

Execution Time(sec)

Iteration	avg_cluster_ratio	index_cache_hit_ratio	compress
Iteration - 1	0.82	0.9998388241708875	0.07
Iteration - 2	0.79	0.9998693126680513	0.07
Iteration - 3	0.8	0.9998898807431878	0.07

Summary

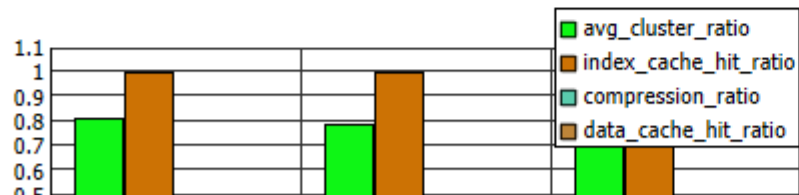
Iteration Details

Dimensions

Iteration	Data cache setting (KB)	Index cache setting (KB)
Iteration - 1	3072	1024
Iteration - 2	4096	2048
Iteration - 3	5120	3072

Statistics chart

Chart Type : column



Logs

View by iteration :

Iteration - 1

View by Rule :

Calc All IS

Charts

Logs

Chart Type : column

18  
16  
14  
12  
10

Calc

Select Task > Initialize scenario > Set up iteration parameters > View Report

Overview **View Report**

## Available Statistics

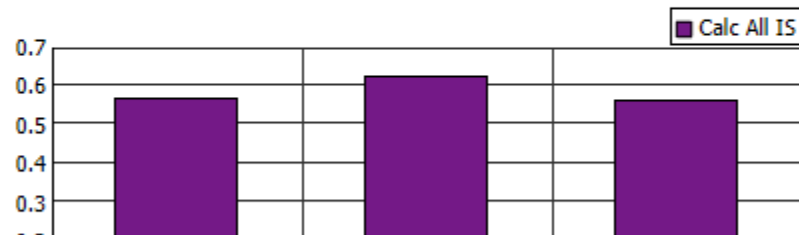
Run time Statistics

Execution Time(sec)

Iteration	Calc All IS
Iteration - 1	0.573
Iteration - 2	0.628
Iteration - 3	0.568

## Statistics chart

Chart Type : column



## Summary

Iteration Details

Dimensions

Iteration	Data cache setting (KB)	Index cache setting (KB)
Iteration - 1	3072	1024
Iteration - 2	4096	2048
Iteration - 3	5120	3072

## Logs

View by iteration : Iteration - 1 View by Rule : Calc All IS

Charts **Logs**

Because no alias table corresponds to language [en-US], the default alias table is being used.

Info (1012675) Commit Blocks Interval for the calculation is [3000]

Info (1012668) Calculating [ Account  
(4110,4120,4130,4140,4150,4170,4001,5110,5300,5000,GP,5800,6100,6110,6140,6145,6150,6160,6170,6180,6190,6200,6210,6220,6230,6240,6250,6260,6270,6280,6290,6300,6310,6320,6330,6340,6350,6360,6370,6380,6390,6400,6410,6420,6430,6440,6450,6460,6470,6480,6490,6500,6510,6520,6530,6540,6550,6560,6570,6580,6590,6600,6610,6620,6630,6640,6650,6660,6670,6680,6690,6700,6710,6720,6730,6740,6750,6760,6770,6780,6790,6800,6810,6820,6830,6840,6850,6860,6870,6880,6890,6900,6910,6920,6930,6940,6950,6960,6970,6980,6990,7000,7010,7020,7030,7040,7050,7060,7070,7080,7090,7100,7110,7120,7130,7140,7150,7160,7170,7180,7190,7200,7210,7220,7230,7240,7250,7260,7270,7280,7290,7300,7310,7320,7330,7340,7350,7360,7370,7380,7390,7400,7410,7420,7430,7440,7450,7460,7470,7480,7490,7500,7510,7520,7530,7540,7550,7560,7570,7580,7590,7600,7610,7620,7630,7640,7650,7660,7670,7680,7690,7700,7710,7720,7730,7740,7750,7760,7770,7780,7790,7800,7810,7820,7830,7840,7850,7860,7870,7880,7890,7900,7910,7920,7930,7940,7950,7960,7970,7980,7990,8000,8010,8020,8030,8040,8050,8060,8070,8080,8090,8100,8110,8120,8130,8140,8150,8160,8170,8180,8190,8200,8210,8220,8230,8240,8250,8260,8270,8280,8290,8300,8310,8320,8330,8340,8350,8360,8370,8380,8390,8400,8410,8420,8430,8440,8450,8460,8470,8480,8490,8500,8510,8520,8530,8540,8550,8560,8570,8580,8590,8600,8610,8620,8630,8640,8650,8660,8670,8680,8690,8700,8710,8720,8730,8740,8750,8760,8770,8780,8790,8800,8810,8820,8830,8840,8850,8860,8870,8880,8890,8900,8910,8920,8930,8940,8950,8960,8970,8980,8990,9000,9010,9020,9030,9040,9050,9060,9070,9080,9090,9100,9110,9120,9130,9140,9150,9160,9170,9180,9190,9200,9210,9220,9230,9240,9250,9260,9270,9280,9290,9300,9310,9320,9330,9340,9350,9360,9370,9380,9390,9400,9410,9420,9430,9440,9450,9460,9470,9480,9490,9500,9510,9520,9530,9540,9550,9560,9570,9580,9590,9600,9610,9620,9630,9640,9650,9660,9670,9680,9690,9700,9710,9720,9730,9740,9750,9760,9770,9780,9790,9800,9810,9820,9830,9840,9850,9860,9870,9880,9890,9900,9910,9920,9930,9940,9950,9960,9970,9980,9990,10000)

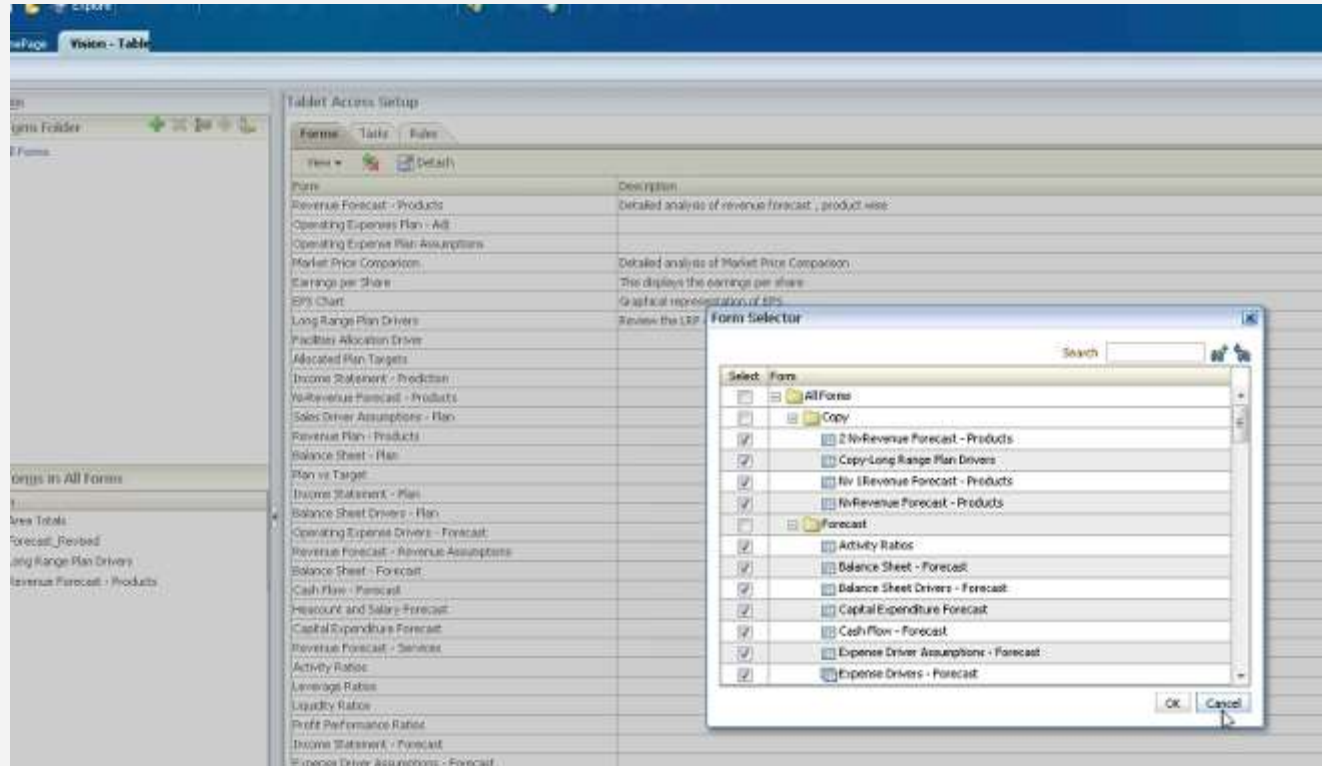
# Hyperion Planning UI for Tablets

## 11.1.2.3.500



# Enable for Tablet / New UI

- Must enable forms for tablet access



The screenshot shows a software interface with a 'Tablet Access Setup' window. The 'Forms' tab is active, displaying a list of forms and their descriptions. A 'Form Selector' dialog box is open, showing a list of forms with checkboxes for selection.

Form	Description
Revenue Forecast - Products	Detailed analysis of revenue forecast - product wise
Operating Expense Plan - All	
Operating Expense Plan Assumptions	
Market Price Comparison	Detailed analysis of Market Price Comparison
Earnings per Share	This displays the earnings per share
EPS Chart	Graphical representation of EPS
Long Range Plan Drivers	Review the LRP
Facilities Allocation Driver	
Allocated Plan Targets	
Income Statement - Prediction	
RevRevenue Forecast - Products	
Sales Driver Assumptions - Plan	
Revenue Plan - Products	
Balance Sheet - Plan	
Plan vs Target	
Income Statement - Plan	
Balance Sheet Drivers - Plan	
Operating Expense Drivers - Forecast	
Revenue Forecast - Revenue Assumptions	
Balance Sheet - Forecast	
Cash Flow - Forecast	
Headcount and Salary Forecast	
Capital Expenditure Forecast	
Revenue Forecast - Salaries	
Activity Ratios	
Leverage Ratios	
Liquidity Ratios	
Profit Performance Ratios	
Income Statement - Forecast	
Expense Driver Assumptions - Forecast	

The 'Form Selector' dialog box shows the following list of forms:

- All Forms
- Copy
- 2 NvRevenue Forecast - Products
- Copy Long Range Plan Drivers
- Nv Revenue Forecast - Products
- NvRevenue Forecast - Products
- Forecast
- Activity Ratios
- Balance Sheet - Forecast
- Balance Sheet Drivers - Forecast
- Capital Expenditure Forecast
- Cash Flow - Forecast
- Expense Driver Assumptions - Forecast
- Expense Drivers - Forecast



# Planning UI for Tablet (and web)

- New Planning UI is surfaced through port 8300
- Redesigned for tablets
  - Works on both mobile and desktop
  - HTML5 based
  - Consistent with Aracle Fusion App





## Tasks: All Task Lists

62

All Tasks

61

Incomplete

16

Today

38

Week

7

Future

1

Complete

Type	Name	Start	End	Instructions
------	------	-------	-----	--------------



Plan Kickoff

9/1/13

12/31/14



Strategic Plan Dashboard

2/1/14

12/31/14



Allocate Targets

2/1/14

9/30/14



Set Global Assumptions

2/1/14

10/19/13



Start Approval Process

8/30/13

10/1/13



Plan Review

9/1/13

10/2/13



Shared Services Allocations

9/1/13

10/1/13



Facilities Allocation

9/10/13

9/17/13



## Products

Complete
 [Previous](#)
[Next](#)
[Actions](#)
[Save](#)
[Refresh](#)
[Close](#)

Entity: Sales East

		FY14	FY14	FY14	FY14
		Q1	Q2	Q3	Q4
Tablet Computer	Units	1,131	1,223	2,000	5,000
	ASP	468	468	456	456
	Gross Margin %	40.33%	45.00%	23%	23%
	Gross Profit	201,433	247,342	209,493	523,808
	Launch Date				
Sentinal Standard Notebook	Units	1,271	798	9,000	1,242
	ASP	441	443	446	446
	Gross Margin %	22.33%	23.33%	31%	31%
	Gross Profit	122,359	82,177	1,243,931	171,605
	Launch Date				
Sentinal Custom Notebook	Units	549	621	822	727
	ASP	743	743	747	747

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 Planning

Entity: Sales East

		FY14				
					Dec	Q4
Tablet Computer	Units	2,000	2,041	1,739	1,220	5,000
	ASP	456	456	456	456	456
	Gross Margin %	23%	23%	23%	23%	23%

Close  
 Row Tablet Computer Units. Column FY14 Dec

Q W E R T Y U I O P  
 A S D F G H J K L Go  
 Z X C V B N M ! ?  
 .?123 .?123



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Planning

### Products

Entity: Sales East

Complete Previous Next Actions Save Refresh Close

		FY14				
		Oct	Nov	Dec	Q4	
	Units	2,000	2,581	2,199	1,220	6,000
	ASP	456	456	456	456	456
	Gross Margin %	23%	23%	23%	23%	23%
	Gross Profit	9,493	213,807	182,222	127,779	523,808
	Launch Date					
Sentinal Standard Notebook	Units	9,000	377	411	454	1,242
	ASP	446	446	446	446	446
	Gross Margin %	31%	31%	31%	31%	31%
	Gross Profit	3,931	52,085	56,808	62,711	171,605
	Launch Date					
Sentinal Custom Notebook	Units	822	242	214	271	727
	ASP	747	747	748	746	747
	Gross Margin %	31%	31%	31%	31%	31%



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Planning

### Products

Entity: Sales East

Complete Previous Next Actions Save Refresh Close

		FY14			
			Oct	Nov	
	Units	2,000	2,581	2,199	
	ASP	456	456	456	
	Gross Margin %	23%	23%	23%	
	Gross Profit	9,493	213,807	182,222	523,808
	Launch Date				
Sentinal Standard Notebook	Units	9,000	377	411	1,242
	ASP	446	446	446	446
	Gross Margin %	31%	31%	31%	31%
	Gross Profit	3,931	52,085	56,808	171,605
	Launch Date				
Sentinal Custom Notebook	Units	822	242	214	271
	ASP	747	747	748	746
	Gross Margin %	31%	31%	31%	31%

- Edit
- Adjust
- Comments
- Supporting Detail
- Change History
- Attachments
- Lock/Unlock Cells
- Analyze
- New Ad Hoc Grid
- Data Validation Messages
- Apply
- Business Rules
- Grid Validation Messages







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Planning

### Submit Forecast

Complete Previous Next Close

### Approvals

Filter: Forecast Working
 Sort By: Planning Unit Name

 <b>International Sales</b> Scott Maroney Under Review	\$196,000.0
 <b>Sales</b> Scott Maroney Awaiting Review	\$4,076,000.0
 <b>Sales Central</b> Celina Webb Under Review	\$737,000.0
 <b>Sales East</b> Scott Maroney Under Review   No Additional Approval Required	\$286,000.0
 <b>Sales Mid-Atlantic</b> Henry LeBlanc Under Review	\$470,000.0
 <b>Sales NorthEast</b> Anabel Bradley Under Review	\$373,000.0
 <b>Sales South</b> Tommy Duggan	\$646,000.0





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Planning

### Change Status: Sales Central


  Done

Action  Owner

Annotation



Add Annotation

 **Originate by Administrator** 12/3/13 12:34 PM  
Under Review  
Reply



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Planning

### Submit Forecast

Complete Previous Next Close

#### Approvals: Process Status

Filter: Forecast Working

#### All Planning Units

Under Review, 100.0%

International Sales	
Scott Maroney	\$196,000.0
Sales	
Scott Maroney	\$4,076,000.0
Sales Central	
Celina Webb	\$737,000.0
Sales East	
Scott Maroney	\$286,000.0
Sales Mid-Atlantic	
Henry LeBlanc	\$470,000.0
Sales NorthEast	
Anabel Bradley	\$373,000.0
Sales South	
Tommie Pierson	\$646,000.0



# Snapshots – FR Reports



ORACLE Vision Administrator

Task Lists Forms Rules Approvals **Reports** Settings Getting Started

### Reports

Type	Name	Description	Actions
	<b>Vision Account Detail Report</b>	Account Detail Report	 
	<b>Vision Account Summary Report</b>	Account Summary Report	 
	<b>Vision Balance Sheet</b>	Balance Sheet	 
	<b>Vision Balance Sheet - Forecast</b>	Balance Sheet	 
	<b>Vision Cash Flows</b>	Statement of Cash Flows	 
	<b>Vision Cash Flows - Forecast</b>	Statement of Cash Flows	 
	<b>Vision Financial Statements - Forecas</b>		 
	<b>Vision Financial Statements - Plan</b>		 



### Vision Account Detail Report

Close

	Q3	Q4	Q1	Q2	4 Quarter
	FY13	FY13	FY14	FY14	Total
5800: Salaries	3,446,833	3,535,868	4,386,113	4,370,268	15,739,082
6100: Miscellaneous Employee Expenses	818,021	840,191	1,076,668	1,081,271	3,816,151
<b>6000: Total Employee Expenses</b>	<b>4,264,855</b>	<b>4,376,059</b>	<b>5,462,781</b>	<b>5,451,539</b>	<b>19,555,234</b>
7110: Advertising	566,575	594,662	1,083,146	1,150,176	3,394,559
7120: Public Relations	375,031	373,595	1,453,477	1,301,385	3,503,488
7410: Utilities	862,713	852,690	1,345,518	1,406,329	4,467,249
7420: Rent Expense	1,175,231	1,171,466	1,664,904	1,743,499	5,755,099
7440: Cleaning and Maintenance	851,622	1,749,511	5,400,722	2,235,284	10,237,140
7450: Telephone Expenses	541,426	532,252	845,574	886,612	2,805,864
7460: Office Supplies	324	324	1,205	758	2,611
7510: Postage	215,582	213,590	331,502	345,966	1,106,641
7530: Equipment Expense	269,721	347,316	1,759,339	1,047,733	3,424,109
<b>7000: Total Office Expenses</b>	<b>4,858,224</b>	<b>5,835,465</b>	<b>13,885,388</b>	<b>10,117,742</b>	<b>34,696,760</b>
7620: Legal Services	102,267	392,532	878,777	376,300	1,749,877
<b>7004: Total Facility Services Expenses</b>	<b>102,267</b>	<b>392,532</b>	<b>878,777</b>	<b>376,300</b>	<b>1,749,877</b>
7640: Airfare	117,193	115,158	153,507	173,779	559,637
7650: Car Rental	31,546	31,847	33,423	34,295	131,111
7660: Shipping	1,621,293	601,871	2,377,806	2,937,388	7,538,358
7670: Accommodation	26,825	27,036	36,040	38,950	128,851
7690: Meals	11,801	11,775	11,404	11,950	46,931
7695: Entertainment	12,554	12,554	18,579	19,115	62,801
7699: Miscellaneous Travel Expenses	31,173	3,339	6,076	50,219	90,807
<b>7005: Total T&amp;E Expenses</b>	<b>1,851,385</b>	<b>801,580</b>	<b>2,616,835</b>	<b>3,265,696</b>	<b>8,535,496</b>
7730: Bad Debt	449,278	462,591	1,110,810	1,199,933	3,222,612
7006: Other Expenses	449,278	462,591	1,110,810	1,199,933	3,222,612
<b>7007: Total Operating Expenses</b>	<b>7,263,144</b>	<b>7,681,188</b>	<b>18,511,810</b>	<b>14,859,473</b>	<b>48,315,615</b>



# Composite Forms Display on Tablet

Review KPIs

Entity: Total Department, Version Working, Product Product, Period: Q4, Year: FY14

Profit Performance Ratios

Activity Ratios

Liquidity Ratios

	Forecast	Plan	Variance
Quick Ratio	1.38	1.05	
Current Ratio	1.45	1.57	
Working Capital (WC)	154,788,401	21,622,580,938	(21,467,7
Operating Working Capital	449,732,151	20,966,492,847	(20,516,7

Profit Performance Ratios (Pie Charts)



# EPM Mobile Approvals (for Phone)

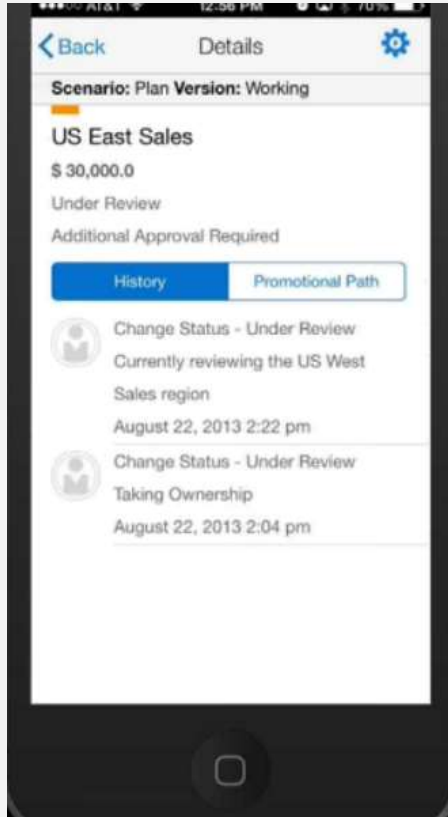
## 11.1.2.3.500



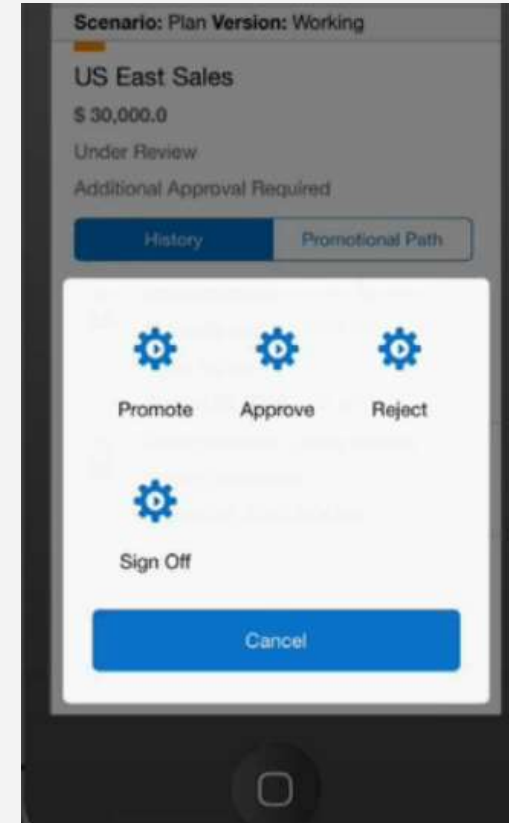
# EPM Mobile Phone Application

- Fast easy access
- Enables on-the-go review and approval by managers and executives
- Allows approvals and workflow across Planning, Financial Management, and Tax Provision
- Offers a consistent user experience across EPM products by leveraging Oracle Application Development Framework (ADF) mobile technology
- Available Apple and Android phones from the Apple App Store and Google Play Store
- Designed for the phone

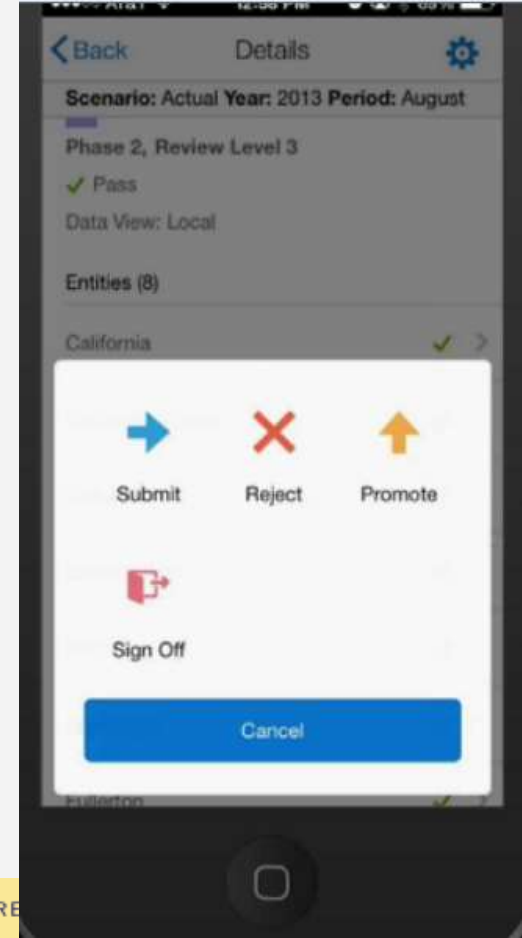
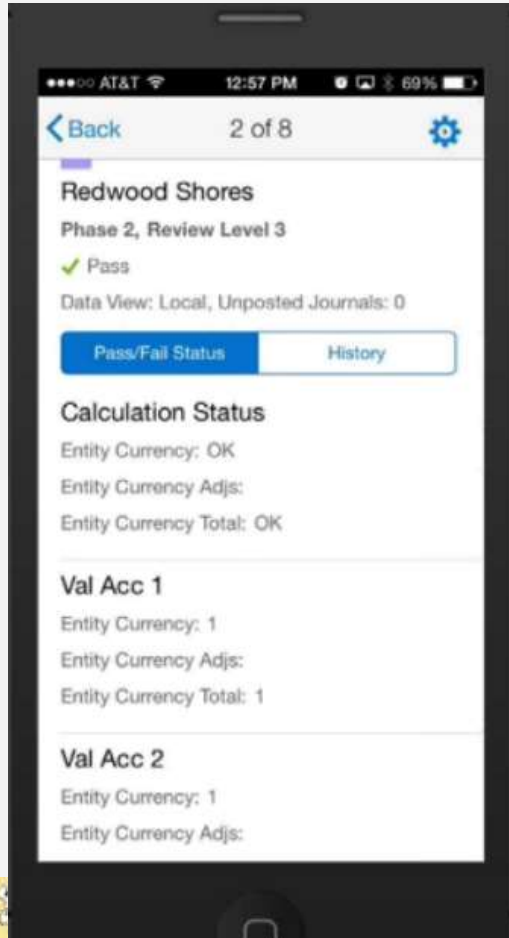




- Product Tour
- Filtered on “My” Planning units
- Those items that I need to take action for
- View history and promotion path



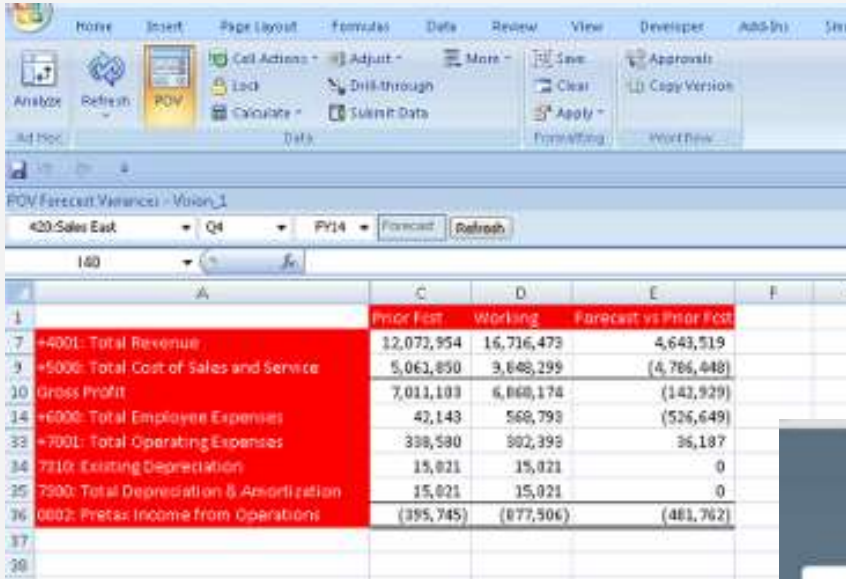
- Similar to Mobile app for Planning
- View status
- View and email/share attachments
- Approvals



# Other Planning New Features

## 11.1.2.3.500

# Preserve Excel Formatting in Planning Forms



		Prior Fcast	Working	Forecast vs Prior Fcast
7	+4001: Total Revenue	12,073,954	16,716,473	4,643,519
9	+5000: Total Cost of Sales and Service	5,061,850	3,848,299	(4,766,648)
10	Gross Profit	7,011,103	6,868,174	(142,929)
14	+6000: Total Employee Expenses	42,143	568,793	(526,649)
33	+7001: Total Operating Expenses	338,580	302,393	36,187
34	7310: Existing Depreciation	15,021	15,021	0
25	7300: Total Depreciation & Amortization	15,021	15,021	0
36	0002: Pretax Income from Operations	(395,745)	(877,506)	(481,762)

- Set formatting in Excel and it applies when you reopen the form in SV or over the web
- User specific (for now)
- Conditional formatting and others not supported



ORACLE Vision

### Forecast Variances

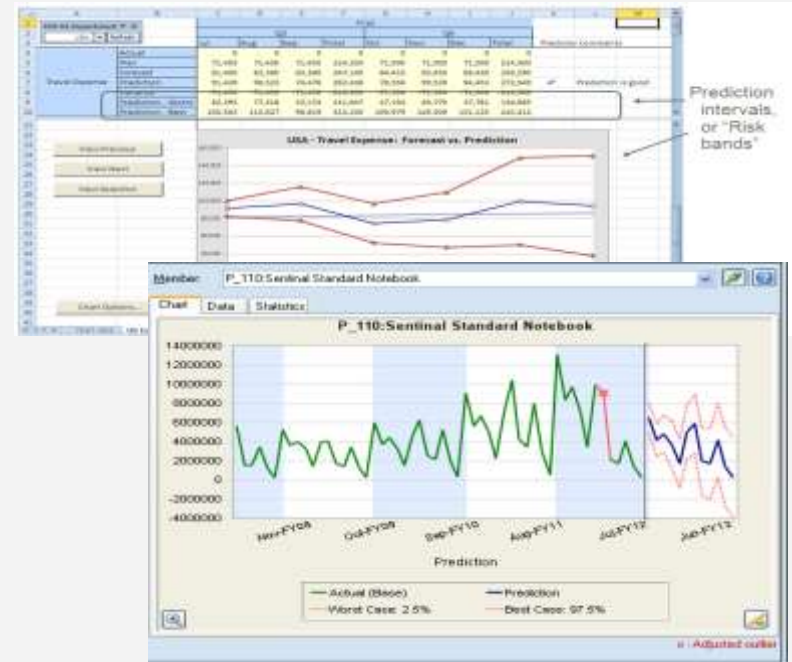
Scenario Forecast Entity Sales East Period Q4 Year FY14

Account	Prior Fcast	Working	Forecast vs Prior Fcast
4001: Total Revenue	12,073,954	16,716,473	4,643,519
5000: Total Cost of Sales and Service	5,061,850	3,848,299	(4,766,648)
Gross Profit	7,011,103	6,868,174	(142,929)
6000: Total Employee Expenses	42,143	568,793	(526,649)
7001: Total Operating Expenses	338,580	302,393	36,187
7310: Existing Depreciation	15,021	15,021	0
7300: Total Depreciation & Amortization	15,021	15,021	0



# Predictive Planning Supports ASO Plan Types

- Statistical forecasting built into Planning
- Accessible to all Planning users
- Functional details
  - Statistical prediction scenarios built into Planning
  - Enables sanity check during forecast cycles
  - Ability to compare accuracy of forecasts vs. statistical predictions
  - Uses Crystal Ball's Predictor to analyze historical data and projects trends and patterns into the future
  - Users review forecasted values, override if needed, then submit back to Planning
  - Automatically forecast best and worst case scenarios in addition to base case
- **New in 11.1.2.3.500 – Support for ASO Plan Types**



- Value of Planning Units Displayed in Approvals
- Import / Export run in the background after 3 minutes
- Design runtime prompts to display in 2 columns and in groups
- LCM support for Essbase data artifact
- Faster response times per readme
  - Response times were reduced by up to 98% comparing to earlier PS3 releases. The improvements are greater with larger loads and with actions involving large forms, but even single user response times for actions such as scrolling through forms were 10-20% faster. Memory and CPU usage were reduced resulting in more than a 50% increase in Planning server capacity. These results are based on testing of an actual customer application with Hyperion Planning running on a Windows 2008 server with 12 physical cores. The server had 144 GB RAM but the Planning heap size was limited to 4 GB. Actual performance may vary based on application design and hardware specifications



# What's new in Essbase 11.1.2.3.500



# Hybrid Aggregation mode in BSO cubes

- Bring ASO functionality into a BSO cube without MDX conversions
- ASODYNAMICAGGINBSO configuration setting
  - Great for BSO applications that use the outline calculation operators to aggregate dimensions
  - Outlines with Dynamic Calc members with greater than 100 children
  - Great for folks that are using ASO cubes through partitions to aggregate portions of data
- To take advantage of the dynamic aggregation
  - Mark upper-level members that calculate with outline operators as Dynamic Calc instead of Store
  - This will allow the dynamic aggregation to take place
  - May need to change dimension order and/or Sparse/Dense settings to ensure member formulas are calculated correctly



# Performance for MDX Agg and Sum Functions

- Faster Queries for MDX Aggregate and Sum Functions
  - Essbase dynamically improves the performance of these functions



- New FIXPARALLEL/ENDFIXPARALLEL calculator function
- Use for parallel functions where CALCPARALLEL doesn't provide adequate performance
  - DATAEXPORT, DATACOPY, CLEARBLOCK, @XREF, and @XWRITE functions can all be used with FIXPARALLEL
  - Can also be used where CALCPARALLEL isn't efficient (many empty tasks or small number of tasks)



# Other New Config Settings

- THREADVAR variables to be used with FIXPARALLEL block
- POSTFIXPARALLEL used to copy THREADVARs to VAR variables
- INPLACEDATAWRITE – for Exalytics – allows data blocks to be rewritten to the same location in the .PAG file if the compressed size hasn't grown. This slows the fragmentation rate which reduces the need for frequent restructures.
- XOLAPENABLEHEURISTICS Configuration setting is no longer recommended by Oracle.
- VLBREPORT Configuration setting has been deprecated, changing its value has no effect



# Improvements on Essbase for Exalytics

- Restructuring a database on Exalytics with this release causes the Index Cache Size and/or Data File Cache Size to increase – up to double for Exalytics on Linux or Solaris
- To get intelligent calculation to run on Exalytics with this release, the index file size must fit inside the Index Cache. Future growth must also be accounted for in order for intelligent calculation to continue to work
- To configure the Essbase JVM Heap Size on Solaris 64-bit different than its 512 GB initial size, a new environment variable must be created called ESS\_JVM\_OPTION.
  - ESS\_JVM\_OPTION $n$  -XX:HeapBaseMinAddress



# Support for Increased Dynamic Calculator Cache

- Dynamic Calculator Cache maximum size is now based on whether the application is 32-bit or 64-bit.
  - Essbase 64-bit: 256 GB
  - Essbase 32-bit: 4 GB





# Other Products

- Financial Data Quality Management, Enterprise Edition (FDMEE)  
11.1.2.3 is now certified with PeopleSoft 9.2
- HFM – EPM Mobile App
- Financial Reporting
  - When users create annotations, they can specify whether users with the required permissions can edit the annotations
  - An additional option that users can select when creating an annotation enables users with the required permissions to edit the annotation context after the annotation is created
- Disclosure Management
  - Taxonomy UI enhancements
  - MAP a Data Source Heading More than Once





- Reconciliation Header section displays the complete account description
- Option to display Individual Account ID or Account ID Segments
- Enhanced attributes - new custom attribute includes a multiline edit box with optional attachments feature
- On the Questions tab of the Format dialog box, Administrators can now assign Questions by role
- Action Plans for Reconciliation Transactions
- Default Dashboards and List Views - Administrators can use the new “Save as Default” menu



- Calc Manager - Query by Example
- DRM
  - Improved Configuration for Database External Connections (filter for schema, object, object type)
  - Import from Read-Only Tables and Database Views
  - Stateful Session Mode for Web Service API
  - Governance - Copy Workflow Models and Tasks
  - Governance - Automatic Update for Workflow Request Items
  - Governance - Governance Web Service
- HPCM – Lots of new features in .300 and .500



A 3D perspective view of a blue grid with glowing lines and nodes, creating a sense of depth and digital connectivity.

# The Future

## Mobile

- **Mobile** support for key EPM capabilities

## Cloud

- Deliver EPM applications in the **Cloud**

## Exalytics

- EPM applications on **Exalytics**

## Innovation

- **Continued innovation** across all EPM applications



EPM Documentation on the Oracle Technology Network

<http://www.oracle.com/technetwork/middleware/epm/documentation/index.html>

EPM Documentation Cloud Library

[http://fmwdocs.us.oracle.com/vol/doclibs/cloud/review/E38328\\_01/pbcs\\_common/docs.htm](http://fmwdocs.us.oracle.com/vol/doclibs/cloud/review/E38328_01/pbcs_common/docs.htm)

EPM Documentation on the Oracle Learning Library

[http://docs.oracle.com/cd/E17236\\_01/nav/portal\\_1.htm](http://docs.oracle.com/cd/E17236_01/nav/portal_1.htm)



# What's New in Oracle EPM



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