

ORACLE®

# Enterprise Performance Management Cloud

How can agencies leverage Oracle's EPM Cloud Services?

John R. Green  
Oracle Public Sector – EPM  
May 11, 2016

**ORACLE**

# 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, and timing of any features or functionality described for Oracle's products remains at the sole discretion of Oracle.

# Today's Agenda

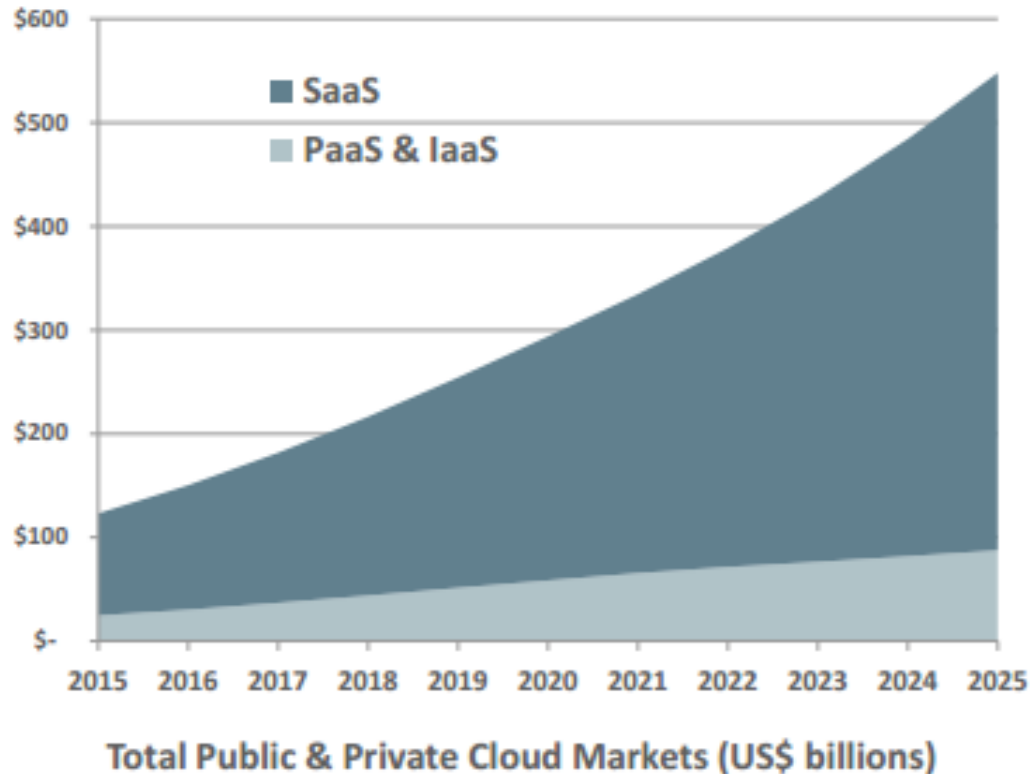
- 1 Oracle Cloud Overview
- 2 EPM Cloud Solutions
- 3 Application Demonstration(s)
- 4 Conclusions / Q&A

# The Future of Cloud is Now! – Mark Hurd



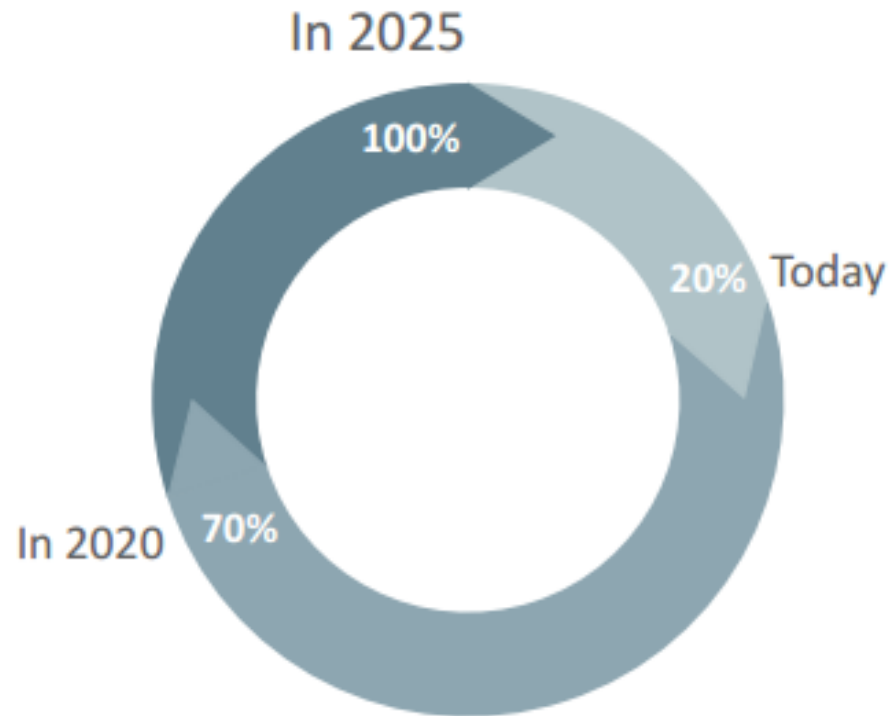
- “The days of having servers and operating systems and databases and doing all this on premises are gone.”
- “companies are moving to the cloud for both macroeconomic and company-specific reasons. It's about a **lower cost structure**. It's about a **less complex** environment. It's about a more secure, reliable environment with **rapid innovation** that's easy,”
- Eye-opening, cloud-related predictions for 2025....

# By 2025 80% of Production Apps Will Be in the Cloud



- Public Cloud SaaS is 24% of the Applications market today.
- 85% of all new applications today are architected for SaaS.

# 100% Of New Dev/Test Will Be Cloud In 2025



- One of the least managed and governed areas in IT
- Dev/Test suites offering rich standards-based frameworks and languages will dominate
- Dev/Test suites include:
  - Integrated development environment
  - Support popular languages
  - Mobile dev tools
  - SOA dev tools
  - Database dev tools
  - Integration dev tools
  - And much more ....
- 30% to 40% of IT spending is Dev/Test, making it an attractive Cloud workload for cost savings.

# Public Sector/State and Local Trends

## Driver/Performance Budgeting

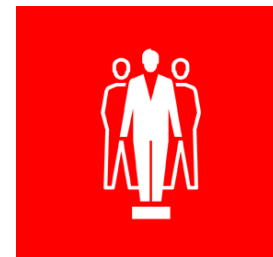
Budgets are developed using forecasts based on trends, program plans and desired outcomes

## Efficiency

Fragmented processes and systems consume majority of budgets and block innovation

## Workforce Challenges and Retention

Address need for tools that allow detailed planning and analysis of expected personnel changes



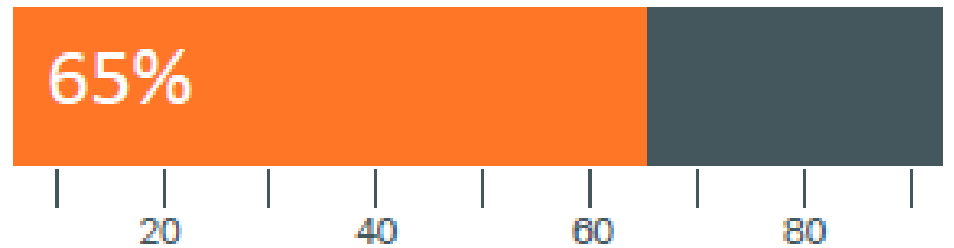


# Finance Sees the Benefits of Cloud Computing

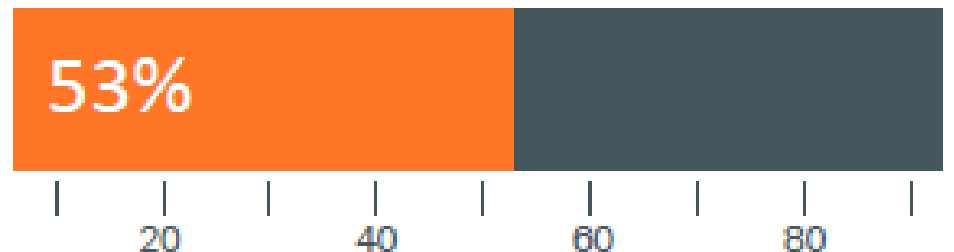


**> 75%** of companies currently use or will consider deploying EPM in the cloud over the next year

PERSUADED BY THE ABILITY TO GET UP AND RUNNING QUICKLY



MOTIVATED TO AVOID LARGE UPFRONT INVESTMENTS



Source: Oracle 2015 Top Trends Research

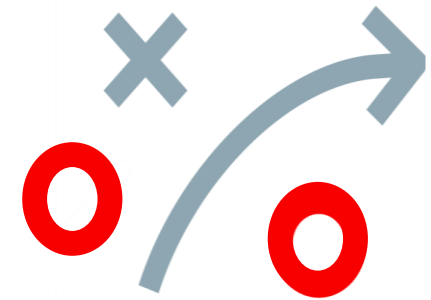
# Cloud Changes the Model ...



Enables rapid  
deployment and  
innovation



Delivers  
standardization and  
higher user adoption



Keeps pace with  
change, faster ROI,  
superior technology  
and security

# Oracle Cloud Infrastructure

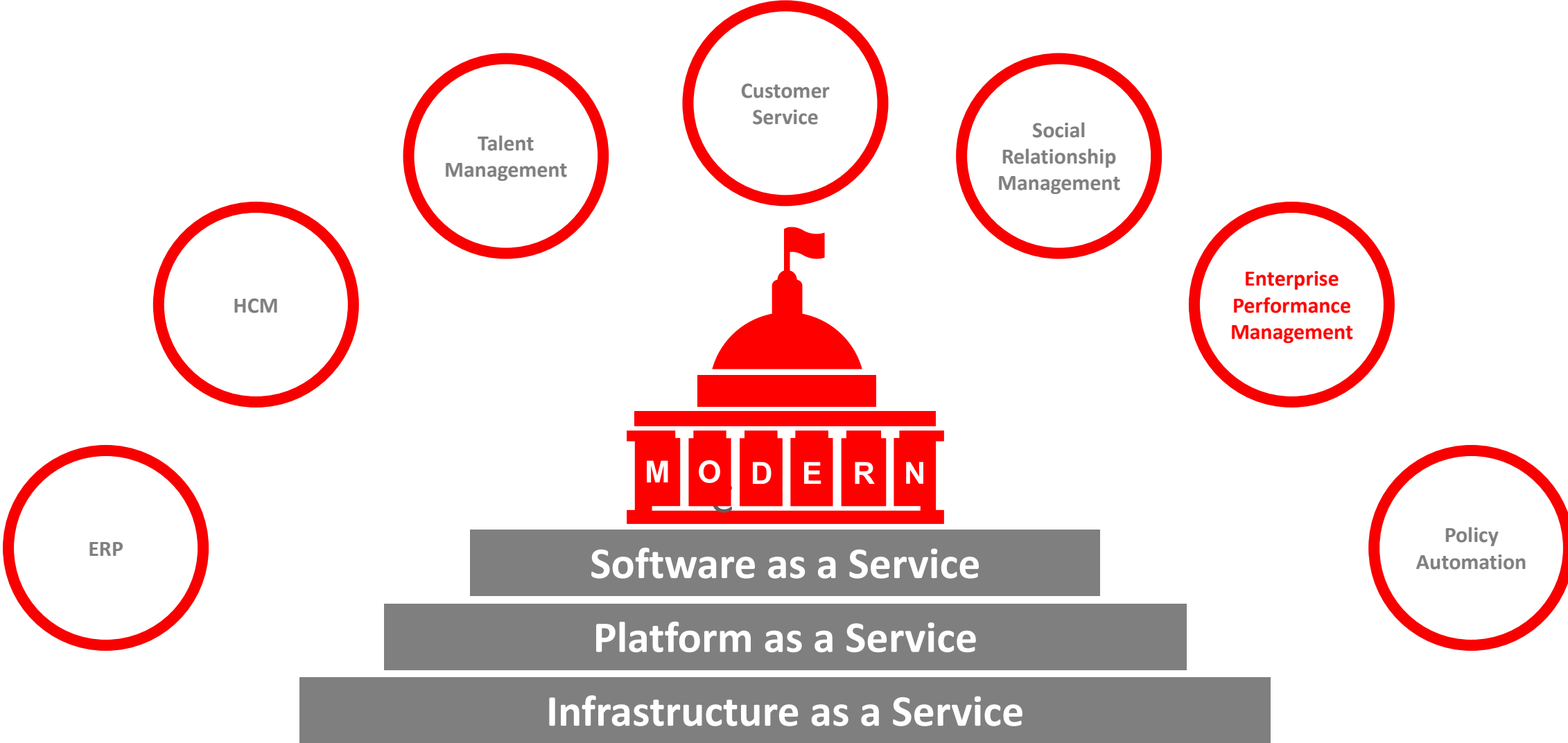
Software as a Service

Platform as a Service

Infrastructure as a Service

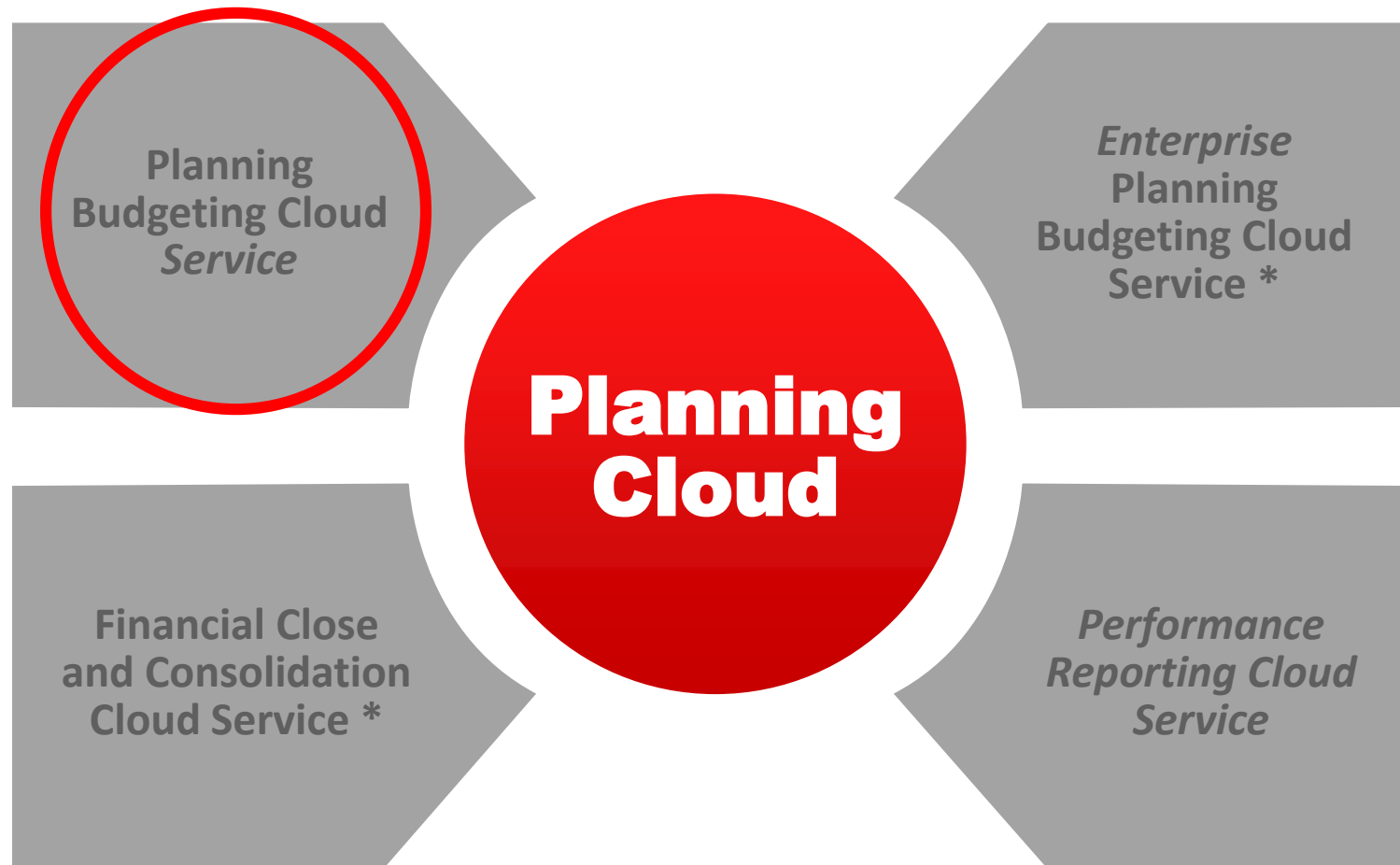


# Most Comprehensive Set of Cloud Solutions on the Market





# Oracle EPM Cloud Platform



\* Indicates future release date

A photograph of Larry Ellison, CEO of Oracle, standing on a stage during a presentation. He is wearing a dark long-sleeved shirt and dark trousers, and is gesturing with his hands. The background features a large red graphic with the word "ORACLE" in white, and a blue and white geometric design.

ORACLE

“If you’re looking for a place to start in the Cloud, start with Hyperion Planning and Budgeting Cloud Service”

- Larry Ellison, OOW

# Oracle Planning & Budgeting Cloud Service Momentum



Launched:  
February 14,  
2014



1,000+  
Customers to date

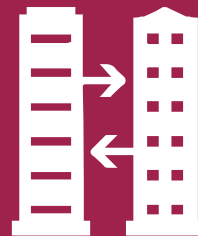


50000+  
End Users and  
growing!



Clients across  
industries

Financial Services, Higher Ed,  
Consumer Goods, Retail, Services,  
High Tech, Public Sector



Built on over  
15 years of  
Product  
Innovation



Available and  
Supported Globally  
24 X 7 X 365



# PBCS Solution Benefits GOAA

- Web based centralized application
- Integrated with Oracle ERP
- Supports various baseline creation methods
- Flexible modeling and **“what-if” capabilities**
- **Ad Hoc analysis** capabilities using Smartview
- Enhanced reporting capabilities
- Made life easy in creating a Budget Book
- Supports various methods for forecasting and analysis
- Tight Integration with MS Office tools

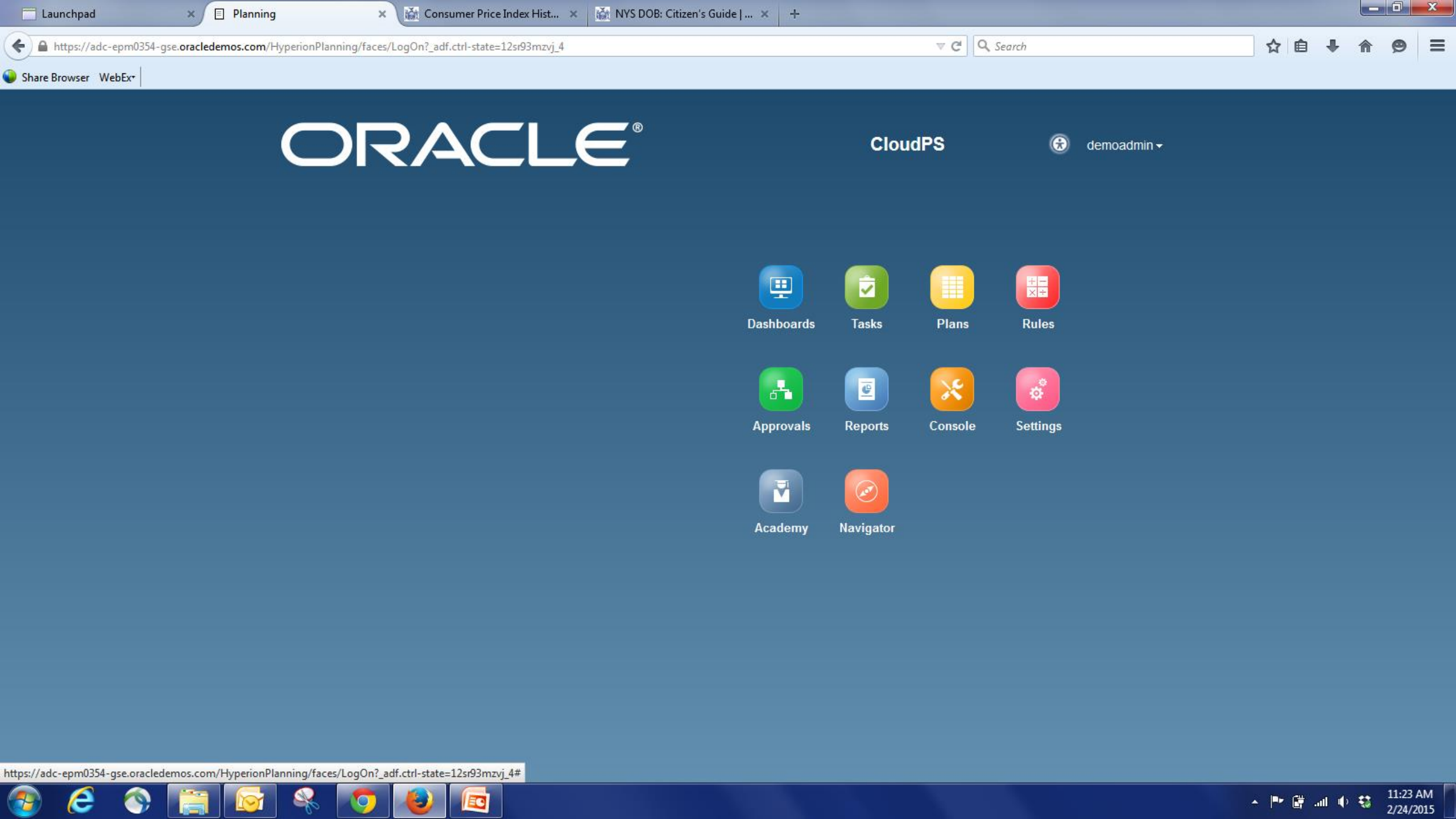


# Hyperion Planning Budget System (PBCS)

## Centralized Database for all Departmental Budget Entries

- Data Entry Forms that allow **Detailed Entry of Line-item Appropriations**
  - Item Descriptions, Justifications, Strategic Plan Applicability, and other specific line item data can be entered using **Smart Lists** or text
- Prior Year Data can be forwarded to **Eliminate Data Entry Duplication**
  - Budget Line Detail
  - 1<sup>st</sup> Quarter Actuals imported as 1<sup>st</sup> Quarter Estimates
- Variety of Standard & Ad-hoc Reporting Capabilities
  - **Hyperion Financial Reporting Studio (HFR)** –
  - Microsoft Excel applicability with **SmartView** and Ad-Hoc report generator
  - Read-only Data forms – Access in **Task Lists**





# ORACLE®

CloudPS

demoadmin ▾



Dashboards



Tasks



Plans



Rules



Approvals



Reports



Console



Settings



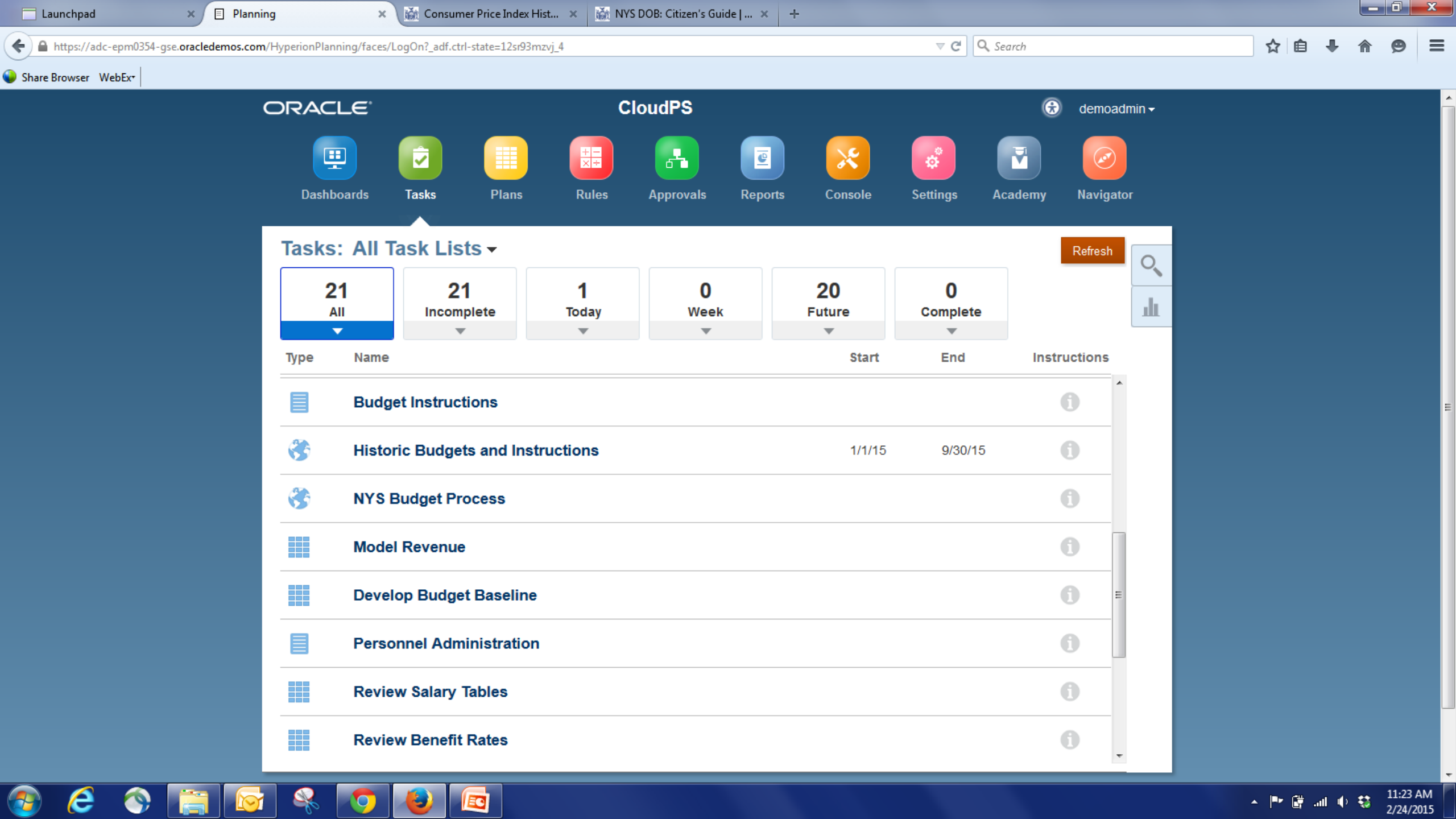
Academy



Navigator

https://adc-epm0354-gse.oracle demos.com/HyperionPlanning/faces/LogOn?\_adf.ctrl-state=12sr93mzv\_j\_4#





ORACLE

CloudPS

demoadmin



Dashboards



Tasks



Plans



Rules



Approvals



Reports



Console



Settings



Academy



Navigator

Tasks: All Task Lists

Refresh

21 All	21 Incomplete	1 Today	0 Week	20 Future	0 Complete
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Type Name Start End Instructions

	Budget Instructions			
	Historic Budgets and Instructions	1/1/15	9/30/15	
	NYS Budget Process			
	Model Revenue			
	Develop Budget Baseline			
	Personnel Administration			
	Review Salary Tables			
	Review Benefit Rates			

## Develop Budget Baseline

Complete

Complete Previous Next Actions Save Refresh Close

Entity:Information Technology Services,Fund:General Fund,Program:Unspecified Program,Project:Unspecified Project,Performance Measure:Unclassified Performance Measure

Data Ad hoc Format

	Actual	Budget			Forecast	Budget	
	Final	Final			Final	Baseline	
	FY13	FY14			FY14	FY15	FY16
	Total Base YearTotal	Recurring YearTotal	One-Time YearTotal	Total Base YearTotal	Total Base YearTotal	Recurring YearTotal	Recurring YearTotal
General supplies	107,845	264,931	60,934	325,866	267,581	264,931	264,931
Fuel & oils	98,301	288,894	66,446	355,340	291,783	309,117	318,390
Utilities	97,671	284,568	65,451	350,018	287,413	295,950	304,829
Energy	195,972	573,462	131,896	705,358	579,196	605,067	623,219
Professional services and contract labor	100,808	287,355	66,092	353,446	290,228	287,355	287,355
Food	96,719	283,409	65,184	348,593	286,243	283,409	283,409
Computer supplies	105,017	284,256	65,379	349,634	287,098	275,728	261,942
Books and periodicals	50,442	287,095	66,032	353,127	289,966	287,095	287,095
Auto parts	100,394	275,214	63,299	338,513	277,966	275,214	275,214
Maintenance supplies	96,601	281,424	64,727	346,151	284,238	281,424	281,424
Janitorial supplies	95,273	275,097	63,272	338,369	277,848	275,097	275,097
Construction supplies	98,292	293,497	67,504	361,002	296,432	293,497	293,497
Supplies	1,047,362	3,105,739	714,320	3,820,059	3,136,796	3,128,817	3,133,182
Official/Administrative	210,591	546,699	125,741	672,439	552,166	546,699	546,699
Professional	205,274	538,649	123,889	662,538	544,035	538,649	538,649
Other professional	209,561	576,953	132,699	709,652	582,722	576,953	576,953
Technical services	190,000	561,588	129,165	690,753	567,204	561,588	561,588
Outside consulting	205,080	566,962	130,401	697,364	572,632	566,962	566,962
Purchased professional and technical services	1,020,506	2,790,850	641,896	3,432,746	2,818,759	2,790,850	2,790,850
Utility services	50,749	146,167	33,618	179,786	147,629	146,167	146,167
Cleaning services	49,141	148,497	34,154	182,651	149,982	148,497	148,497
Snow removal services	49,829	140,456	32,305	172,761	141,861	140,456	140,456
Custodial services	52,447	139,122	31,998	171,120	140,513	139,122	139,122
Repair and maintenance services	49,257	139,061	31,984	171,044	140,451	139,061	139,061

## Develop Budget Baseline

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

Entity: Information Technology Services, Fund: General Fund, Program: Unspecified Program, Project: Unspecified Project, Performance Measure: Unclassified

	Actual		Budget		Forecast	Budget	
	Final		Final		Final	Baseline	
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Utilities	97,671	284,568	65,451	350,018	287,413	295,950	304,829
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- Set BaseLine with LY Actual
- Set Baseline with CY Forecast
- Set Baseline with CY Budget

- Develop Baseline ▾
- View Inflation Rates
- 
- Clear Baseline
- Update Position Data
- Filter ▾
- Analyze
- New Ad Hoc Grid
- Business Rules
- Grid Validation Messages

## Develop Budget Baseline

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

Entity:Information Technology Services,Fund:General Fund,Program:Unspecified Program,Project:Unspecified Project,Performance Measure:Unclassified Performance Measure

[Data](#)
[Ad hoc](#)
[Format](#)

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**Edit**

**Details**

[Supporting Detail](#)

**Action**

**Filter**

=

**Sort**

Ignore Hierarchy



- 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
      - Rollup Financial Statements
      - Review Financial Statements
      - Review Plan Variances
      - Key Performance Indicators
      - Financial Book of Reports
      - Approve Plan
  - Manage Forecast Process
  - Operating Plan
  - Operating Forecast
- Dimension
- Business Rule Security
- Preferences
- Diagnostics

### Task List Status

Task Instructions **Task - Set Global Assumptions-Global Assumptions**

Scenario: Plan Year: FY14

**Operating Expense Plan Assumptions** Balance Sheet Drivers - Plan

	Driver	Method	Rate %
7110: Advertising	% of Revenue		1%
7120: Public Relations	% of Revenue		0.50%
7410: Utilities	Square Feet	LY Actual +/- %	3%
7420: Rent Expense	Square Feet	LY Actual +/- %	3%
7430: Property Tax and Insurance	Square Feet	LY Actual +/- %	3%
7440: Cleaning and Maintenance	Square Feet	LY Actual +/- %	3%
7450: Telephone Expenses	FTE Hours	LY Actual +/- %	3%
7460: Office Supplies	FTE Hours	LY Actual +/- %	3%
7510: Postage	FTE Hours	LY Actual +/- %	
7530: Equipment Expense	FTE Hours	LY Actual +/- %	
7610: Accounting and Tax Services	None	LY Actual +/- %	
7615: Secretarial Services	None	LY Actual +/- %	
7620: Legal Services	None	LY Actual +/- %	
7625: Technical Services	None	LY Actual +/- %	
7640: Airfare	Trips	CY Plan +/- %	
7650: Car Rental	Trips	CY Plan +/- %	
7660: Shipping	Units	CY Plan +/- %	
7670: Accommodation	Trips	CY Plan +/- %	

**Entries**

Name

- Name
- LY Actual +/- %
- CY Plan +/- %
- CY Fcst +/- %



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
- Manage Forecast Process
  - Operating Plan
  - Operating Forecast

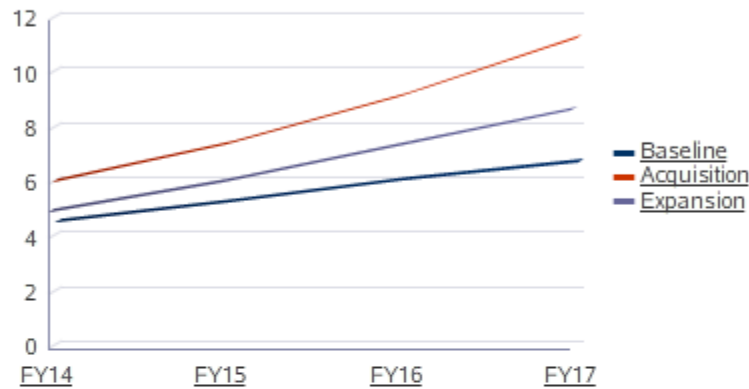
Task List Status

Task Instructions **Task - Strategic Plan Dashboard-Strategic Opportunities**

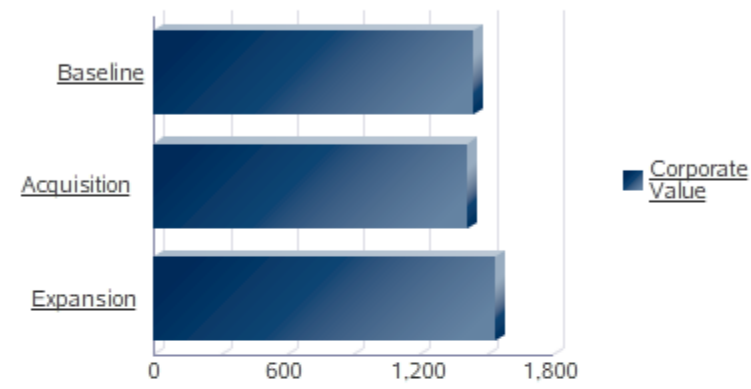
Scenario: Plan

Display Year: FY15

Earnings per Share



Shareholder Value



Earnings Comparison

	Baseline	Expansion	Var from Baseline	
Revenue (in MM)	632.97	853.03	220.06	A
Net Income (in MM)	99.28	102.91	3.63	
Operating Profit Margin %	15.68%	12.06%	(3.62)%	
EPS	5.22	6.07	0.85	
Total Capital (in MM)	1,685,782,596	1,907,959,087	222,176,491	2
ROIC	19.02%	12.83%	(6.19)%	
Debt/Capital %	61.04%	61.64%	0.59%	
Credit Rating	A	A+	AA-	A

Market Price Comparison

	Baseline	Expansion	Var from Baseline	Acquisition
Value per Share	38.02	38.45	0.43	36
Current Stock Price	39.25	39.25	0.00	39
Variance	(1.23)	(0.80)	0.43	(2.00)
Variance %	(3.13)%	(2.03)%	1.10%	(5.75)%

Dimension

Business Rule Security

Preferences

Diagnostics





## Vision Operations

Monthly Statement of Income

**Total Department  
FY14 Plan**

**Report Run Date: 15-Jan-14 3:20:02 PM by pod8admin**

Page: Total Department

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
4001: Total Revenue	69,243,552	50,901,645	68,589,688	75,194,300	57,602,580	70,318,375	70,439,499	74,723,430	72,137,971	63,910,045	71,303,680	85,400,000
5000: Total Cost of Sales and Service	41,358,399	30,152,339	40,920,133	44,896,913	34,188,454	42,007,713	41,871,597	44,415,957	43,148,434	38,102,076	42,650,198	51,000,000
Gross Profit	27,885,153	20,749,306	27,669,555	30,297,387	23,414,126	28,310,663	28,567,902	30,307,473	28,989,537	25,807,969	28,653,483	34,400,000
Gross Profit %	40.3%	40.8%	40.3%	40.3%	40.6%	40.3%	40.6%	40.6%	40.2%	40.4%	40.2%	40.2%
6000: Total Employee Expenses	2,063,220	2,036,385	1,780,288	1,964,038	2,002,206	1,901,729	1,960,001	2,041,758	1,781,118	1,975,712	2,039,673	1,900,000
7001: Total Operating Expenses	12,628,960	6,661,665	6,817,415	8,914,233	6,013,034	4,945,713	5,612,366	4,892,309	3,452,934	6,155,153	4,481,340	4,200,000
7300: Total Depreciation & Amortization	1,566,038	1,568,579	1,568,014	1,567,620	1,567,464	1,694,751	1,585,210	1,582,757	1,650,520	1,556,158	1,570,793	1,500,000
Operating Expenses	16,258,218	10,266,630	10,165,717	12,445,892	9,582,703	8,542,193	9,157,578	8,516,824	6,884,572	9,687,024	8,091,806	7,700,000
0002: Pretax Income from Operations	11,626,935	10,482,677	17,503,838	17,851,495	13,831,423	19,768,470	19,410,324	21,790,649	22,104,965	16,120,945	20,561,677	26,600,000
0001: Total Pretax Income	11,626,935	10,482,677	17,503,838	17,851,495	13,831,423	19,768,470	19,410,324	21,790,649	22,104,965	16,120,945	20,561,677	26,600,000
0000: Net Income	11,626,935	10,482,677	17,503,838	17,851,495	13,831,423	19,768,470	19,410,324	21,790,649	22,104,965	16,120,945	20,561,677	26,600,000

Analyze Refresh POV Cell Actions Adjust Predict Approvals  
Lock Drill-through More Copy Version  
Calculate Submit Data  
 Ad Hoc Data Workflow

POV Income Statement - Plan - pod8.planning.us0.oraclecloud.com\_Vision\_1

International Sales | FY14 | Plan | Working | P\_TP | Refresh

A1 | fx

	A	E	I	M	Q	R	S	T	U	V	W
		+Q1	+Q2	+Q3	+Q4	YearTotal					
8	+4001: Total Revenue	20572973	19898402	22106751	21741770	84319895					
11	+5000: Total Cost of Sales and Service	12653536	12233743	13562762	13334253	51784294					
12	Gross Profit	7919437	7664659	8543989	8407516	32535601					
19	+6000: Total Employee Expenses	412133	412573	405544	417213	1647464					
50	+7001: Total Operating Expenses	435757	431387	445380	433786	1746309					
58	+7300: Total Depreciation & Amortization	61998	74024	62405	42942	241370					
59	OpEx before Allocations	909888	917984	913330	893942	3635143					
64	+Allocations	-	-	-	-	-					
65	Operating Expenses	909888	917984	913330	893942	3635143					
68	+0001: Total Pretax Income	7009549	6746675	7630659	7513575	28900457					
69	7900: Total Provision for Income Taxes	-	-	-	-	-					
70	0000: Net Income	7009549	6746675	7630659	7513575	28900457					
71											
72											
73											
74											
75											
76											

Smart View

Task List Home Refresh

Server: [pod8.planning.us0.oraclecloud.com](http://pod8.planning.us0.oraclecloud.com)  
 Application: Vision

Operating Plan

- 5.1 Revenue Plan - Products
- 5.2 Revenue Plan - Services
- 6.0 Operating Expenses
  - 6.1 Expense Drivers
  - 6.2 Headcount and Salary Plan
  - 6.3 Capital Expenditure Plan
  - 6.4 Operating Expense Plan
- 7.0 Income Statement
- 8.0 Review Plan vs Target
- 9.0 Financial Reports
- 10.0 Submit Plan

Open Form  
 Mark Complete

Task Details Up Arrow

Task List

**19** Total: 19

0% Complete Overdue



Create Application

Best Practice Design

Admin Tutorials



Admin Tools



Tools



Admin Tutorials



Watch Demo



Documentation



Print

## Best Practices for Designing Your Application

To ensure the success of any project, it's important that you have a defined set of requirements. A clear understanding of requirements will pay off as you design the application. Use these key best practices to jump start your application design and ensure that it meets your company's business needs.

- [Requirements – Getting Started](#)
- [Design – Planning Your Application](#)

After you determine your requirements and design your application, you can quickly and easily [set up your application with the application wizard](#).

### Requirements – Getting Started

Before you create your application, analyze your current processes and determine your requirements. Develop a plan to ensure that you have a defined set of requirements. Without a plan, implementation time could increase, and the model may not properly reflect business requirements.

- To get started with requirements, review your business process.

Look at what is working, and plan how to build that in to the application. Consider taking this opportunity to improve current processes.

- Review your company's financial statements.
- Determine the key revenue and expense areas that make up 80% of profit and loss.

The focus of your application should be around the major drivers of your business. For this subset of accounts, understand the business drivers and required dimensions. As an example, employee compensation typically accounts for 50-60% or more of expenses. Decide if detailed modeling is required, or if another methodology exists. Business logic could include simple calculations like Units x Rates or other methods. For each major account in the profit and loss statement, understand how to derive appropriate values for the account.

- For the remaining 20% of the accounts, plan or forecast using some simple logic such as a percentage growth or simple entry.

### Gather Existing Spreadsheets

## Oracle Planning and Budgeting Cloud Service tutorials

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## Description

These administration-oriented tutorials cover the essential tasks in the areas of creating and managing data forms and dimensions. You learn how to create and modify simple and composite forms, and add various components such as rules, menus, smart lists, charts, properties, and variables. You also learn how to create and manage dimensions in Planning and by using Smart View.

## Release Date

26-Apr-13

## Average Rating

★★★★★

## Search by Tag

[cloud](#)[hyperion](#)[planning](#)

## Content List (click links below to view content)

26-APR-2013  
9 mins

★★★★★

[Adding custom dimensions in Planning](#)

In this tutorial, you learn how to add custom dimensions in Planning. You add a Customer dimension, specify dimension properties, and add members to the dimension. You also update the Essbase database to reflect changes to the application outline.

26-APR-2013  
6 mins

★★★★★

[Building validation rules and processing cells](#)

In this tutorial, you learn how to build validation rules and set data validation processing options. You create a validation rule and assign it to a cell in a form. After the rule is created, you validate the rule, and open the updated form to verify the validation rule was added to the form.



Create Application



Admin Tools



Tools



Admin Tutorials



Watch Demo



Application Management



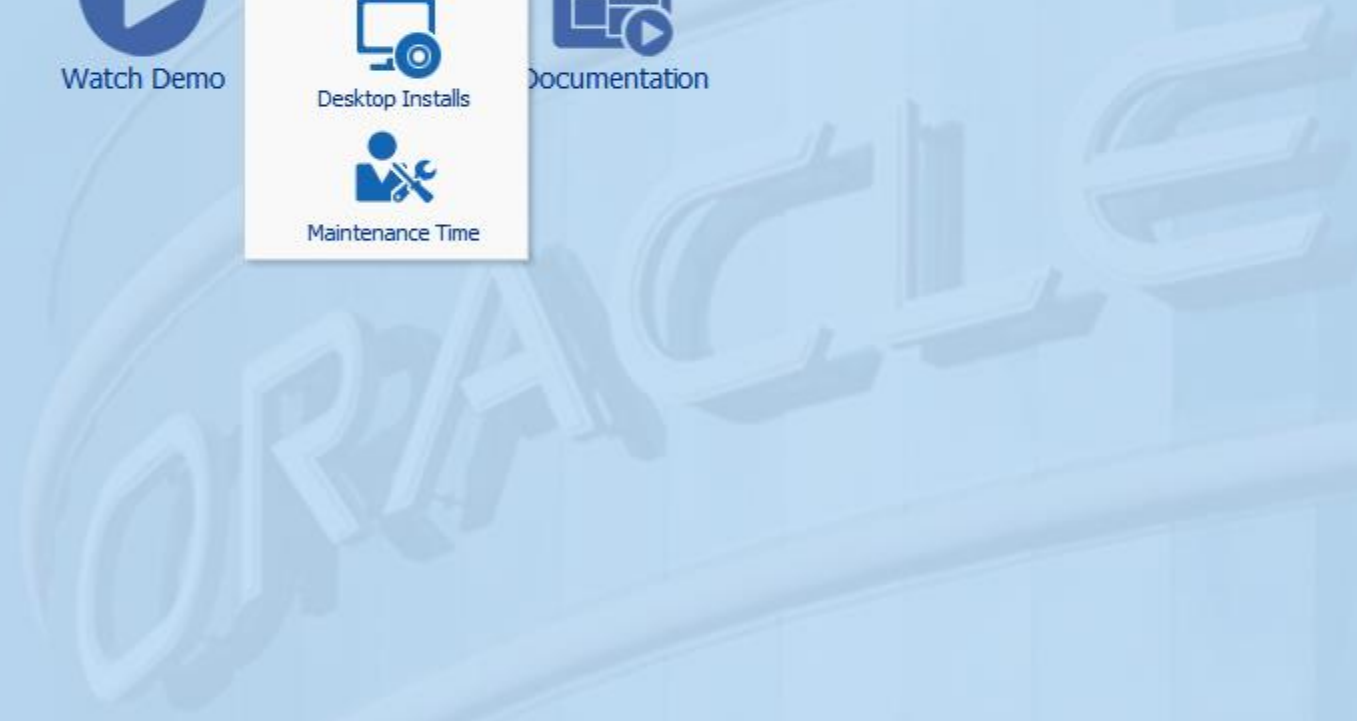
Desktop Installs



Maintenance Time



Documentation







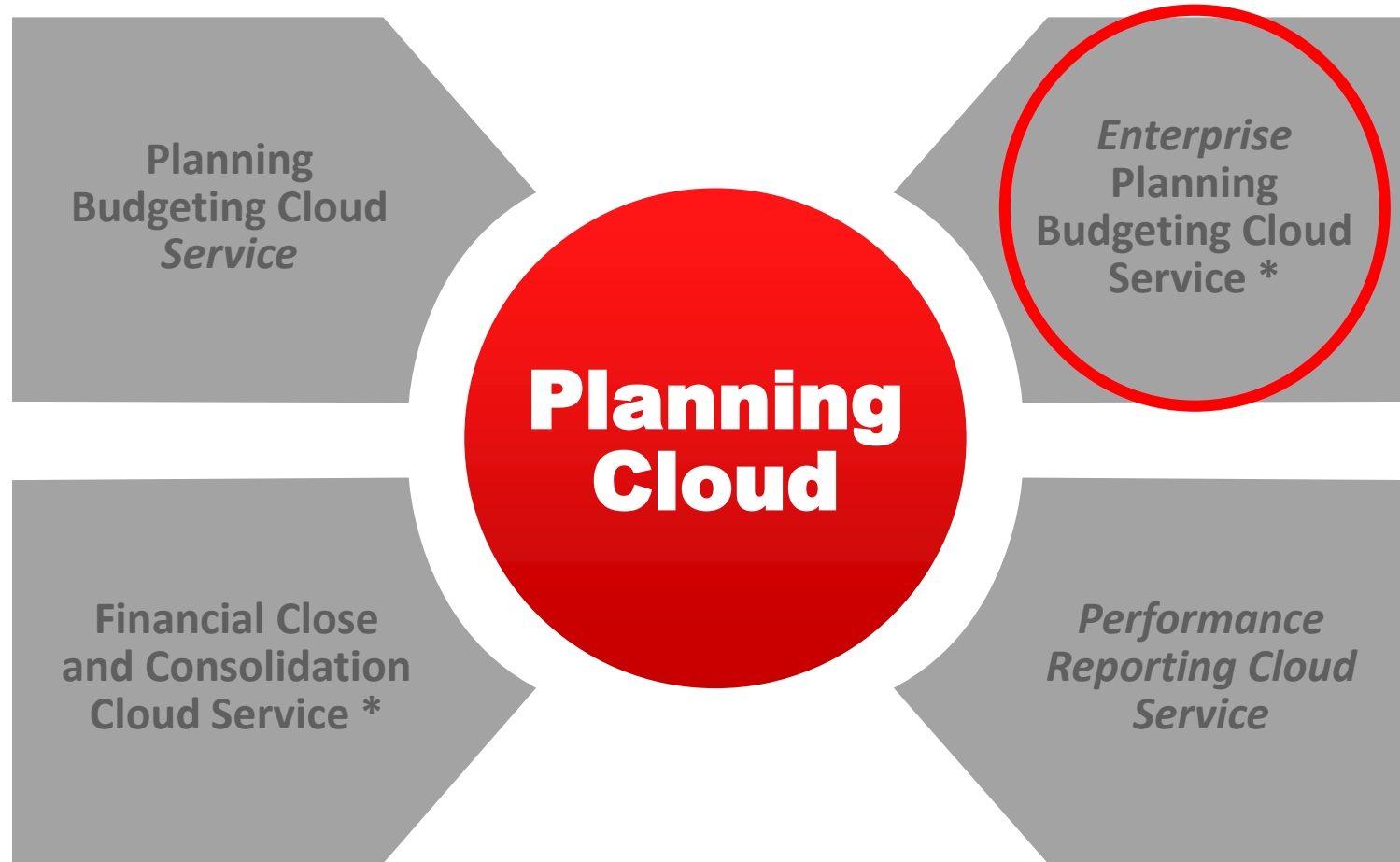
Learning Center

**Maintenance Time** x**Backup Schedule: Select the hour when the system needs to be backed up every day**Maintenance Time 12 (default)   AM  PMSelect Time Zone (UTC-08:00) Los Angeles - Pacific Time (PT) **Note: Maintenance duration is 1 hour**

Save

Cancel

# Oracle EPM Cloud Platform



\* Indicates future release date

# Enterprise Planning & Budgeting Cloud



**Financials**



**Workforce**



**Projects**



**Capital**

**PBCS**

The Oracle Enterprise Planning & Budgeting Cloud is the only solution on the market that strikes the perfect balance between end user flexibility and centralized curation.

## Value Out-of-the-Box

- **Best-Practice Planning** that can be incrementally enabled
- **Upgradable** while maintaining configurability
- **Empowering the End User** via configuration wizards

# The “Financials” Planning Process



## Revenue

- Configurable ‘framework’ for revenue/gross margin planning
  - ‘Flex Dimensions’ such as Product, Market, Customer, etc
- 



## Expense

- Configurable framework for drivers –based & trends-based planning
  - Pre-built, best practice expense drivers
  - Optional pre-built integration with Workforce & Capital processes
- 



## Balance Sheet

- Fully integrated with Income Statement & Cash Flow
  - Configurable for industry -specific requirements
- 



## Cash Flow

- Fully integrated Cash Flow - focusing on Cash from Operations
- Both ‘direct’ & ‘indirect’ cash flow methods supported

# Out-of-Box Planning Content

## Revenue

- ✓ Product Revenue
  - Volume
  - Avg Selling Price
  - Discount %
  - Return %
- ✓ Services Revenue
  - Services %
  - Services Hours
  - Services Rate
- ✓ Cost of Sales
  - Material Unit Cost
  - COGS %
  - Overhead %
  - Freight %
- ✓ Commission %
- ✓ Bad Debt %

## Expense

- ✓ Compensation
  - Headcount
  - Attrition Rate
  - Avg Salary
  - Direct Labor %
  - Overtime %
  - Bonus %
  - Other Benefits %
  - Pension Rate
  - Car Allowance Rate
  - Payroll Tax %
- ✓ Selling Expense
  - Sales calls
  - Calls
- ✓ Travel & Entertainment
  - Trips
  - Nights per Trip
  - Avg Airfare per Trip
  - Hotel per night
  - Meal Expense %
  - Other Travel Exp %
  - Car Rental Rate
- ✓ Marketing Expense
  - Events
  - Avg Cost per Event
  - Campaigns
  - Cost per Campaign
  - Other Marketing %
- ✓ Facilities Expense
  - Square Footage
  - Cost per Square Foot
  - Utilities %
  - Repair & maintenance %

# Out-of-Box Planning Content

## Cashflow

- ✓ Sources of Cash
  - Cash from Sales
  - Cash from Sales of Assets
- ✓ Uses of Cash
  - Payables
  - Tax Payments
  - Payment of Compensation
  - Capital Purchases
  - Cost of Materials
  - Op Expenses
- ✓ Non-Operating Cash Activities
  - Cash from Investing Activities
  - Cash from Financing Activities

## Balance Sheet

- ✓ DSO
- ✓ Write-off %
- ✓ Days in Inventory
- ✓ Prepaid Expense % of OpEx
- ✓ Accrued Comp % of Total Comp
- ✓ Accrued Expense % of OpEx

## Trend Allocations

- ✓ Current Year Actual Average
- ✓ Current Month Actual
- ✓ Hold Forecast to CY Plan
- ✓ Prior Year Actual Average
- ✓ Prior Year Actual w/ Seasonality
- ✓ Forecast Average
- ✓ Forecast w/ Seasonality
- ✓ YoY Increase / Decrease

## KPIs

- ✓ Revenue
  - Revenue Per Employee
  - Return on Sales
  - Margin %
- ✓ Expense
  - OpEx / HC
  - OpEx / FTE
  - FTE
- ✓ Balance Sheet
  - Return on Equity
  - Return on Assets
  - Return on Net Assets
  - Return on Invested Capital
  - Long-term Debt to Equity
- ✓ Cashflow
  - NPV
  - Discount Rate

# The “Workforce” Planning Process



## Compensation Planning

- Configurable framework for compensation expenses
- Plan by employee, by job code, or both employee & job code
- Wizard-based configuration of benefits & tax expense



## Other Expenses

- Configurable driver-based planning for related expenses
  - ✓ Travel & entertainment
  - ✓ Training
  - ✓ Communications



## Strategic Headcount

- Long-range headcount planning by skillset
- Aligns strategy with execution & costs
- Predictive analytics for key drivers e.g. attrition % , retirement %



## Demographics

- Configurable reporting on employee-level demographics
- Pre-built dashboards and reporting

# Out-of-Box Planning Content

## Compensation Planning

- ✓ Level of detail
  - By job code
  - By employee
  - By employee & job code
- ✓ Planned actions
  - New hiring requisitions
  - Transfers
  - Change jobs
  - Planned departures
- ✓ Wizard-based Maintenance
  - Country-specific expenses
    - Benefits
    - Taxes
    - Additional earnings
  - Salary grades
  - Union defaults
  - Employee properties
  - Employee demographics
  - Non-compensation expenses
  - Performance metrics
  - Merit rates
  - Three 'flex dimensions'

## Strategic Planning

- ✓ Supply Drivers
  - Attrition %
  - Retirement %
  - Transfer %
- ✓ Demand Thresholds
  - Processing units
  - Costs
  - Revenue
- ✓ Configurable
  - Job codes
  - Business segments
  - Departments
  - Predictive analytics



# The “Project” Planning Process



## Project Summary

- Both internal & external projects - including approvals
- Internal : indirect & capital projects | External : contract projects
- Simplified way to align project details and enable continuous planning
- Additional extensions with vendor, program management, stage-gating



## Expense

- Best practice driver based models for labor, material, equipment planning
- Out of box calculations to drive expenses based on cost drivers
- Capitalized expenses for capital projects, with integration to ‘Capital’



## Revenue

- Comprehensive revenue modeling for contract projects
- Time & Material, Cost Plus or Direct Revenue – configurable for each industry
- Project Benefits for Internal Projects : Financial/ Non Financials measures



## Project Performance

- Out of box analysis and reports to review project performance
- Project Revenue, Expenses & Cash flows
- Real time metrics : NPV, Payback, IRR, ROI to cover project performance
- EVM measures to track Project Variances and performance

# Project-based Planning is Everywhere



## Internal Projects

Most companies spend heavily on internal projects, 60-70% of budgets:

- ✓ IT, R&D, and Marketing
- ✓ Project benefits aligned with financial outcome & KPIs
- ✓ Project prioritization & approvals
- ✓ Project stage-gating



## Contract Projects

Companies that focus on contracts, especially making revenue from contracts :

- ✓ Services, Labor contracts
- ✓ Multi-stage contracts
- ✓ Drivers, cost modeling, material, equipment handling
- ✓ Cash flows
- ✓ Revenue recognition



## Capital Projects

Companies that make heavy capital investment:

- ✓ Material, Labor, equipment assignments
- ✓ Project prioritization & approvals
- ✓ Capitalizable / Expensed costs
- ✓ Create assets for capitalization with capital – single/multiple assets

# Out-of-Box Planning Content

## Expense

1. Labor Expense
  - Rates based on Job
  - Assigned vs. Un-assigned Employee
  - Billable vs. Non-Billable
  - Onsite vs. Offsite
  - Utilization
2. Equipment Expense
  - Rates based on asset class
  - Assigned vs. un-assigned asset
  - Billable vs. non-billable
3. Material Expense
  - Rates based on standard materials
  - Billable vs. non-billable
4. Other Expenses
  - Free-flowing
5. Direct Input
  - Input values against expenses

## Cash Flow

1. Sources of Cash
  - Cash from customers
  - Cash from financial benefits
  - Cash from financing activities
2. Uses of Cash
  - Labor expenses
  - Equipment expenses
  - Material purchases
  - Indirect expenses
  - Etc..

# Out-of-Box Planning Content

## Earned Value Management (EVM)

- ✓ Budget At Completion
- ✓ Cost Variance
- ✓ Schedule Variance
- ✓ Cost Performance Index
- ✓ Schedule Performance Index
- ✓ Estimate At Completion
- ✓ Variance At Completion
- ✓ Estimated Completion Date

## KPIs

- ✓ Project Profitability
- ✓ Revenue
  - ROI
  - Benefit Cost Ratio
  - Margin %
- ✓ Expense
  - Total Investment
  - FTE
- ✓ Cash flow
  - NPV
  - Discount Rate
  - Payback Period
- ✓ Benefits Tracking
  - Financial Benefit
  - Non-financial Benefit
  - Qualitative Benefits

# The “Capital” Planning Process



## New Capital Investment

- Planning for new standalone & project-based assets
- Depreciation & amortization calculations using different methods
- Cash flow planning and funding for investment
- Leased assets and ‘buy vs. Lease’ comparisons
- Driver-based asset related expenses planning for full P&L impact



## Manage Existing Assets

- Planning for asset-related expenses e.g. repairs, insurance
- Plan for retirements, transfers & improvements
- Managing existing leases



## Intangibles

- New & existing intangibles planning
- Amortization and cash flow planning
- Intangible impairments



## Capital Expense Review

- Overall capital expense spend analysis
- Asset summary reports & analysis
- Plan vs. actual variances
- Balance sheet, income and cash flow impacts by asset class & business unit

# Out-of-Box Planning Content

## New Capital Investment

- ✓ New assets requests
  - In service/Purchase Dates
  - Basic cost
  - Taxes, Freight, Additional charges
- ✓ Cash flows & Funding

## Manage Existing Assets

- ✓ Retirements (Sale or Write-off)
- ✓ Transfers
- ✓ Improvements

## Asset-related Expenses

- ✓ Insurance
- ✓ Tax
- ✓ Maintenance

## Depreciation Methods

- ✓ Straight Line
- ✓ Diminishing Balance
- ✓ Sum of Years Digits

## Intangibles

- ✓ New Intangibles
- ✓ Impairments

## Leased Asset Planning

- ✓ Operating lease
- ✓ Capital lease
- ✓ Lease type based on lease payment, ownership, & lease term

# Oracle EPM Cloud Platform



\* Indicates future release date

# Narrative Reporting

- **One Service** – Addresses the needs of external (statutory) and internal (management) reporting needs
- **Work Flow** - authoring, collaboration, commentary and delivery needs via a single *Report Package*. Built-in Analytics included!
- **Enterprise grade** - Deliver secure, auditable, and role-based access to users; patched, backed-up, upgraded by Oracle
- **Cloud native** - Built on a modern, cloud-tive technology architecture;
  - Mobility, Consumerization, Self Service
  - Rapid time-to-value and lower cost of ownership



**Combine Data  
and Narrative**



**Collaborate  
Securely**

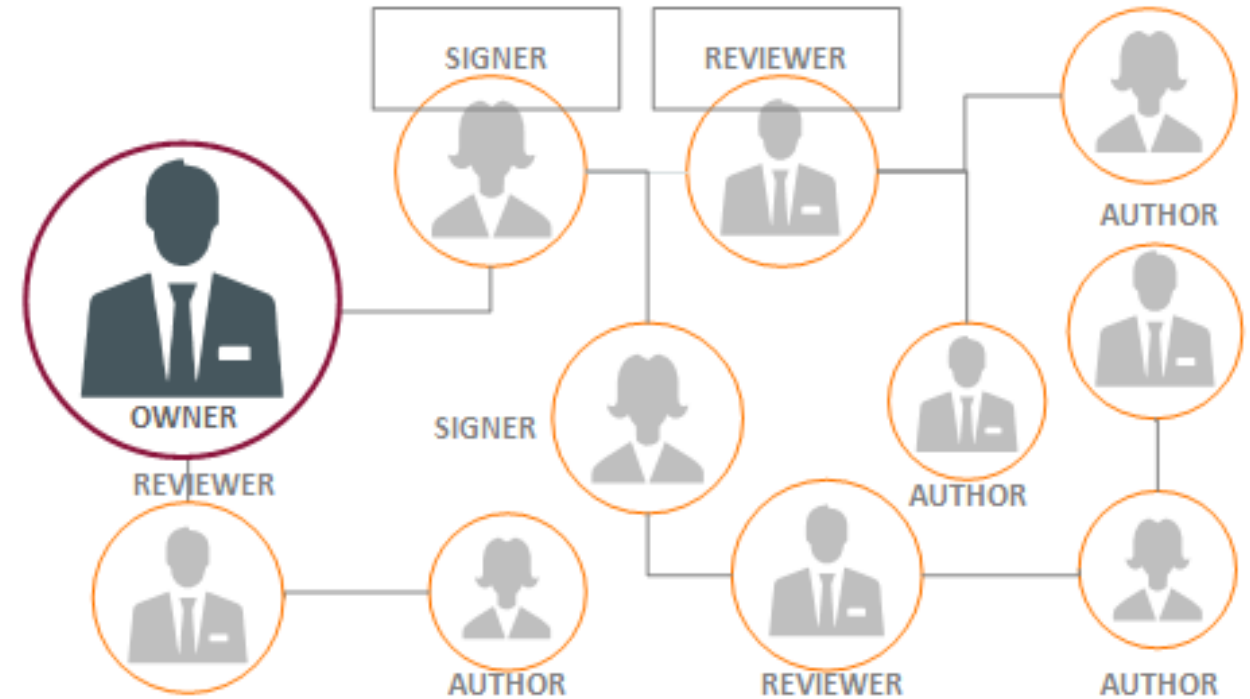


**Confidently  
Report**



# Narrative Collaborative Reporting: When to use EPRCS?

- Multiple iterations/versions are required
- Multiple people involved in the creation of the document
- Document is long and/or complex
- The narrative needs workflow
- Regular reporting intervals – quarterly, yearly, monthly
- Document is presented regularly, but needs frequent updates



# Narrative Collaborative Reporting: Why use EPRCS?

**BECAUSE IT IS  
NOT ALL ABOUT  
THE NUMBERS**

- Semiannual Reports
- Audit and Review Findings
- Integrity Program Reports
- Performance Reports and Plans
- Top Management Challenges
- Agency Financial Report
- Budget Justifications
- Questions for the Record
- Issue Papers



**Vito**  
Update My Photo

**1** Incomplete Task →

**1** New Message →

**0** Flagged Messages →

**5** Active Report Packages →

+  
Create

Open

Tour



Report Packages



Tasks



Messages



Library



Application



Settings

- Report Packages
- Tasks 1
- Messages 1
- Library**
- Application
- Settings

Library

- Recent
- Favorites
- My Library
- Audit Logs
- Report Packages**
- Application
- customer examples
- External Reports
- Management Reports
- Samples

User Libraries

Select User



Report Packages

Search

Name	Modified On	Status	Phase Status	Actions
Mgmt Report Q4FY14	May 20, 2015 5:15:21 AM	Completed	Completed	
SL_Report Package	May 13, 2015 9:59:24 PM	Under Re		
Sample Report Package	May 13, 2015 5:04:13 PM	Not Starte		
EDEN 10Q Author	May 13, 2015 4:17:54 PM	Not Starte		
Mgmt Report Q3FY14_Dem	May 8, 2015 4:07:30 AM	Not Starte		
Mgmt Report Q3FY14_orig	May 6, 2015 6:55:13 AM	Not Starte		
EDEN 10Q Review	May 5, 2015 4:18:17 AM	Under Re		
EDEN BoD - Definition	Apr 24, 2015 3:42:18 AM	Final		
Mgmt Report Q3FY14	Apr 23, 2015 2:13:29 AM	In Progress		

- Open
- Edit
- Inspect...
- Delete
- Rename...
- Copy...
- Move...
- Create Shortcut...
- Remove from Favorites
- Audit...
- Export...
- View in Library Folder

# Mgmt Report Q1FY15

## Report Center

In Progress



Actions ▾

Close

<b>Author</b> Mar 16, 2015 21 Days Left 16% <input type="text"/>	<b>Review</b> Apr 13, 2015 28 Days Left Not Started	<b>Sign Off</b> Apr 20, 2015 33 Days Left Not Started
---	--	--

Name Responsibility Author Approver 1

<b>Mgmt Report Q1FY15</b> ▾			
<b>Cover Page and TOC</b> ▾		Vito Mar 19, 2015	
▾ <b>Finance</b> ▾			
<b>Finance - Revenue repor</b> ▾	Peter	Sam Mar 19, 2015	Peter Apr 8, 2015
<b>Finance - Consol Balance</b> ▾	Sam	Sam Apr 7, 2015	Peter Apr 8, 2015
<b>Metrics - Units</b> ▾	Odysseus	Odysseus Apr 7, 2015	Oceana Apr 8, 2015
<b>Metrics - Backlog and deliv</b> ▾	Arthur	Arthur Apr 7, 2015	October Apr 8, 2015
<b>Sales-Trends</b> ▾	Annie	Annie Apr 7, 2015	October Apr 8, 2015

+ Add Doclet

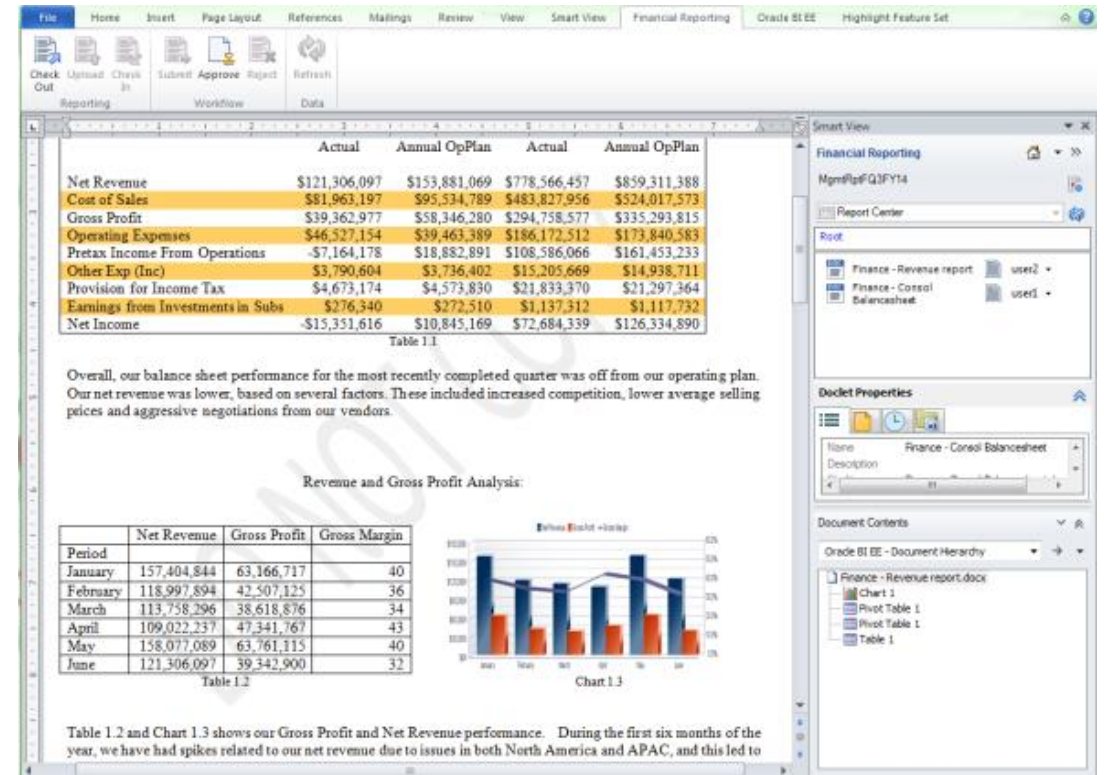
+ Add Section

# Combine Data and Narrative

Combine management, narrative and statutory reporting needs in one solution

Comprehensively address authoring, collaboration, commentary and delivery needs via a *Report Package Doclet*

Provide capabilities in the cloud for hierarchical and dimensional analysis on financial data





## Executive Summary

Oracle University moves into the next year in a very strong financial position. While we have not quite returned to the heights of 2007/08, the past two years of solid investment returns, the success of the University Challenge, and a highly competitive research program have put us in an enviable position among our leading research university peers. This Budget Plan builds on our renewed strength by making some strategic investments in programs and enhancing support for our faculty. We have been cautious in allocating incremental resources in order to maintain surpluses for the foreseeable future in the Consolidated Budget and its General Funds component. The projected surpluses will provide flexibility for future programmatic initiatives, [academic research](#), as well as a cushion for unforeseen financial downturns.

This document presents our Budget Plan for Trustee approval. The Budget Plan is the Consolidated Budget for Operations, which includes all of our anticipated operating revenue and expense for next year.



- The Consolidated Budget for Operations projects a surplus of \$219.6 million on \$4.4 billion of revenues, \$4.1 billion in expenditures, and \$127.5 million in transfers. Revenues are expected to increase by 4.1% over the projected last year-end results. This is principally due to a 7.0% growth in investment income and a 4.6% increase in health care services, partly offset by just a 2.5% increase in sponsored research. Expenses are up 4.2% due mainly to the impact of a 4.6% increase in total compensation and a modest increase in other operating expenses.

Smart View

Performance Reporting

Budget Book  
In Progress

Report Center

root

- Executive Summary (Jacqu)
- Operating Exp PY Actual vs CY
- Operating Expenses by De

Open

View Properties

Document Contents

Smart View - Current Document

- Executive Summary.docx
  - SmartView 13894076920
    - Function Grid

Refresh

# Narrative Reporting Example

## WIPP Recovery Plan

7. **Managing Waste Streams**—Currently, there are 144 waste containers safely stored aboveground at WIPP in the Waste Handling Building, awaiting disposal. None of this waste is part of a nitrate salt waste stream. There is also waste temporarily staged at Waste Control Specialists, located in Andrews County, Texas, on the New Mexico–Texas border.

Within the inventory shipped from Los Alamos National Laboratory to Waste Control Specialists, there are 73 standard waste boxes containing waste from the same waste stream as the breached container. Waste Control Specialists, with DOE support, placed these 73 standard waste boxes into 34 modular concrete canisters to provide an additional layer of confinement and placed the canisters in a trench covered with soil. The temperature of the standard waste boxes is monitored continuously. The balance of the inventory at Waste Control Specialists (i.e., waste containers that do not contain unremediated nitrate salts) is safely stored within an enclosed storage facility.

The Department is continuing to characterize and certify TRU waste at the Idaho National Laboratory, Oak Ridge National Laboratory, the Savannah River Site, and Argonne National Laboratory for eventual shipment to WIPP. Waste continues to be generated at the Hanford site and Lawrence Livermore National Laboratory. The Department is carefully evaluating and

<http://www.wipp.energy.gov/Special/WIPP%20Recovery%20Plan.pdf>



File Home Insert Page Layout References Mailings Review View Smart View Performance Reporting Highlight Feature Set

Check Out Upload Check In Submit Approve Reject Filter Comments Hide Anchor Refresh Inspect Sync

Workflow Review Data Properties Panel

Check out currently opened doclet for editing.

Oracle Smart View for Office  
Press F1 for add-in help.

# Eden Quarterly Report

NOT COPY

Smart View

Performance Reporting

Mgmt Report Q1FY15  
Under Review

Report Center

root

- Finance - Revenue report
- Finance - Consol Balancesheet
- Deferred TaxAssets Sam

Open

- View Properties
- Hide Comments

Comments

User, Ascending | Open, Mine

No comments found.

Clipboard

Paste

Font

Times New Rom 10

Paragraph

Styles

AaBbCcDd

Normal

No Spaci...

Heading 6

Title

Subtitle

Change Styles

Find

Replace

Select

Editing

Share This File

WebEx

## Eden Quarterly Report

### DEFERRED TAX ASSETS

In order to bring about the recommended narrative, I first did some analysis via Hyperion Financial Management and thought it was important for the board to review this amount. While the amount isn't specific, it shows that we can tie data in the report back to HFM.

So here is the amount we discussed coming from HFM: \$ 754,141

Connection:  
 Server - DEMODRIVE  
 Application - TOTCONSOL  
 URL - http://stm20027.us.oracle.com:19000/hfmadf/.../hfmoofficeprovider/HFMOOfficeProvider.aspx  
 Provider - Hyperion Financial Management

POV:  
 Period - Jun  
 Account - 501111  
 TaxRF - [None]  
 Custom4 - [None]  
 Custom3 - [None]  
 Custom2 - [None]  
 Custom1 - [None]  
 ICP - [ICP None]  
 Value - <Entity Currency>  
 Entity - E03\_302.E03\_302\_1000  
 View - YTD  
 Year - 2013  
 Scenario - Actual

#### Smart View

##### Performance Reporting

##### Mgmt Report Q1FY15

Under Review

Report Center

root

Open

View Properties

Hide Comments

##### Comments

User, Ascending

Open, Mine

No comments found.

#### Document Contents

Smart View - Current Document

##### Deferred Tax Assets

SmartView 14268625360

Function Grid

# Eden Quarterly Report

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Next, we will look at a Hyperion Financial Reports function grid. This is easily imported directly into Word, and shows our different tax deferrals by jurisdiction.

	2013 (Body)			
	Actual	Forecast		Var %
US	284,213,151	421,421,470	(137,208,318)	32.56%
United Kingdom	378,828,363	457,298,672	(77,470,310)	16.94%
Canada			(55,070,160)	17.42%
Germany			(327,077)	67.45%
France			(200,487)	9.32%
Switzerland			3,009,734	1,240.63%

Connection:  
Provider - Financial Reports Data Provider

POV:  
Row - 2  
Col - 1  
Period - P12  
View - <Scenario View>  
Entity - LegalEntities  
Value - USD Total  
Account - SETRTotal  
ICP - [ICP None]  
RollForward - ETRTotal  
ReportingStandard - US\_GAAP  
DataCategory - Tax

### Smart View

#### Shared Connections

Reporting and Analysis Framework

- Deferred Tax with Hierarchy
- Equity
- Forecast Variance Analysis
- Income Statement
- Interim Annualized Current &
- Material Jurisdictions - DT
- Material Jurisdictions - Deferre
- Material Jurisdictions - Exp
- Material Jurisdictions - Expens
- OFMA ETR Check
- Prior Year Adjustment
- Proof of Tax
- Proof of Tax - UK
- Proof of Tax Forecast
- Proof of Tax by Entity
- Return to Accrual
- Risk Provision

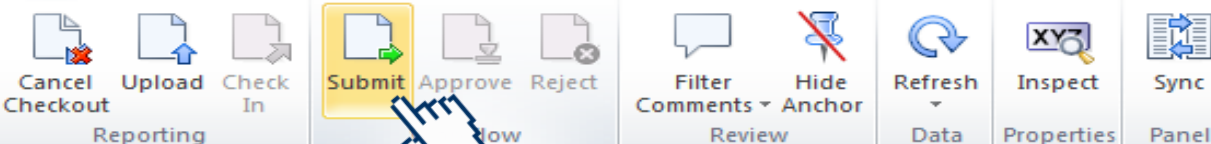
#### Open

#### Document Contents

Smart View - Current Document

#### Deferred Tax Assets

- /Demos/HTP - Demo/Tax Demo/Material Juris
- Function Grid
- SmartView14268625360
- Function Grid



Submit currently opened doclet.

 Oracle Smart View for Office  
Press F1 for add-in help.

## Eden Quarterly Report

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United Kingdom	379,828,363	457,298,672	(77,470,310)	16.94%
Canada	261,053,581	316,123,741	(55,070,160)	17.42%
Germany	157,870	484,947	(327,077)	67.45%
France	1,951,333	2,151,820	(200,487)	9.32%
Switzerland	3,252,331	242,597	3,009,734	1,240.63%

Tax Grid 1.1

We are required to estimate our income taxes in each of the jurisdictions in which we operate. This process involves estimating our actual current tax liabilities, including the impact, if any, of additional taxes resulting from tax examinations together with assessing temporary differences resulting from differing treatment of items, such as deferred revenue, for tax and accounting purposes. These differences result in deferred tax assets and liabilities. We must then assess the likelihood that our deferred tax assets will be recoverable from future taxable income and, to the extent we believe that recovery is not likely, we must establish a valuation allowance. To the extent we establish a valuation allowance or increase the valuation allowance in a period, our deferred tax expense increases. If a valuation allowance is decreased, deferred tax expense may be reduced, goodwill may be reduced, or paid in capital may be increased, depending on the nature and source of the deferred tax assets. This analysis is applied on a jurisdiction by

Smart View

Shared Connections

Reporting and Analysis Framework

- Deferred Tax with Hierarchy
- Equity
- Forecast Variance Analysis
- Income Statement
- Interim Annualized Current &
- Material Jurisdictions - DT
- Material Jurisdictions - Deferre
- Material Jurisdictions - Exp
- Material Jurisdictions - Expens
- OFMA ETR Check
- Prior Year Adjustment
- Proof of Tax
- Proof of Tax - UK
- Proof of Tax Forecast
- Proof of Tax by Entity
- Return to Accrual
- Risk Provision

Open

Document Contents

Smart View - Current Document

Deferred Tax Assets

- /Demos/HTP - Demo/Tax Demo/Material Jurisdi
- Function Grid
- SmartView14268625360
- Function Grid

# Collaborate Securely

Advanced mobile, self-service and collaboration capabilities

Instant visibility to the progress and status of the reporting lifecycle

Efficiently bring knowledge workers in and out of the process based on their role

Secure at all levels to handle sensitive content, from network to storage

Content access based on role

The screenshot displays the 'EDEN 10Q Q2 FY2014 Report Center' interface. At the top, there are three main stages: 'Author' (70% complete, 2 Days Past Due), 'Review' (Not Started, 4 Days Left), and 'Sign Off' (Not Started, 9 Days Left). Below this is a table listing various report sections and their assigned personnel.

Name	Responsibility	Author	Approver 1	Approver 2
EDEN 10Q Q2 FY2014				
Cover		Vito Sep 21, 2014		
Table of Contents		Valerie Sep 17, 2014		
Part I. Financial Information				
Cautionary Note		Sam Sep 21, 2014	Annie Sep 21, 2014	
1.0 Financial Statements				
1.1 Income Statement		Steve Sep 21, 2014	Annie Sep 21, 2014	
1.2 Balance Sheets		Rodney Sep 21, 2014	Adam Sep 21, 2014	
1.3 Notes to Financials		Rodney Sep 21, 2014	Annie Sep 21, 2014	Adam Sep 21, 2014
2.0 Management's Discussion		Sam Sep 17, 2014	Peter Sep 16, 2014	

At the bottom of the table, there are two buttons: '+ Add Doclet' and '+ Add Section'.

# Work Effectively with *Managed Collaboration*

The average worker collaborates with 10 or more people to accomplish daily tasks

Multiple Reports

Multiple Stakeholders

Multiple Approvals

Multiple Versions



# Mgmt Report Q1FY15

## Report Center

In Progress



Actions ▾

Close

<b>Author</b> Mar 16, 2015 21 Days Left 16% <input type="text"/>	<b>Review</b> Apr 13, 2015 28 Days Left Not Started	<b>Sign Off</b> Apr 20, 2015 33 Days Left Not Started
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Name	Responsibility	Author	Approver 1
Mgmt Report Q1FY15			
Cover Page and TOC		Vito Mar 19, 2015	
▾  Finance			
Finance - Revenue repor	Peter	Sam Mar 19, 2015	Peter Apr 8, 2015
Finance - Consol Balance	Sam	Sam Apr 7, 2015	Peter Apr 8, 2015
Metrics - Units	Odysseus	Odysseus Apr 7, 2015	Oceana Apr 8, 2015
Metrics - Backlog and deliv	Arthur	Arthur Apr 7, 2015	October Apr 8, 2015
Sales-Trends	Annie	Annie Apr 7, 2015	October Apr 8, 2015

+ Add Doclet

+ Add Section

# Mgmt Report Q1FY15

## Report Center

In Progress



Actions ▾

Close

<b>Author</b> Mar 16, 2015 21 Days Left	<b>Review</b> Apr 13, 2015 28 Days Left	<b>Sign Off</b> Apr 20, 2015 33 Days Left
50%	Not Started	Not Started

Name Responsibility Author Approver 1

Mgmt Report Q1FY15			
Cover Page and TOC		Vito Mar 19, 2015	
Finance			
Finance - Revenue repor		Sam Mar 19, 2015	Peter Mar 19, 2015
Finance - Consol Balance		Sam Mar 19, 2015	Peter Mar 19, 2015
Metrics - Units		Odysseus Mar 19, 2015	Oceana Apr 8, 2015
Metrics - Backlog and deliv		Arthur Mar 19, 2015	October Apr 8, 2015
Sales-Trends		Annie Mar 19, 2015	October Apr 8, 2015

- Edit Doclet Properties
- Inspect
- Manage Doclet ▶
- Act on Content ▶

+ Add Doclet

+ Add Section



# Mgmt Report Q1FY15

Review 02 ▾

Started



Actions ▾

Close

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<input type="checkbox"/>	Comment	User	Status	Last Modified
<input checked="" type="checkbox"/>	I have been informed by the Board	Adam	🗨️	Mar 20, 2015 8:41:46 AM
<input type="checkbox"/>	While we don't expect to get into t	Annie	🗨️	Mar 20, 2015 7:07:33 AM
<input type="checkbox"/>	Can you update the chart with a d	Andrea	🗨️	Mar 20, 2015 4:17:40 AM
<input type="checkbox"/>	Very positive results indeed! Lool	Oceana	🗨️	Mar 20, 2015 4:09:28 AM
<input type="checkbox"/>	We should recheck this in the nex	Oceana	🗨️	Mar 20, 2015 4:12:22 AM



## Eden Quarterly Report to the Board

**Table of Contents**

Item	Page
Income Analysis	3
Consolidated Balance Sheet	5
Metrics	7
Backlog	9
Delivery	11
Sales Trends	12
Top 10 Customers	14
Marketing Notes	15

## Comment



**Adam:** I have been informed by the **Board** that they would like a brief discussion on our deferred tax assets. Can you ask Valerie or Sam to pull together an overview/summary into the package to facilitate the discussion? Please add to the end of the report so we can have the **Tax Department** drop by after the break and excuse everyone else.  
Mar 20, 2015 7:05:40 AM



**Vito:** Hi Adam - I will assign Sam to add the content related to deferred tax assets and send a followup review for your approval.  
[comment closed](#)  
Mar 20, 2015 7:14:04 AM



**Vito:** Adam - The information on deferred tax assets has been added to the end of the report. Please review and let us know of any further comments.  
Mar 20, 2015 8:41:46 AM



Post ▾

# Confidentially Report

Easily combine system of record data into reporting

Combine and securely move easily across on-premises and cloud data sources

Integrate data from Oracle and other ERP systems

Leverage existing IT investments

The screenshot displays the Oracle Financial Reporting interface. The main window shows a balance sheet table (Table 1.1) comparing Actual and Annual OpPlan data for various financial metrics. Below the table is a summary paragraph and a 'Revenue and Gross Profit Analysis' section. This section includes a table (Table 1.2) showing monthly performance from January to June, and a bar chart (Chart 1.3) visualizing the data. The right-hand side of the interface shows a 'Smart View' panel with report details and a 'Document Contents' pane listing the report's structure.

	Actual	Annual OpPlan	Actual	Annual OpPlan
Net Revenue	\$121,306,097	\$153,881,069	\$778,566,457	\$859,311,388
Cost of Sales	\$81,963,197	\$95,534,789	\$483,827,956	\$524,017,573
Gross Profit	\$39,362,977	\$58,346,280	\$294,758,577	\$335,293,815
Operating Expenses	\$46,527,154	\$39,463,389	\$186,172,512	\$173,840,583
Pretax Income From Operations	-\$7,164,178	\$18,882,891	\$108,586,066	\$161,453,233
Other Exp (Inc)	\$3,790,604	\$3,736,402	\$15,205,669	\$14,938,711
Provision for Income Tax	\$4,673,174	\$4,573,830	\$21,833,370	\$21,297,364
Earnings from Investments in Subs	\$276,340	\$272,510	\$1,137,312	\$1,117,732
Net Income	-\$15,351,616	\$10,845,169	\$72,684,339	\$126,334,890

Table 1.1

Overall, our balance sheet performance for the most recently completed quarter was off from our operating plan. Our net revenue was lower, based on several factors. These included increased competition, lower average selling prices and aggressive negotiations from our vendors.

Revenue and Gross Profit Analysis:

Period	Net Revenue	Gross Profit	Gross Margin
January	157,404,844	63,166,717	40
February	118,997,894	42,507,125	36
March	113,758,296	38,618,876	34
April	109,022,237	47,341,767	43
May	158,077,089	63,761,115	40
June	121,306,097	39,342,900	32

Table 1.2

Chart 1.3

Table 1.2 and Chart 1.3 shows our Gross Profit and Net Revenue performance. During the first six months of the year, we have had spikes related to our net revenue due to issues in both North America and APAC, and this led to

# Mgmt Report Q1FY15

## Report Center

Under Review



Actions ▾

Close

<b>Author</b> Mar 16, 2015	<b>Review</b> Apr 13, 2015	<b>Sign Off</b> Apr 20, 2015 33 Days Left
Completed	Completed	Not Started

Name Responsibility Author Approver 1

<b>Mgmt Report Q1FY15</b>			
<b>Cover Page and TOC</b>		Vito Mar 19, 2015	
<b>Finance</b>			
<b>Finance - Revenue repor</b>		Sam Mar 19, 2015	Peter Mar 19, 2015
<b>Finance - Consol Balance</b>		Sam Mar 19, 2015	Peter Mar 19, 2015
<b>Metrics - Units</b>		Odysseus Mar 19, 2015	Oceana Mar 19, 2015
<b>Metrics - Backlog and deliv</b>		Arthur Mar 19, 2015	October Mar 19, 2015
<b>Sales-Trends</b>		Annie Mar 19, 2015	October Mar 19, 2015
<b>Deferred Tax Assets</b>	Vito	Sam Mar 20, 2015	Vito Apr 8, 2015

+ Add Doclet

+ Add Section

# Mgmt Report Q1FY15

Sign Off

Not Started



Actions ▾

Close



Full Width



## Eden Quarterly Report

*Connecting People*



Request Sign Off

Unlock Report Package

Publish Report

Inspect

Refresh View

Download Sign Off Instance

# Mgmt Report Q1FY15




## Report Center

Final







Actions ▾

Close

 <b>Author</b> Mar 16, 2015	 <b>Review</b> Apr 13, 2015	 <b>Sign Off</b> Apr 20, 2015
Completed	Completed	Completed

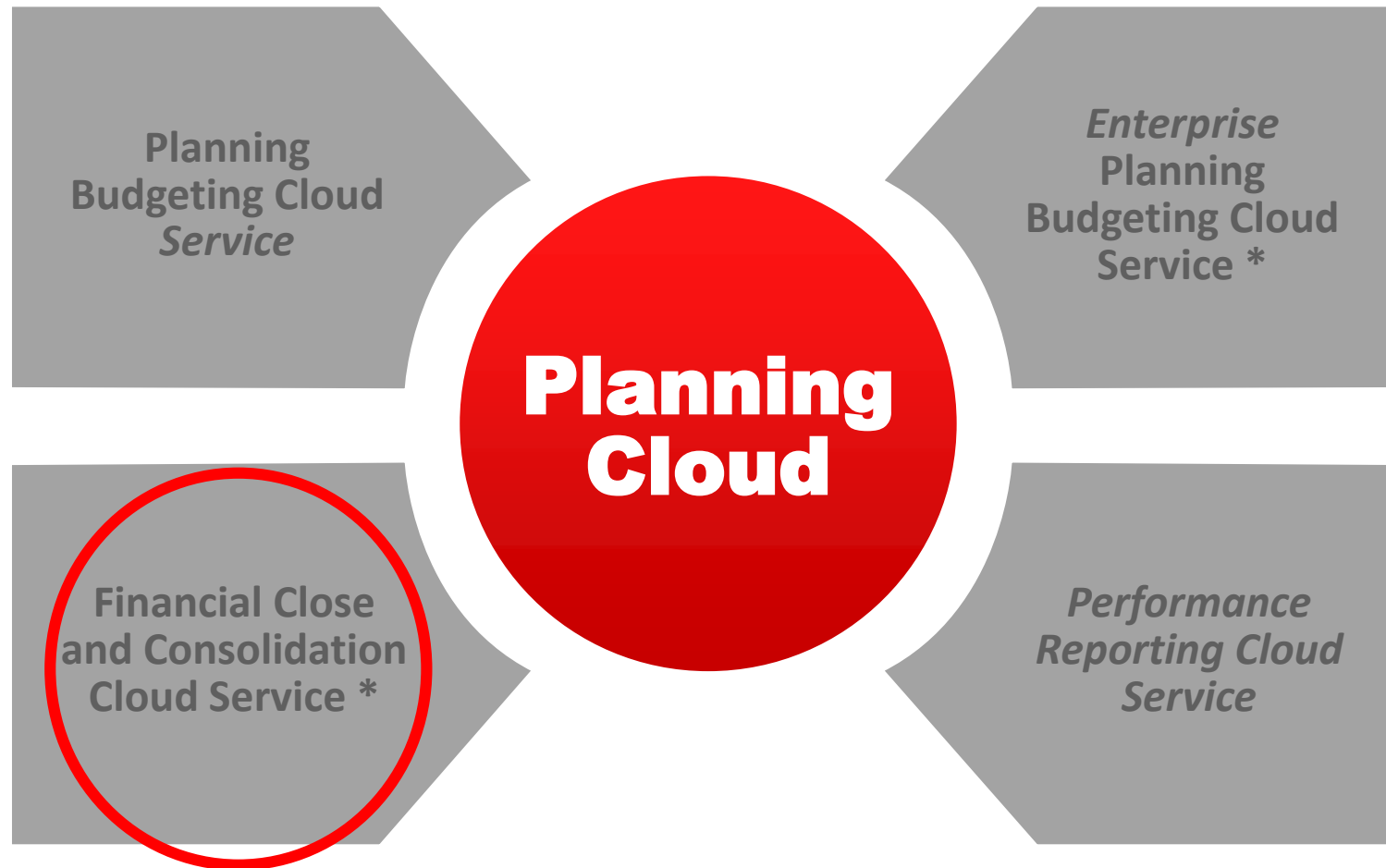
- Reopen Report Package
- Publish Report**
- Delete Worksheets
- Inspect
- Refresh View

Name	Status	Note
 Arthur		Great Job!
 October		This looks great. Thanks to the team for all the efforts.

# Narrative Collaborative Reporting: Customer Use Cases

- Annual Financial Report
  - Budget Justification
  - Issue Papers
  - SEP Narrative
  - Program/Project Request for Funding
  - Progress Report
  - Design Reports
- Lessons Learned Quarterly Reports
  - Semiannual Report
  - Audit and Review Findings
  - Economic Impact Study
  - Performance Reports and Plans
  - Top Management and Performance Challenges

# Oracle EPM Cloud Platform



\* Indicates future release date

# Financial Consolidation & Close Cloud Service (FCCS)



- Address Agency, Dept, and Component Entity consolidation needs for a Public Sector Organizations
- Significant out of the box financial functionality with limited need for customization (no scripting)
- Out of the box calculations, hierarchies and reports for quick deployments
- Built in task orchestration for management of overall process
- Flexible, robust user owned reporting
- Fully integrated with the EPM Cloud

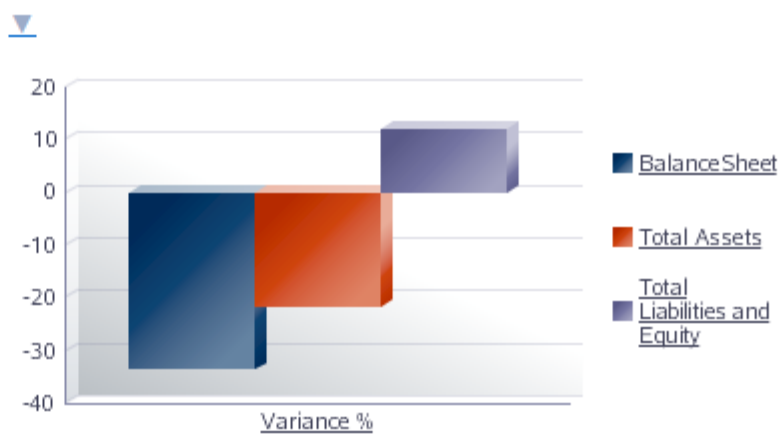


# Balance Sheet Dashboard

Actions Save Refresh

Multi-GAAP Local GAAP	Entity England	Currency Entity Currency	View Periodic	Data Type Total Data Type	Consolidation Entity Total	Period Jan	Movement Closing
--------------------------	-------------------	-----------------------------	------------------	------------------------------	-------------------------------	---------------	---------------------

	Actual	Budget	Variance	Variance %
BalanceSheet	0	0	0	-33.74
Total Assets	7,869,297	9,351,000	-1,481,703	-21.81
Current Assets	4,090,843	3,551,000	539,843	-27.71
Cash	885,843	1,251,000	-365,157	-29.19
Total Receivable	3,205,000	2,300,000	905,000	1.48
Acct Receivable	3,205,000	2,300,000	905,000	1.48
IC Acct Receivable	0	0	0	0
Long Term Assets	3,778,454	5,800,000	-2,021,546	5.9
Fixed Assets	1,253,467	3,000,000	-1,746,533	3.45
Investment in Sub	2,500,000	2,500,000	0	0
Other Assets	24,987	300,000	-275,013	2.45
Total Liabilities and Equity	7,869,297	9,351,000	-1,481,703	11.93
Total Liabilities	3,283,791	4,594,000	-1,310,209	7.3
Current Liabilities	1,783,791	3,594,000	-1,810,209	5.52
ICRecPayPlug	0	0	0	0
Total Payable	983,791	2,894,000	-1,910,209	2.56
Acct Payable	983,791	2,894,000	-1,910,209	2.56
IC Acct Payable	0	0	0	0
Other Liabilities	800,000	700,000	100,000	2.96
Long Term Liabilities	1,500,000	1,000,000	500,000	1.78
LT Loans Payable	1,500,000	1,000,000	500,000	1.78
Total Equity	4,585,506	4,757,000	-171,494	4.63
Common Stock	3,500,000	3,500,000	0	0
Surplus	0	0	0	0



# FCCS Functionality in first release



Close Calendar



Compliance



Financials

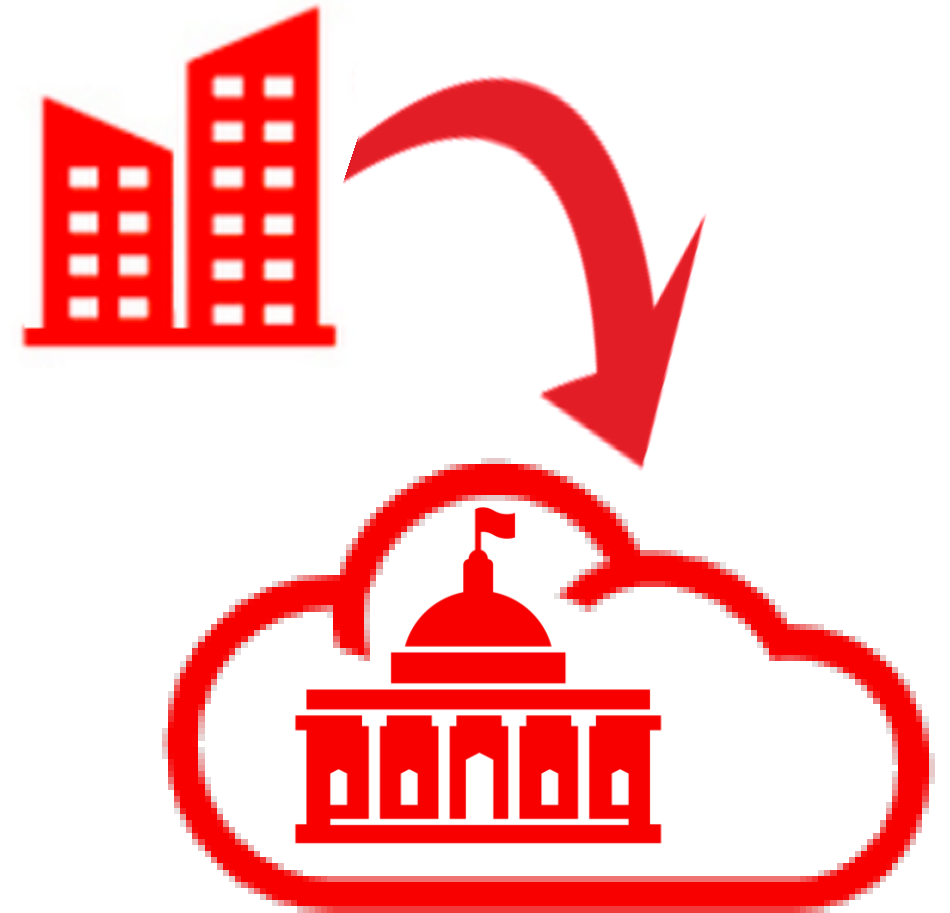


Activity

- Consolidation
  - Predefined dimensions with built-in Financial Intelligence
  - Flexible application configuration with pre-built forms & reports
  - Standard consolidations & eliminations
  - Currency translations and FX adjustment calculations
  - Built-in KPI ratio analysis
  - Custom calculations using member formula
  - Automated Cash Flow
  - Data source detail tracking with drill through capability
- Multi-GAAP support
- Approvals
- Adjustment entry with approval workflow
- Inter-fund matching
- Data audit
- Close Calendar
  - Task Management
  - Workflow
- Supplemental Schedules
  - Data Collections
- FCCS Dashboard

# How Do We Make It Happen At Our Agency?

- Determine your best fit deployment option:
  - On Premise
  - Cloud
  - Hybrid
- Leverage secure Oracle GovCloud
- Migrate Test/Dev to Cloud
- Customer to Cloud Program



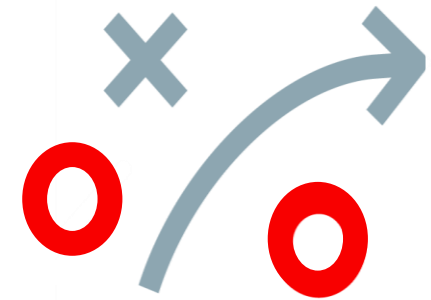
# Cloud Changes the Model ...



Enables rapid  
deployment and  
innovation



Delivers  
standardization and  
higher user adoption



Keeps pace with  
change, faster ROI,  
superior technology  
and security

# Discussion



# Additional Planning Cloud Resources

Oracle EPM Cloud Homepage: <https://cloud.oracle.com>

Planning Budgeting Cloud: <https://cloud.oracle.com/planning-and-budgeting-cloud>

Performance Reporting Cloud: <https://cloud.oracle.com/enterprise-performance-reporting-cloud>

- Narrative Reporting Infographic: <http://www.oracle.com/us/infographics/eprcs-infographic-2521061.pdf>

Oracle Business Analytics Page: <https://www.youtube.com/user/EvolvingBI/featured>

Oracle EPM Blog: <https://blogs.oracle.com/epm/>

Oracle EPM Solutions Factory: <http://launch.oracle.com/?EPMGov16Q4>

# For More Information . . .

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- John Green – Principal Solutions Consultant

[John.Green@oracle.com](mailto:John.Green@oracle.com)

- Oracle EPM Solutions Factory: <http://launch.oracle.com/?EPMGov16Q4>

*Thank  
You!*



# Integrated Cloud

## Applications & Platform Services

ORACLE®