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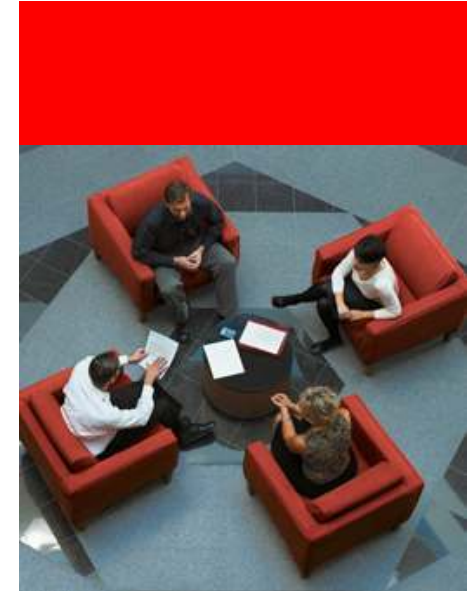
Introduction to Hyperion Planning

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NorCal OAUG Jan/2010

Agenda

- Understanding customer needs
- Solving planning issues
- Our unique value
- Demonstration
- Summary and questions



How does One Build the Budget?

• Management reviews the budget and...

• Finance creates the forms

“Repeat this cycle until either the management team is happy with the budget or budget managers lose their will to live”

Gartner

• Finance aggregates the budget

• Managers input their data by accounting period



What Are the Challenges? Planners like you, say...

“High processing time due to lack of strategic guidance and missing link between financial and operational plans”

“Low plan accuracy (variance accuracy) due to inaccurate data”

“Limited level of detail for the budget”

“High number of Excel sheets that need maintenance”

“Need to expand to: rolling forecasts, operational planning, investment planning, bulk updates, pre-built depreciation calculations, version control”

Solving Planning Issues How?





Capital Planning

Operational Planning

Strategic Planning

Revenue / P&L Planning

Rolling Forecasting

Integrated Business Planning

Project Planning

Budgeting

Enterprise Planning

Organization-wide Planning

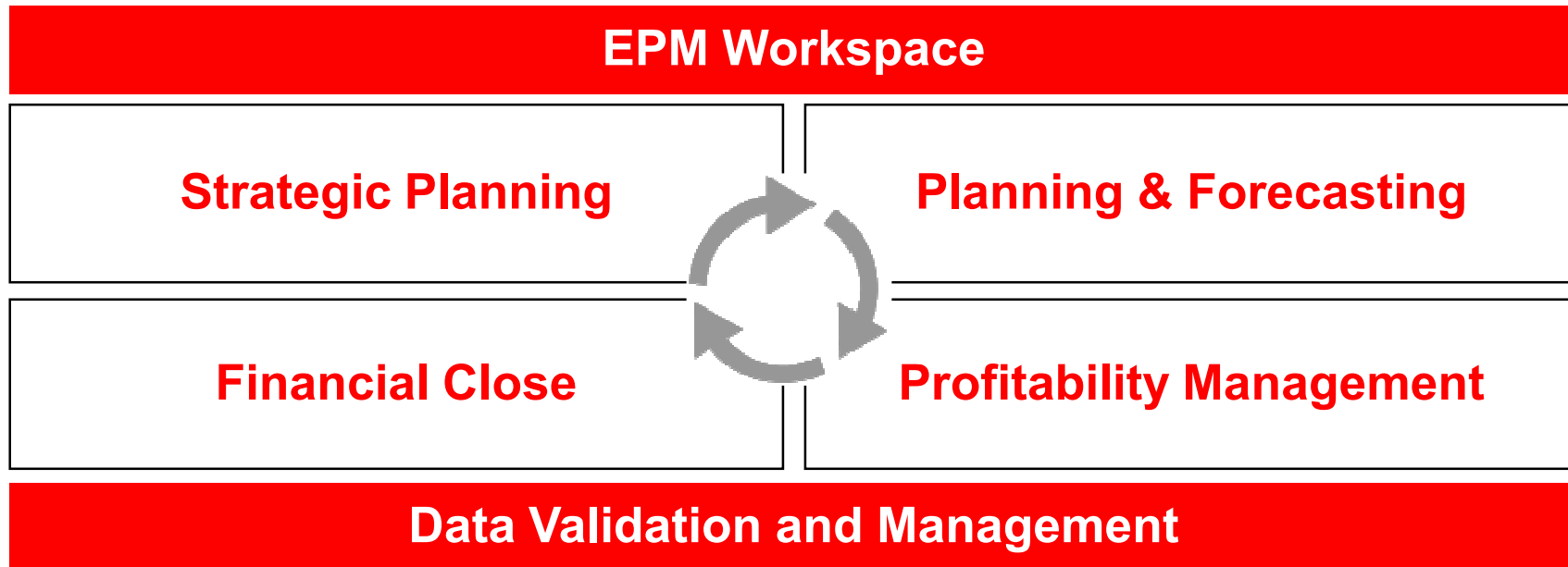
Capacity Planning

Closed-loop Budgeting

**ONE
Planning Platform**

Most Complete EPM System

Oracle EPM System



•Oracle, Siebel,
PeopleSoft, SAP, Custom



•Data Warehouse
Data Mart



•Other
Systems



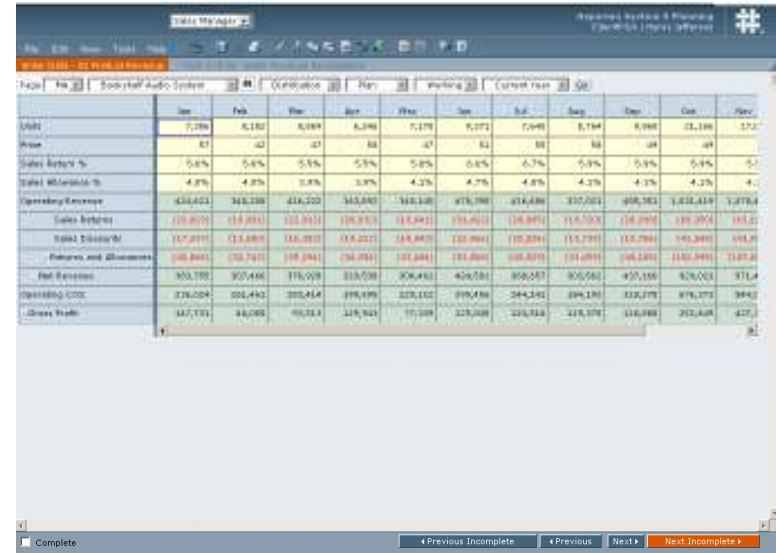
•Excel
XML

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Hyperion Planning

Shortens Planning Cycles and Improves Business Predictability

- Powerful workflow and process management
- Intuitive interface
- Robust data integration
- Leverages Essbase – powerful reporting and analysis
- Scalable web infrastructure
- Special-purpose planning modules for fast deployment



The screenshot displays the Hyperion Planning software interface. The main window shows a financial planning table with columns for months (Jan, Feb, Mar, Apr, May, Jun, Jul, Aug, Sep, Oct, Nov, Dec) and rows for various financial metrics. The table is titled 'Table Manager' and includes a toolbar with options like 'File', 'Edit', 'View', 'Tools', 'Help', and 'Print'. The table data is as follows:

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov
Units	5,200	5,100	5,000	4,900	4,800	4,700	4,600	4,500	4,400	4,300	4,200
Price	\$2	\$2	\$2	\$2	\$2	\$2	\$2	\$2	\$2	\$2	\$2
Sales Before %	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%
Total Revenue \$	10,400	10,200	10,000	9,800	9,600	9,400	9,200	9,000	8,800	8,600	8,400
Operating Expense	4,000	3,900	3,800	3,700	3,600	3,500	3,400	3,300	3,200	3,100	3,000
Sales Before	10,400	10,200	10,000	9,800	9,600	9,400	9,200	9,000	8,800	8,600	8,400
Total Expense	11,000	10,800	10,600	10,400	10,200	10,000	9,800	9,600	9,400	9,200	9,000
Returns and Allowances	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000
Net Revenue	90,000	89,000	88,000	87,000	86,000	85,000	84,000	83,000	82,000	81,000	80,000
Operating Cost	278,000	278,000	278,000	278,000	278,000	278,000	278,000	278,000	278,000	278,000	278,000
Other Costs	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
Other Profit	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000



Oracle's Hyperion Planning – Delivering Predictable Results

- **Accuracy** – one planning platform for all the modules, improving processing time and accuracy, as well as reducing the maintenance overhead
- **Performance** – Essbase, award winning OLAP engine, boosting the scalability and performance of any planning application
- **Simplicity** – one reporting workspace enabling real time, side-by-side planning, forecasting and analysis



Fundamental Capabilities

CAPABILITY	DETAIL
Planning and Analysis	Fully embedded into BI and Microsoft Office for real-time reporting and analysis
Modeling	The ability to model at the operational level, assessing impact to the overall strategic plan
What-if	See the business impact of changing business drivers to make intelligent decisions
Collaboration	Technology that allows the entire user community to communicate and plan in real time as well as offline
Top-down/Bottom-up	Bi-directional planning capabilities to promote accuracy and accountability



Oracle Hyperion Planning

Demonstration



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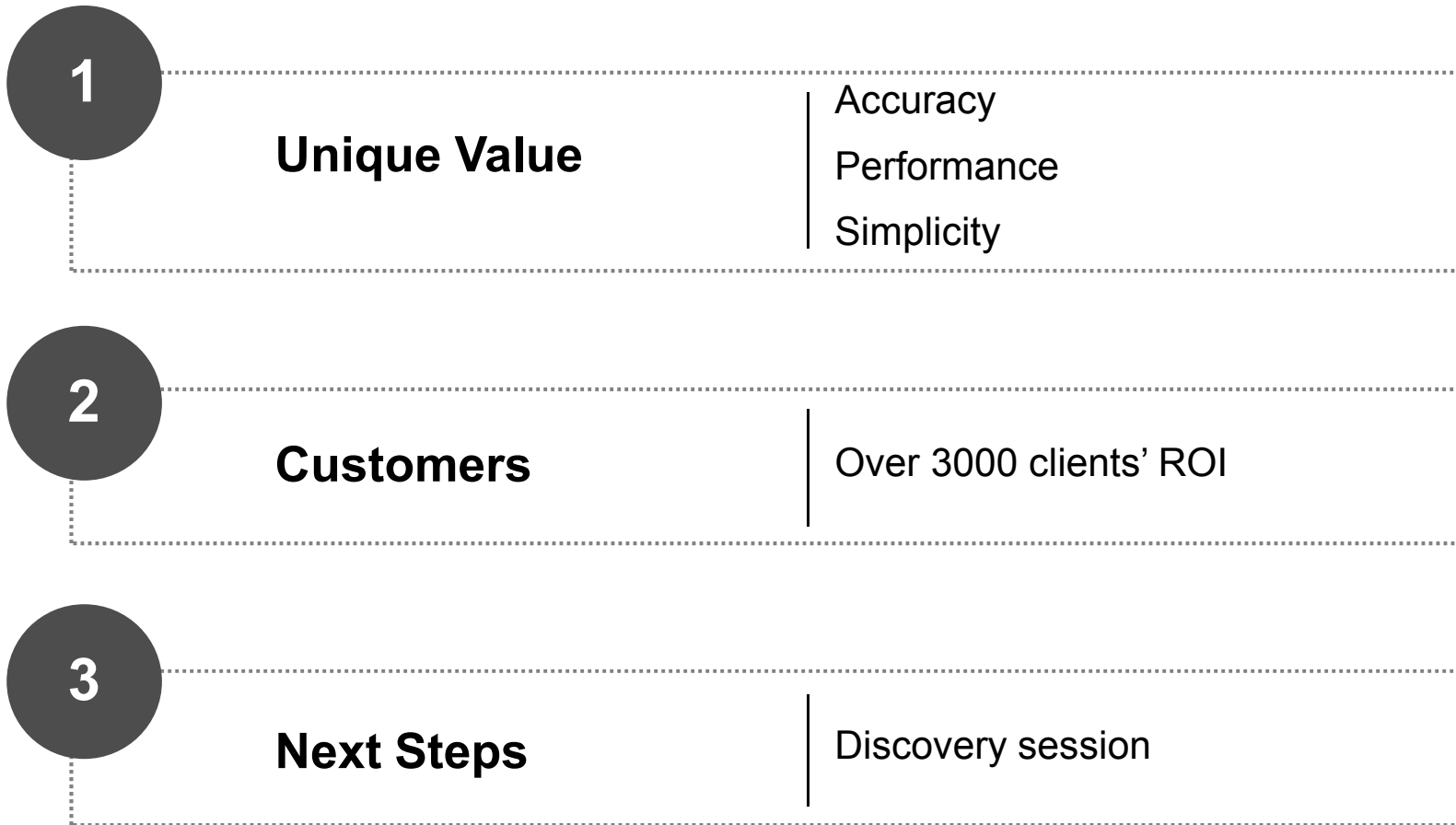


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Delivering Predictable Results





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