ORACLE®



September 28-October 2, 2014 San Francisco ORACLE WORLD

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Oracle Enterprise Performance Management October, 2014

Safe Harbor Statement

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Today, every business faces a digital challenge

around-the-clock availability big data the





speed of business customer and employee









mobile



personalized service



real-time fulfillment





social social user experience zero errors







How Oracle helps you succeed in a digital world



MODERN BUSINESS

practices for every function in your enterprise



MODERN CLOUD

that is personalized, connected and secure



PRACTICAL PATH

to the cloud for customers to achieve business goals



Enterprise Performance Management Cloud

ENTERPRISE PERFORMANCE MANAGEMENT SOLUTIONS



Financial Performance Reporting



Planning & Budgeting

ENTERPRISE PERFORMANCE MANAGER FOUNDATION

Common Security and Identity Services

Single Development and Integration Framework

Unified Business Intelligence

Universal Data Relationship Master

Best in Class PaaS





Accelerate Your Performance, Management And Narrative Reporting

Oracle Financial Performance Reporting Cloud Service







Combine Data and Narrative

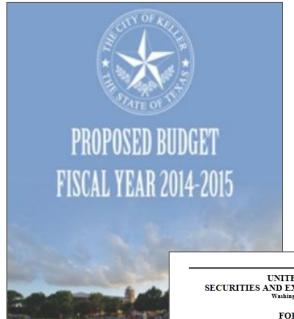
Confidential and Secure

Collaborate and Access



What is Narrative Reporting

- Combining Data ("What") with Business Commentary (Who, When, Where, and/or Why)
- Presented in expository and descriptive paragraphs, as opposed to a form, a letter, or tables.



Eden Electronics



rmance Report to the Board

Ending 31-Dec-2014

UNITED STATES SECURITIES AND EXCHANGE COMMISSION

☑ QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

□ TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

Commission File Number: 000-51788

Oracle Corporation

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of

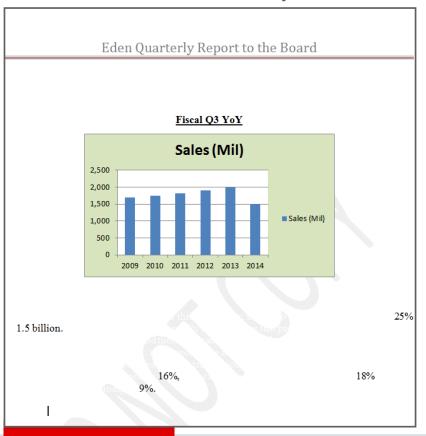
Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, or a smaller reporting company. See the definitions of "large accelerated filer," "accelerated filer" and "smaller reporting company" in Tule 11-0 of the Exchange Act

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange



Value of Narrative Reporting

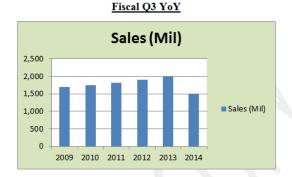
Looking at Data Only.... What does it tell you?



Looking at Data + Narrative...



YoY Sales Concerns



Summary:

The major significant item of worry over this last quarter, is that YoY same store sales fell by 25% to 1.5 billion. The effects were most broadly seen in stores that process a large number of credit or debit card based transactions, and therefore, can be traced to the events last quarter related to the disclosed data breach. However, it is important to note, that all stores saw some level of decline, even amongst those that largely deal in cash transactions. In Fiscal Quarter 3, customer transactions at all stores declined by 16%, with card based transactions declining by 18% and cash based transactions declining by 9%.

Details:



"In June 2014, the FRC published <u>Guidance on the Strategic Report</u> which encourages companies to **facilitate communication and engagement** with investors by publishing **more relevant narrative reports**."

Financial Reporting Council

EU Directive on Non-Financial Reporting



Today's Financial Reporting Processes & Tools Fall Short

- Today, most management reporting processes are manual and ad-hoc
 - Monthly, quarterly fire-drill to get Board Books and report packages done and delivered
 - Manual effort → Time consuming, Expensive; lack process rigor and collaboration
- Error-prone in combining Data (what) with Narrative (who, when, why)
 - Re-keying of data into report
 - Unable to analyze data to validate narrative
- Challenging to bring Subject Matter Experts into the process
 - Insufficient collaboration features for centralized commenting on content
 - Hard to track progress and who is currently responsible for individual areas of content
- Lacks versioning and auditing functionality
 - Time wasted tracking versions; Weak security to support "Need to Know" access to content



And CFOs Must Modernize Finance

Strategic Priorities for Global CFOs: 2013-2015



Improve Speed of Decision-Making

- Respond faster to internal and external clients
- Flex the business model in response to change



Leverage High-Impact Technologies

- Big Data
- Mobile
- Cloud-based systems



Restructure the Finance Skill Set

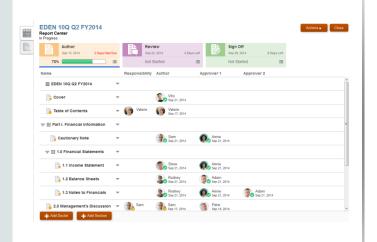
- Data analysis
- Systems expertise
- Business partnering

Source: Oracle-Accenture Research: Empowering Modern Finance: The CFO as Technology Evangelist, February 2014



Oracle EPM Cloud

Oracle Financial Performance Reporting Cloud Service

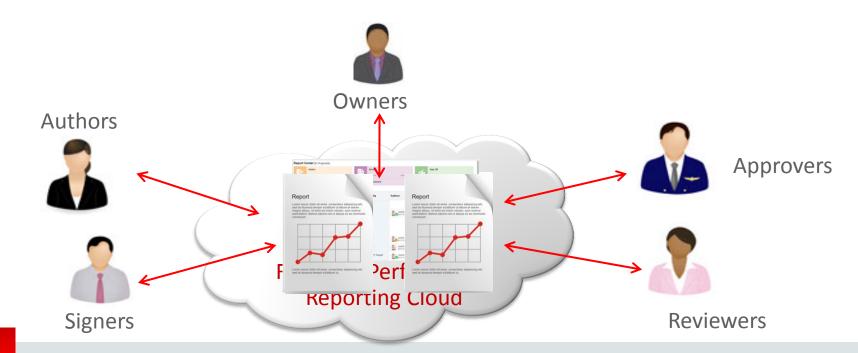


- Address Internal and Statutory Financial Reporting Needs
- Narrative-based management reporting and external disclosures in one solution
- Complete: Authoring, collaboration, commentary and delivery
- Secure: Role-based, auditable access on desktop and mobile devices
- Enterprise Grade: Security, High Availability, Scalability
- Fully Managed: Patched, Backed Up, Upgraded by Oracle

Operations Reviews
Board Packages
Project Funding Proposal
Group Budget Review



Regulatory Reporting
Public Disclosures
Audit Reports



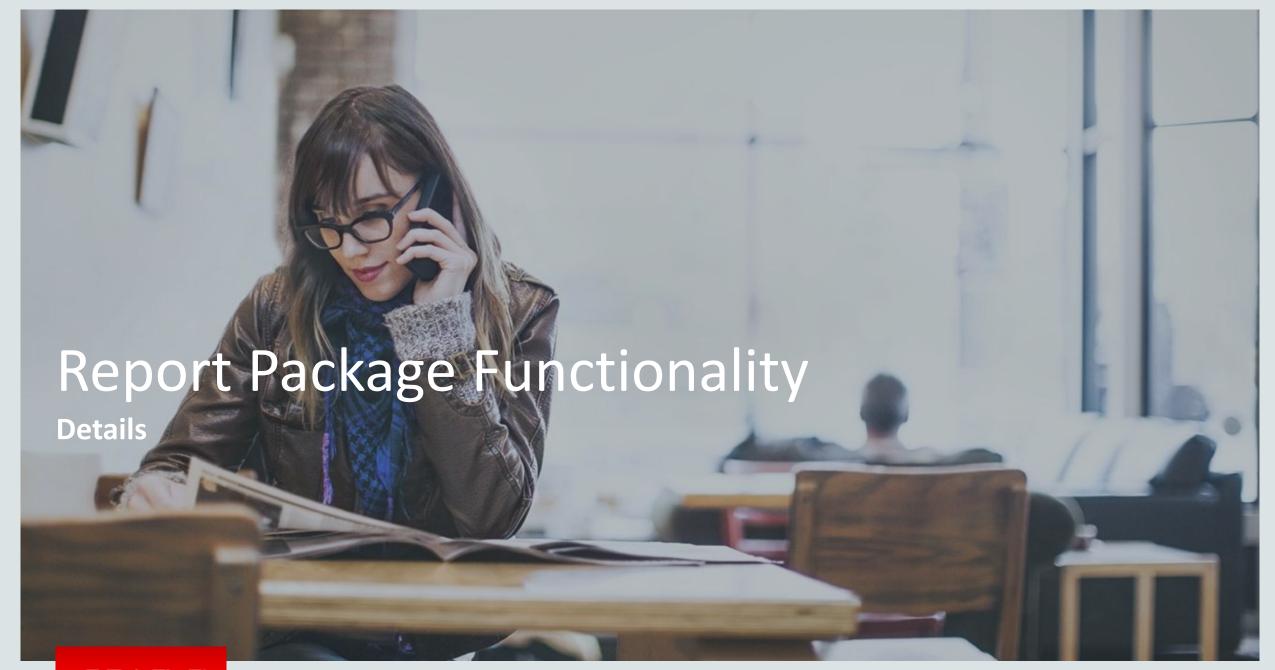




Financial Performance Reporting Cloud Service What's Included

- Report Package Functionality
 - Full lifecycle support from definition thru publishing and phase management
 - Report Center, Authoring, Review, Commenting Framework, Monitoring
 - Dynamic security, integrated workflow, doclet management, auditing
- Task and Message management
- Library repository
- Analytic Data Storage to (optionally) store data in the cloud for Report Packages and to analyze via Smart View





What is A Report Package?

Innovatively Managing a Reporting Deliverable Lifecycle

- Defines structure
- Identifies responsibilities
- Manages collaboration
- Coordinates process
- Combines data with textual narrative
- Secures content



Report Development Processes



Report Development Lifecycle Phases

Multiple users engaged in each phase of development



- Author process of compiling the various report content and supporting details together into a cohesive report package
- Review process of gather commentary on multiple draft versions and revise report content accordingly
- Sign Off process of gather electronic signatures from key constituents and secure report contents preventing further modifications



Flexible Report Package Development

Choose which report development processes are needed



 Users can pick which development processes they will leverage for the report package

Demo

This session was mainly live software demo. The remaining slides are added for sake of non-attendees to understand the service.



Author Phase



Content Development

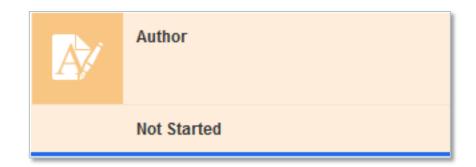
Centralized or Distributed

- Centralized All content is developed by small group of users who contribute to content across the report
 - Author phase is not enabled.
 - Content developed by Report Owners
 - No workflow on doclets

Or

- Distributed all content is assigned to users which contribute individual pieces of the report
 - Author phase is enabled







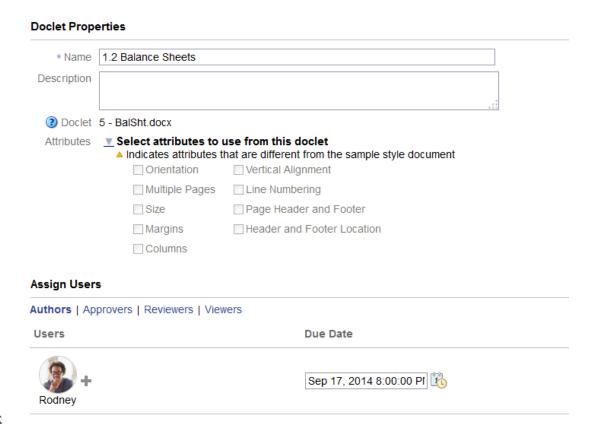
Author Phase Distributed content development process

Report content organized into Doclets

 Lowest level of content that needs to be authored or approved as an individual unit

Doclet Assignments

- Author(s) provide the report content
 - Due dates (optional)
- Approver(s) (optional)
 - Multiple approval levels can be assigned with due dates
 - Approval levels may vary across the doclets



Author Phase Feature Highlights

Content Management

- Check-out/Check-in controls ensures there is only one official version of the report content
- Automatic versioning of all checked in Doclets
 - Prior versions are easily accessed for comparison
- System allows a user to store a "work in process" version prior to check in

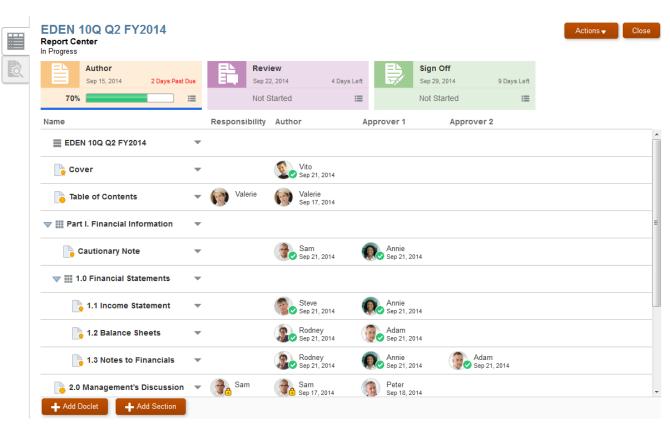
• Flexible Workflow

- Allows varying levels of approval from one Doclet to the next
- "Upstream" users can take responsibility of the Doclet as needed



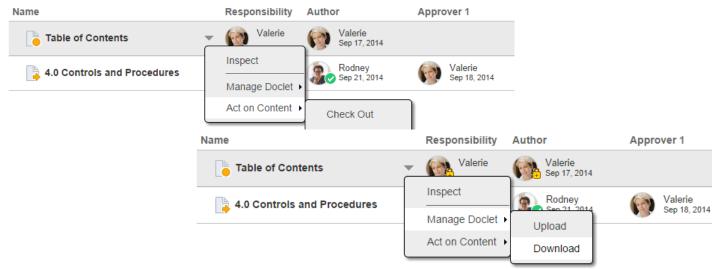
Author Phase Feature Highlights cont.

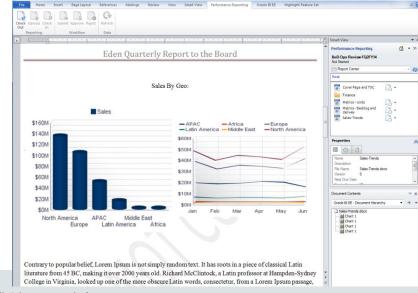
- Process Reporting
 - Summary Level
 - Overall completion %
 - Doclet status summary
 - Due date & time remaining
 - Doclet Level
 - Status Started, Submitted, Approved, Rejected, Completed
 - Check-in/Check-out
 - Responsibility indicates who is currently working on the document
 - Workflow Level with user assignments and due dates



Authoring Doclets 2 ways

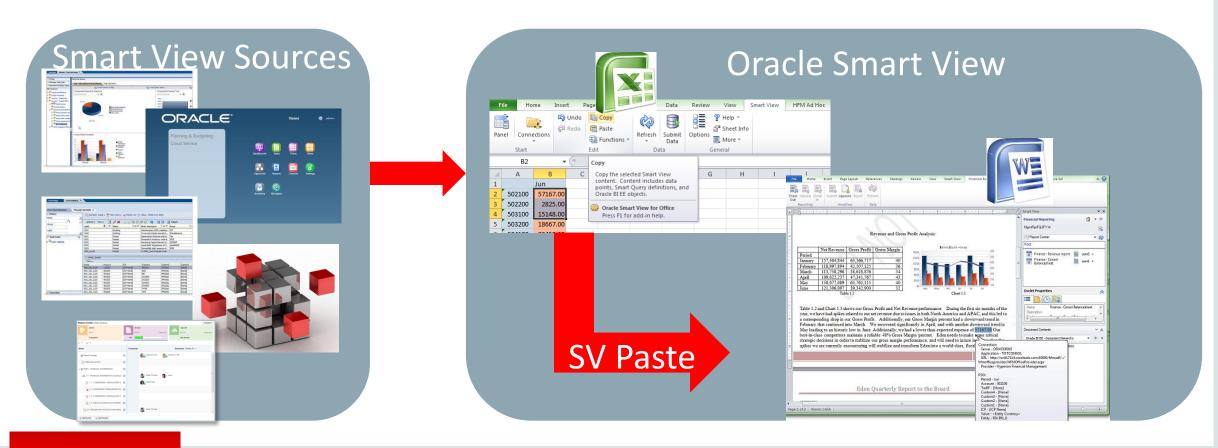
- Via Web interface
 - Download to client
 - Author in Word
 - Upload to FPRCS
 - Perfect for authoring narrative content
- Via Oracle Smart View for Office
 - Using the Financial Performance Reporting extension
 - Perfect for integrating textual data with narrative





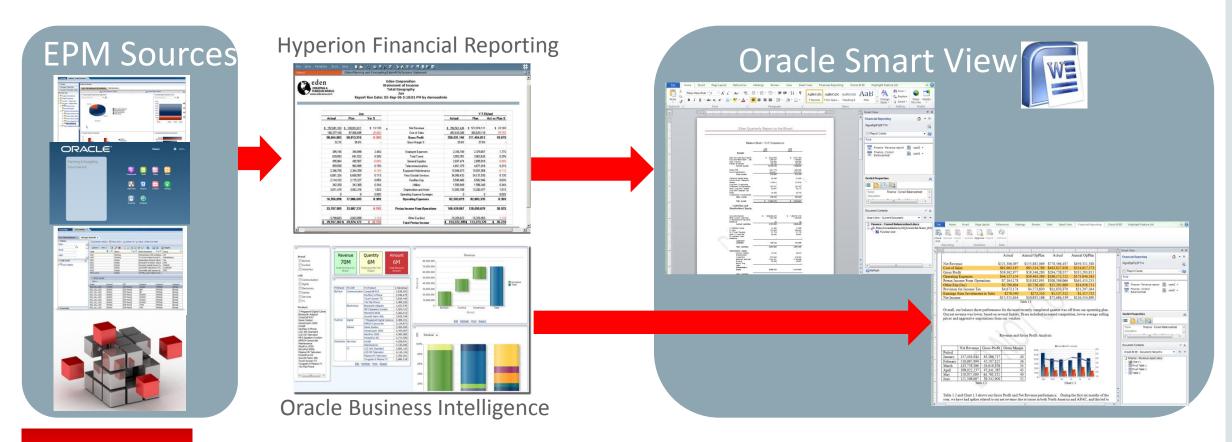


Embedding Refreshable Data in Report Package Doclets Ad hoc Sources via Smart View and Excel





Embedding Refreshable Data in Report Package Doclets Formatted Sources via Smart View Direct to Word





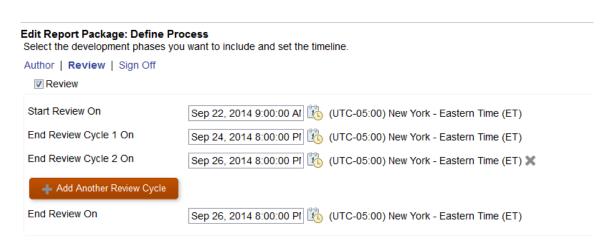
Review Phase

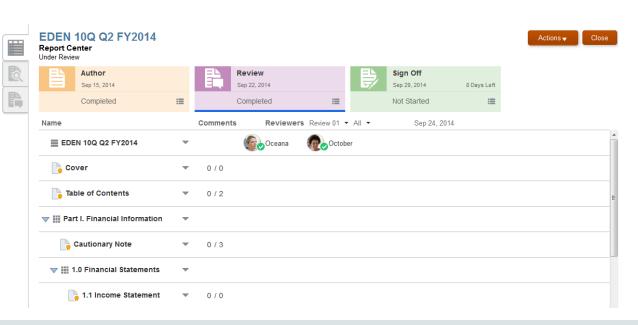


Review Phase Multiple draft review process

Review process may include:

- Multiple review cycles
 - -1st Draft > 2nd Draft > 3rd Draft
- Vary review assignments by draft
 - 1st Draft for manager level
 - 2nd Draft for executive level
 - 3rd Draft for C-level
- Vary review assignments by area
 - Assign users to review entire report, section(s), doclet(s)



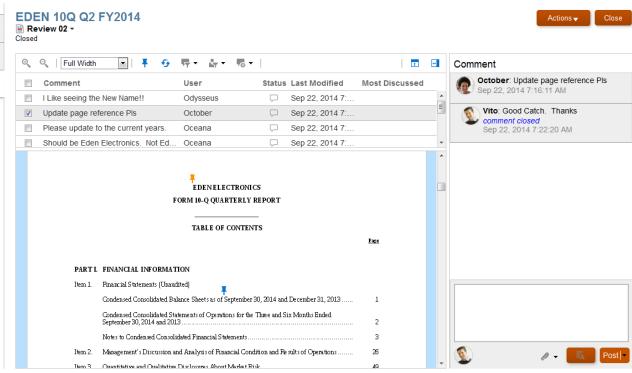


Review Phase Feature Highlights

Threaded commentary

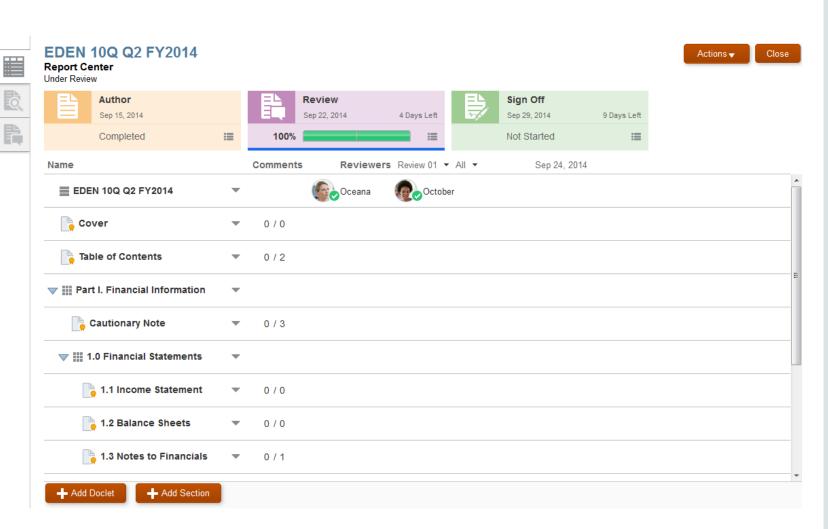
Comments persist across review cycles

- Users comments are shown in the review
 where it was raised and in subsequent reviews
 where they were addressed
- Review supported across multiple platforms
 - On the browser
 - Within MS Office



Review Phase Feature Highlights cont.

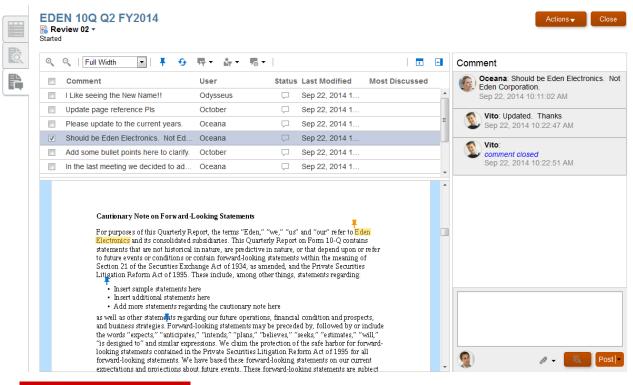
- Process Reporting
 - Summary Level
 - Overall completion %
 - # and % of reviews completed
 - # of open comments
 - Due date & time remaining
 - Doclet Level
 - Reviews completed
 - Comments raised
 - Open/Closed



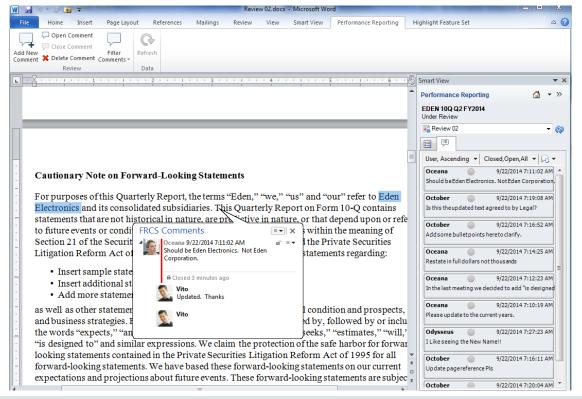


Review Process

- Via Web
 - Perfect for Executives, non Smart View users, Tablet Users



- Via Smart View
 - Perfect for Smart View users



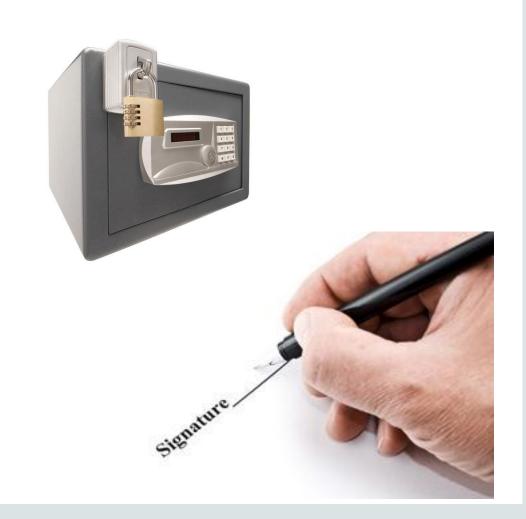
Sign Off Phase



Sign Off Phase

Secures content and gather electronic sign off

- Requires all content be completed and locked down
 - Prevents all users from modifying the contents of the report
- Gathers electronic sign off from key constituents
 - Notifications sent with link to final content
 - Allows online and downloaded review of report content
 - Secured sign off of report content



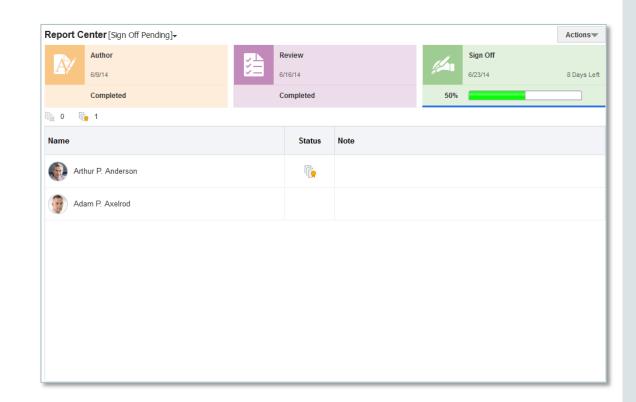
Sign Off Phase Feature Highlights

- Secured Content
 - All content must be checked in and completed
 - Prevents users from modifying the content of the report
- Key constituents provide final sign off
 - Review finalized report content
 - Sign off or reject report
- Sign Off supported across multiple platforms
 - On the browser
 - Within MS Office



Sign Off Phase Feature Highlights cont.

- Process Reporting
 - Summary Level
 - Overall completion %
 - # Sign Off / Rejections
 - Due date & time remaining
- Once all sign offs provided, report is place in a "Final" status
 - Locks all report content
 - Report Package owners can publish report and remove working papers



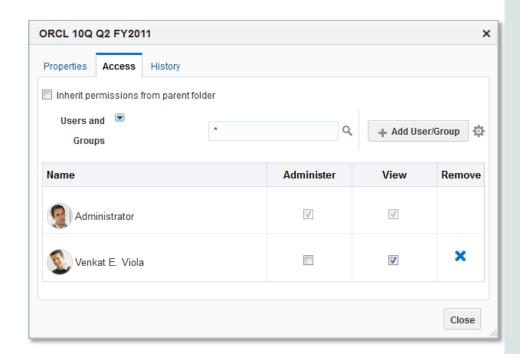
Report Package Security

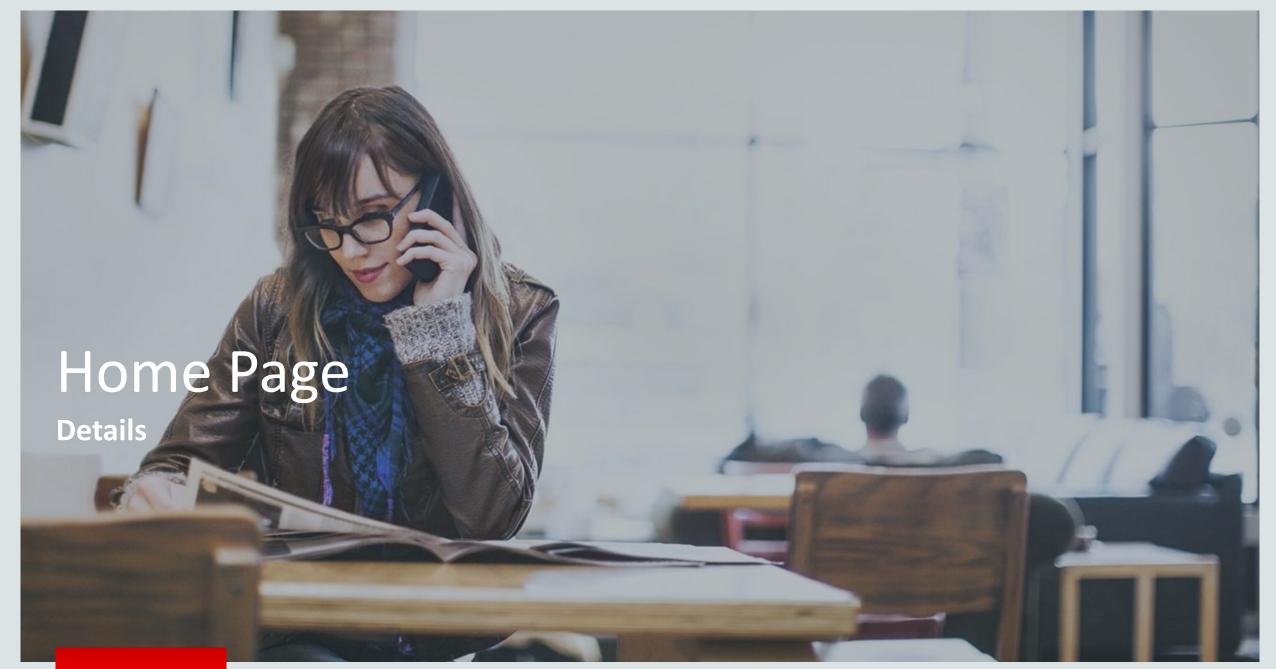


Report Package Security

Time controlled access

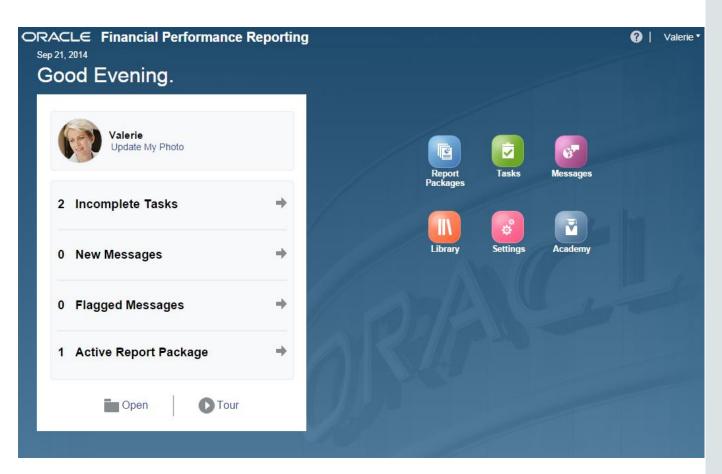
- Inheritance is disabled by default
 - Only direct assignments are enabled
- Direct assignments
 - Report Package Owners are granted Administer permission
 - Viewers are granted View permission
- Process actors are granted Participant View permission once their process begins
 - Authors/Approvers/Doclet Viewers are granted access once their doclet starts
 - Reviewers are added once their review cycle starts
 - Signer are added once the sign off phase begins
 - Not shown on the Access tab within the inspector





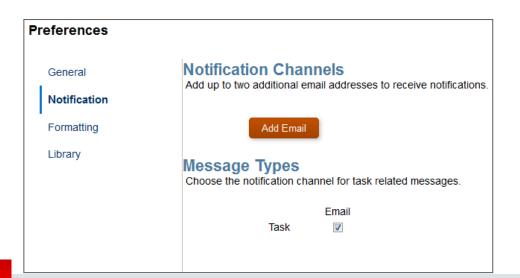
Home

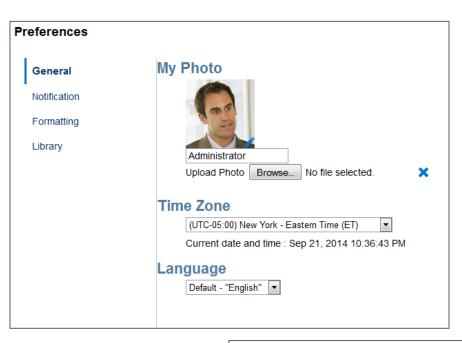
- Main Landing Page
- Quick View of Tasks, Messages and Active Report Packages
- Access environments and Work Areas
- Manage Preferences
- Access Product Tour

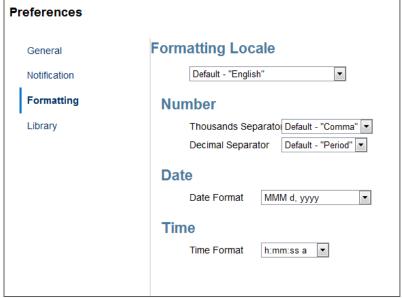


Preferences

- Badge, Time Zone, and Language
- Notification Channels
- Formatting
- Library Recents count





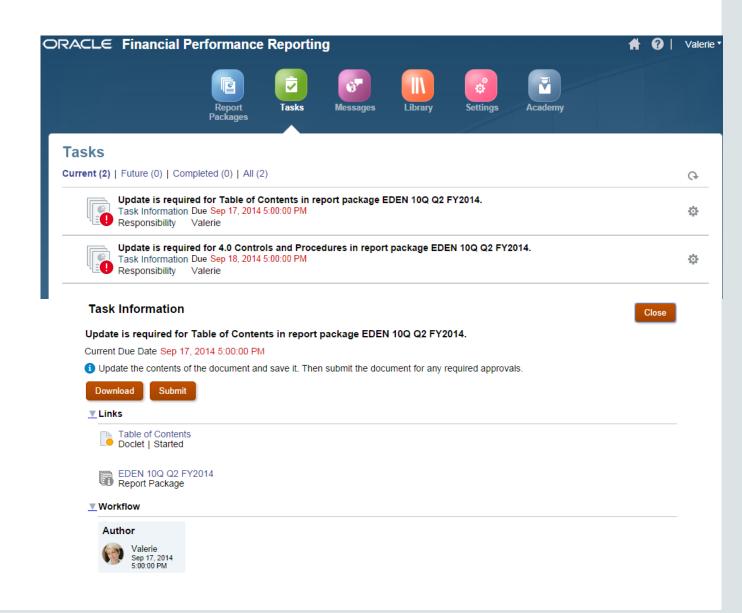






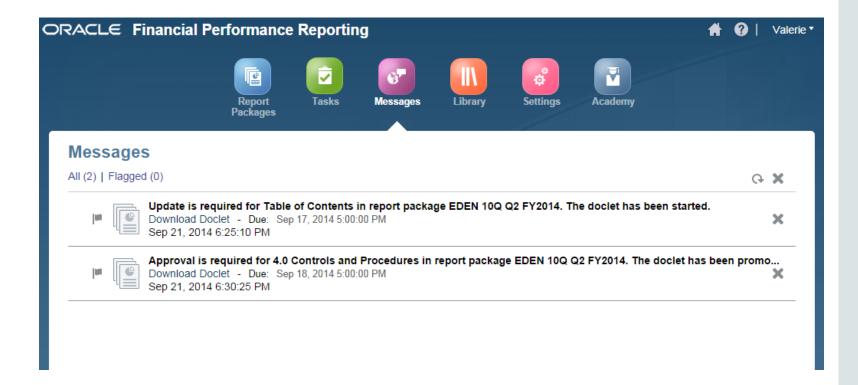
Tasks

- View Current, Future and Completed Tasks
- Access Task information
 - Due Dates
 - Links to perform Tasks
 - View workflow
- Act on Tasks



Messages

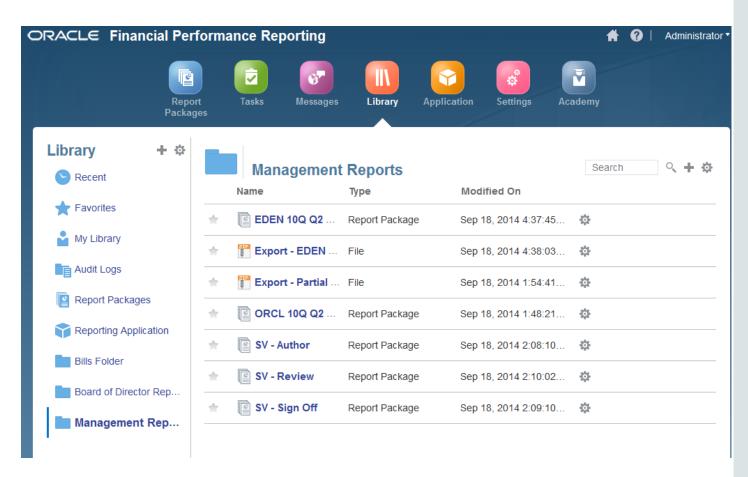
- View Messages
- Flag Messages
- Act on Messages
- Clear Messages





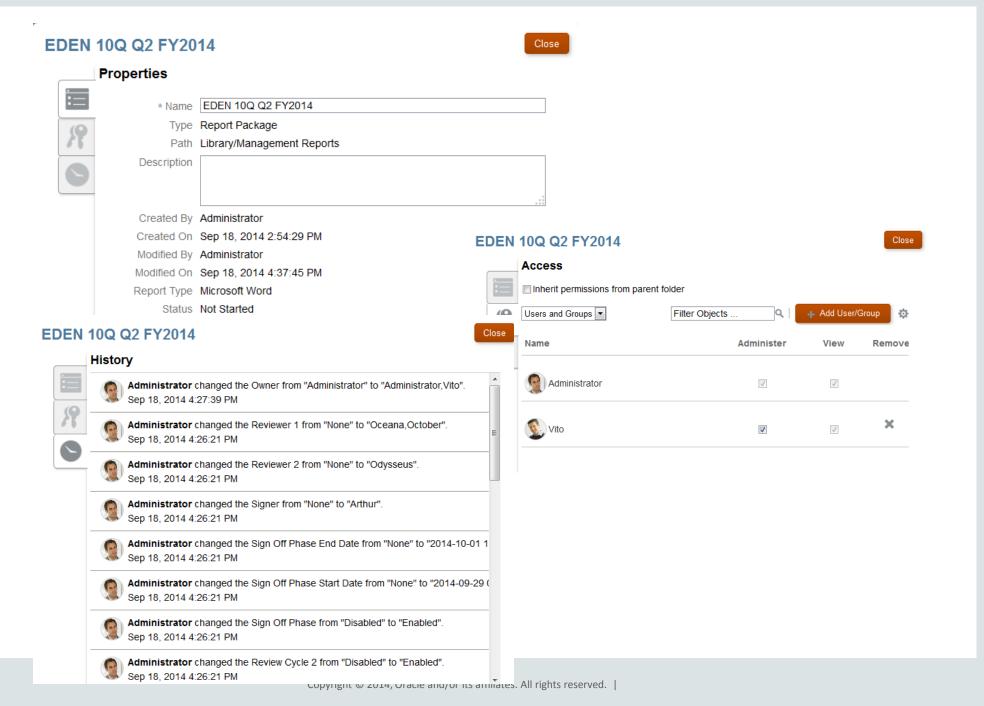
Library

- Manage Content
- Recents, Favorites, Personal,
 Content and System Folders
- Customize views
- Create, Copy, Move, Rename,
 Delete
- Export and Import
- Search
- Audit

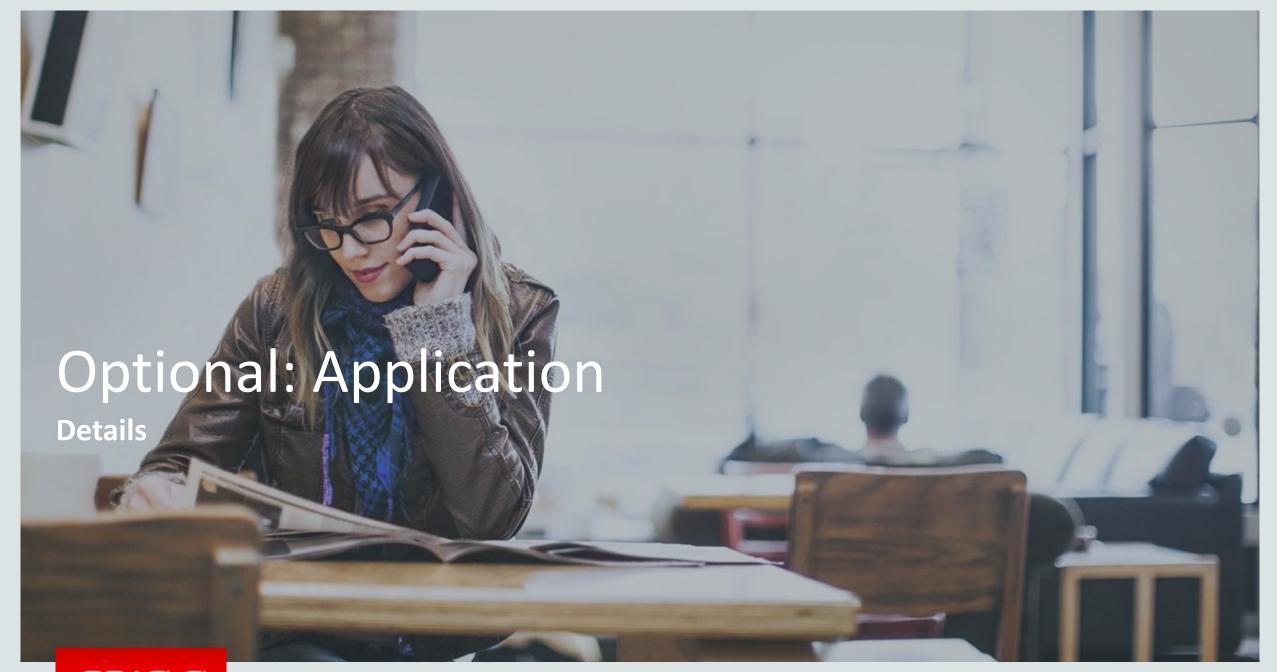


Inspect

- Properties
- Access
- History







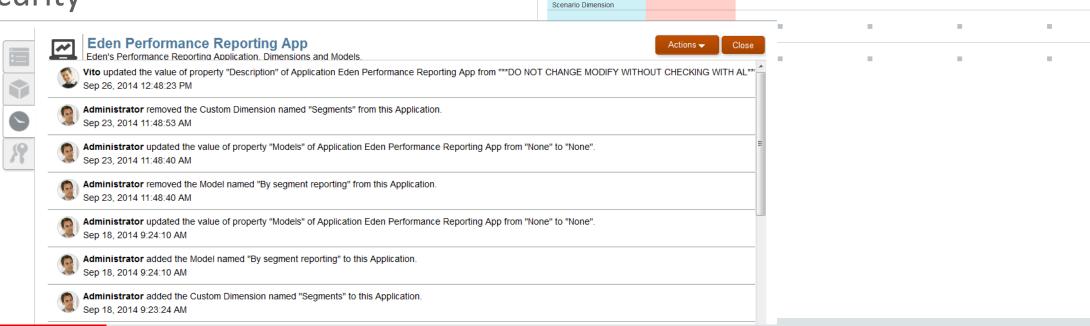
FPRCS Application

- An Application is Optional in FPRCS
 - An application is not required to create Report Packages
 - One application is allowed per subscription (software enforced)
- "Container" for shared dimensions and reporting model(s)
- A single model is a configuration of dimensions (i.e.
 - time, accounts, entities, etc) and related data.
 - Customer uses an FPRCS model to store relevant Report Package data in the cloud
 - Provides analysis via Smart View
 - A Model is "Powered" by an Essbase cube



Application Management

- Dimension maintenance
- Model deployment status
- History
- Security





Eden Performance Reporting App
Eden's Performance Reporting Application. Dimensions and Models.

Add/Remove dimensions to models by checking/Unchecking the gray check box.

Dimensions

Accounts(87)

Account Dimension
Fiscal Calendar(17)

Time Dimension

Currencies(24)

Scenarios(6)

Currency Dimension

Financial P...▼

6 Dim /

✓ ▲

✓ △

✓ ▲

✓ ▲

Available Model

Available Model

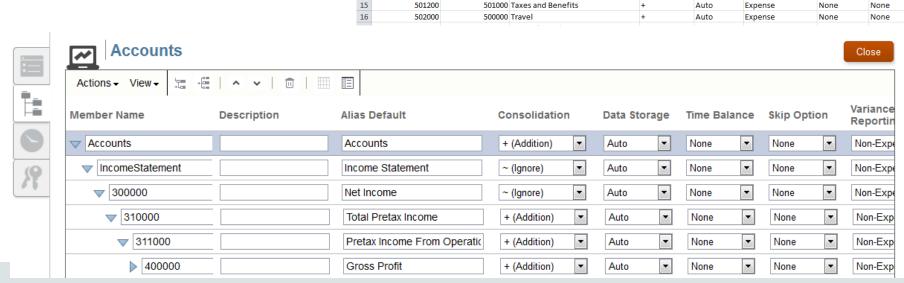
Available Model

Needs deployment

Available Model

Dimensions in an FPRCS Model

- Dimension types
- Simplified dimensional support in first release
 - No complex settings to maintain
- Managed via UI or defined flat file format
 - Parent-child
- History
- Security



Create Dimension

Description

1 Name

2 Accounts

3 IncomeStatement Accounts

310000

311000

400000

412000

450000

500000

501000

501100

Account -

Currency Generic

Scenario

Parent

300000 IncomeStatement Net Income

Save and Close

Alias: Default

300000 Total Pretax Income

311000 Gross Profit

400000 Net Revenue

400000 Cost of Sales

410000 Gross Revenue

410000 Returns and Allowances

311000 Operating Expenses

500000 Total Compensation

501000 Salaries and Wages

Income Statement

310000 Pretax Income From Operations

Save and Create Another

Models Financial Performance by Entity

Auto

G

None

Consolidation Data Storage Variance Reporting Time Balance Skip Option

Non-Expense

Non-Expense

Non-Expense

Non-Expense

Non-Expense

Non-Expense

Non-Expense

Expense

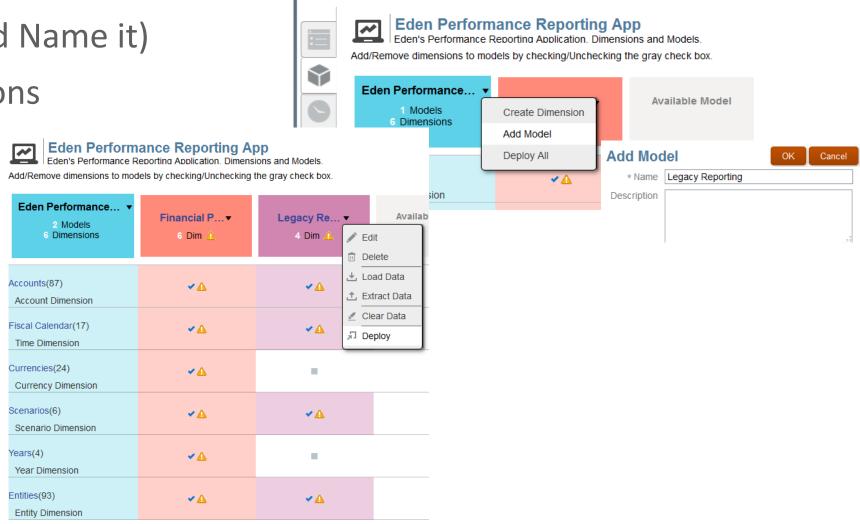
Expense

Expense



Creating Models – Easy as 1-2-3 & 4

- Add Model (and Name it)
- Select Dimensions
- Deploy
- Load Data

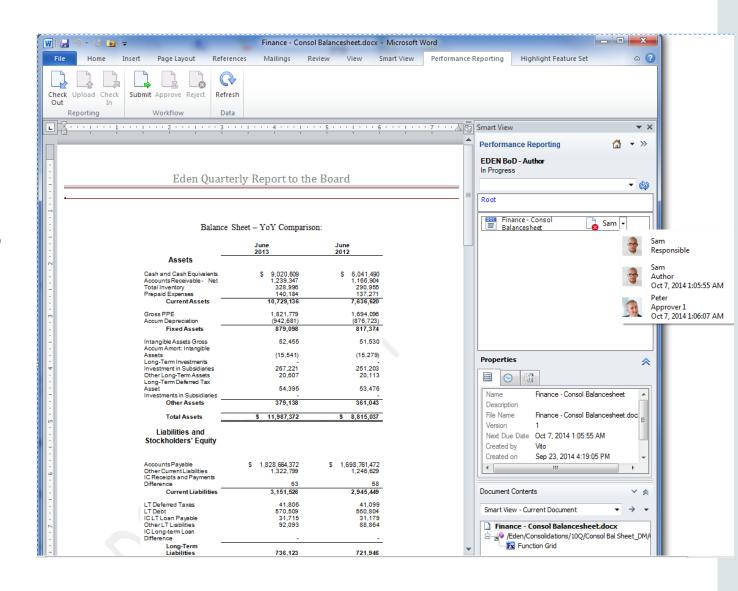




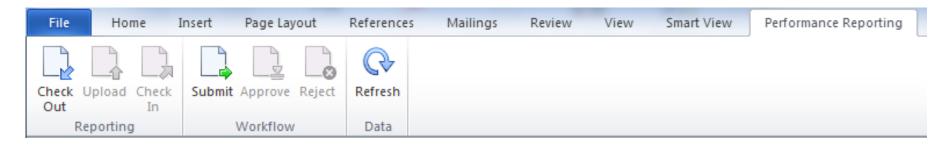


Accessing FPRCS in Word Author Phase

- Navigate Library
- Access Report Package Doclets
- View Contributors for Phase
- View Properties
- View History
- View/Access Versions
- View/Manage Document Contents



Author Phase Actions in Word via Smart View

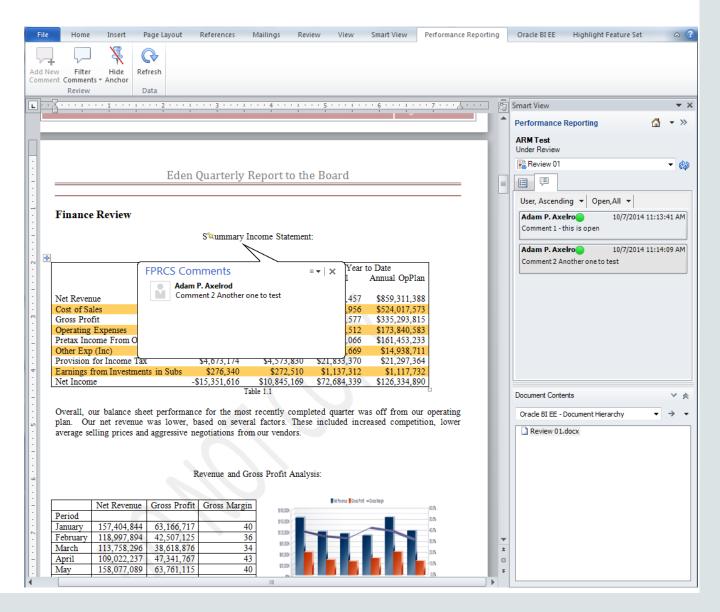


- Manage Authoring lifecycle
 - Check Out, Upload Checkin
- Initiate/Manage Approval Workflow
 - Submit, Approve, Reject
- Refresh
 - Refresh embedded data from FPRCS, EPM/BI sources

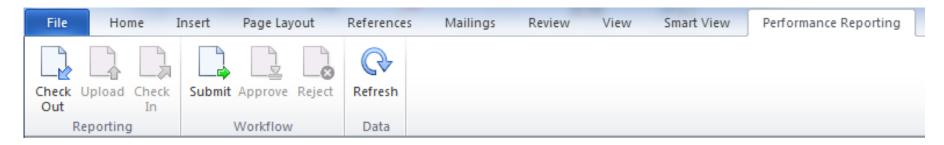


Accessing FPRCS in Word Review Phase

- Add Comments
- Reply to Comments
- Close Comments



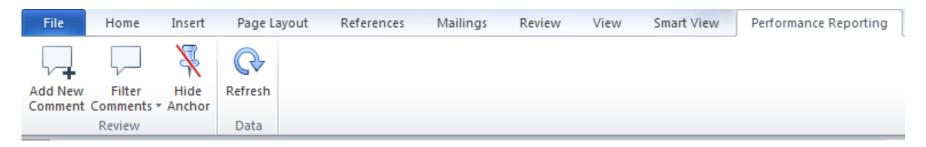
Review Phase Actions in Word via Smart View



- Ribbon actions are role-based
- Manage the document during authoring
 - Check Out, Upload, Check In
- Workflow Actions
 - Submit, Approve, Reject
- Refresh FPRCS/EPM/BI data embedded in document



Review Phase Ribbon in Word via Smart View

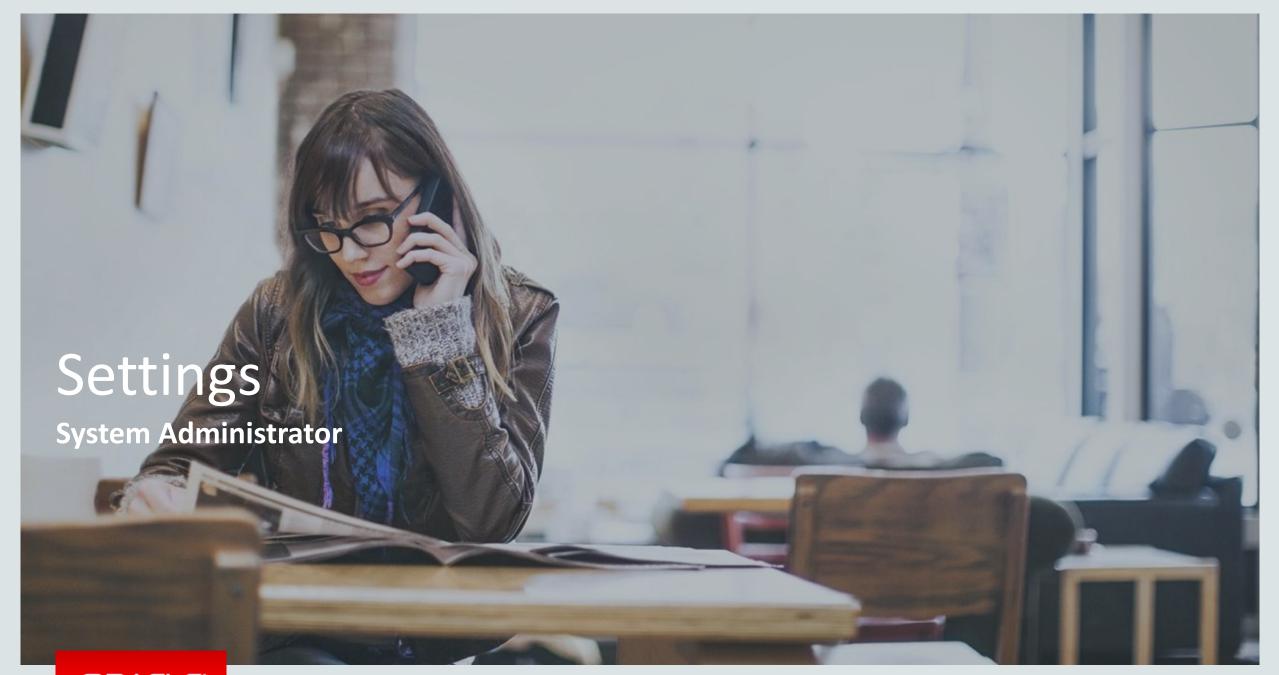


- Comment Management
 - Add Comments
 - Open, Respond, Close Comments
- Toggle Comment indicators (pushpins) on and off
- Refresh Comments from FPRCS to see what others are saying



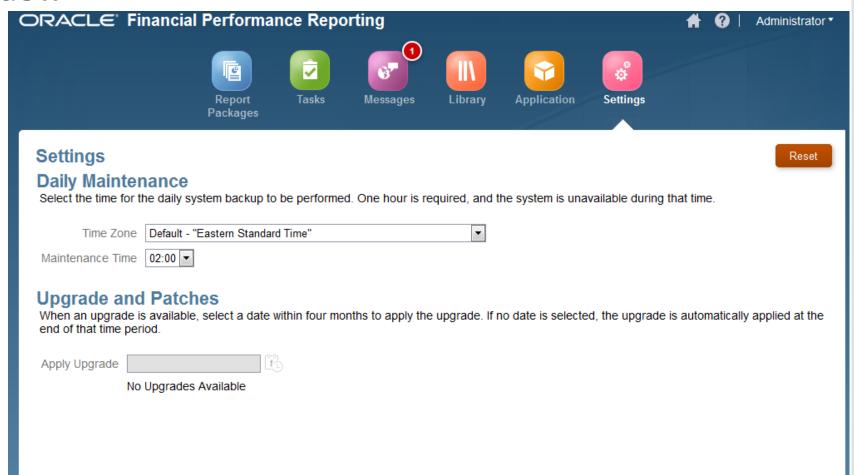
FPRCS in Excel

- Analyze FPRCS models
- Drill Down, Drill Up, Pivot
- Copy Data Points from Excel to Word



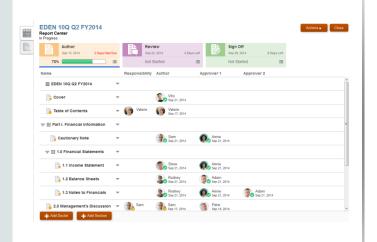
Settings

- Set Maintenance Window
- Apply Patches



Oracle EPM Cloud

Oracle Financial Performance Reporting Cloud Service



- Address Internal and Statutory Financial Reporting Needs
- Narrative-based management reporting and external disclosures in one solution
- Complete: Authoring, collaboration, commentary and delivery
- Secure: Role-based, auditable access on desktop and mobile devices
- Enterprise Grade: Security, High Availability, Scalability
- Fully Managed: Patched, Backed Up, Upgraded by Oracle

Hardware and Software Engineered to Work Together

ORACLE®

