Convert With Confidence: Leveraging Hyperion System 9 Financial Data Quality Management to Convert from Hyperion Enterprise to Hyperion System 9 Financial Management

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Agenda

- Introduction
- Benefits of Moving to HFM
- Benefits of FDM
- Potential Obstacles in Moving to HFM
- FDM Demonstration of Solution
- Q&A

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- Hyperion Preferred Partner and a Member of the Oracle Partner Network (OPN)
- Concentration on Oracle / Hyperion products
- Recognized in the 2007 Inc 500 list as the 42nd fasted growing IT services company – the only Hyperion partner to make the list
- Focus on providing superior service and value to our clients by providing Hyperion expertise, strong Finance / Accounting knowledge and by being proactive
- Some of our clients include: United Technologies, Pfizer, Johnson Controls, Comcast, Chevron, Rohm and Haas, Masco and Tyco

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Enterprise to HFM: Reasons Why

- User Friendly
  - Web-based (app and reporting)
  - Familiarity
- More Efficient
  - Enhanced intercompany reporting reduces time spent on cleaning up out-of-balance situations
  - Ability to insert qualitative analysis of balances and fluctuations directly in the application
  - Maintenance can be performed when users are in the system
  - Reporting – centralized, dynamic, less maintenance
- Flexible
  - Additional Dimensions
  - Re-segmenting the reporting of operations
  - Cell text available to explain numbers
- Compliant
  - Process Management provides insight to unit's status and who does what, when

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FDM: Reasons Why

- Reduces Risk
  - Transparency into data and processes
- User Friendly
  - Out of the box application approach
- More Efficient
  - End Users load quickly
  - Questions answered
- Flexible
  - Can read any file from any system
  - Validation rules by location to ensure quality
  - Capture all supplemental data
  - Can load to HFM, Enterprise, Planning, Essbase, and soon HSF
- Compliant
  - Standardized controls
  - Transparency / Audit trails
  - Sarbanes Oxley 302 sub certification

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Major Obstacles in Transition

- When working with clients that are making the transition from HE to HFM, there are two areas of the process that are often overlooked.
    - Historical Data Conversion – the process of moving and converting your historical data from Hyperion Enterprise into your new HFM application

Data Conversion

    - Mapping (Conversion Table) Triangulation – the process of updating your existing data loading process

- These processes become much more efficient and beneficial by using FDM

Historical Data Conversion

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What is Data Conversion?

Data conversion entails migrating your historical data from Hyperion Enterprise into HFM according to the newly created dimensions laid out during the design/build phase

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Data Conversion Pain #1

DAT File Conversion

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Data Conversion Pain #2

Hyperion Enterprise Account Conversion

What used to be just an account is now Account + ICP + Custom1 + Custom2 + Custom3 + Custom4 combination

Hyperion Enterprise Account
FIX53100.01.01
FIX53100.01.02
FIX53100.01.03
FIX53100.01.04
FIX53100.01.05
FIX53100.02.01
FIX53100.02.02
FIX53100.02.03
FIX53100.02.04
FIX53100.02.05
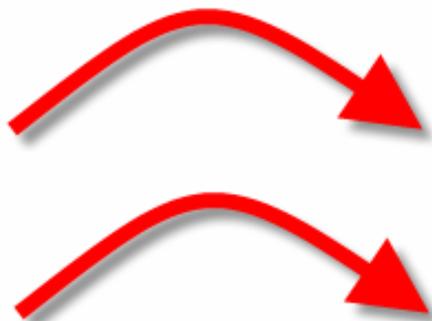
HFM					
Account	ICP	Custom 1	Custom 2	Custom 3	Custom 4
66100	[None]	BB100	[None]	[None]	[None]
66100	[None]	FA200	[None]	[None]	[None]
66100	[None]	FA300	[None]	[None]	[None]
66100	[None]	FA400	[None]	[None]	[None]
66100	[None]	FA500	[None]	[None]	[None]
66500	[None]	BB100	[None]	[None]	[None]
66500	[None]	FA200	[None]	[None]	[None]
66500	[None]	FA300	[None]	[None]	[None]
66500	[None]	FA400	[None]	[None]	[None]
66500	[None]	FA500	[None]	[None]	[None]

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Data Conversion Pain #3

No Validation Check

Even if you can produce the correct .DAT file, you do not know until you attempt to load the data into HFM whether or not you have got the correct intersection of Account, ICP, Custom1, etc.

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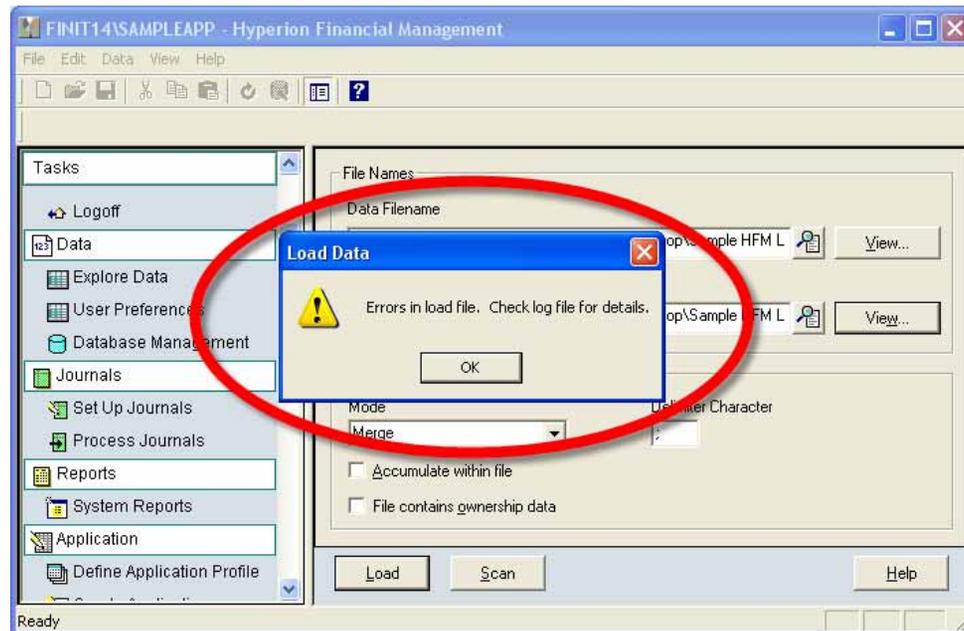
Data Conversion Pain #4

Multiple Iterations

It is rare that you will get the conversion right the first time. Every change requires a re-do.

Hyperion Enterprise Account		HFM				
	Account	ICP	Custom 1	Custom 2	Custom 3	Custom 4
FIX53100.01.01	66100	[None]	BB100	[None]	[None]	[None]
FIX53100.01.02	66100	[None]	FA200	[None]	[None]	[None]
FIX53100.01.03	66100	[None]	FA300	[None]	[None]	[None]
FIX53100.01.04	66100	[None]	FA400	[None]	[None]	[None]
FIX53100.01.05	66100	[None]	FA500	[None]	[None]	[None]
FIX53100.02.01	66500	[None]	BB100	[None]	[None]	[None]
FIX53100.02.02	66500	[None]	FA200	[None]	[None]	[None]
FIX53100.02.03	66500	[None]	FA300	[None]	[None]	[None]
FIX53100.02.04	66500	[None]	FA400	[None]	[None]	[None]
FIX53100.02.05	66500	[None]	FA500	[None]	[None]	[None]

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Demo of Manual v. FDM Conversion

At this point, I was thinking about using a sample HE extract and
manually converting it in excel into a file that we could load into
HFM, just to show the audience how manual the process really is.
In addition, mention how using the excel file, the process would
have to be repeated for every period's worth of data they want to
convert and reiterating the points from the slides before.

After the manual example, I have created a Sample FDM app that can
load the same HE extract we used in the manual example above. I
have it set to err out on the validation and display the intersection
validation, emphasizing the check before it gets to HFM

I'll then push it through to HFM and then lead into the next slide of the
benefits of using FDM.

once data conversion is done and I stress the importance of
reconciling one period of data to ensure that your metadata is
finalized, as well as the Master Map that now has the HE to HFM
mappings I'll jump into triangulation.

Benefits of Conversion with FDM:

- FDM configures the file to be loaded to HFM, no manual intervention is needed

- Intersection Validation Functionality in FDM checks your data before it is exported to make sure your mapping is valid

- Stored Mapping Tables allow easy changes and re-loads of data

- Audit Trail and permanent record of all historical data loaded

- The extent to which you alter your chart of accounts and/or logic during the upgrade will determine how much of your data will be converted using an automated process like FDM. (e.g. Beginning Balances and calculated roll forwards may have to be manually entered)

- Data Conversion process results in historical data being loaded AND a HE to HFM mapping table that can be used in triangulation

- Strongly recommend reconciling one period of historical data before moving to Triangulation

Mapping Triangulation

What is Triangulation?

$$(A \rightarrow B) + (B \rightarrow C) = A \rightarrow C$$

or

$$GL \rightarrow HE + HE \rightarrow HFM = GL \rightarrow HFM$$

GL to HE	GL Account	HE Account						
↓	1000.100	CASH.WACHOVIA						
			HFM					
HE to HFM	HE Account	Account	ICP	C1	C2	C3	C4	
	CASH.WACHOVIA	CASH	[ICP NONE]	WACHOVIA	[NONE]	[NONE]	[NONE]	
=								
			HFM					
GL to HFM	GL Account	Account	ICP	C1	C2	C3	C4	
	1000.100	CASH	[ICP NONE]	WACHOVIA	[NONE]	[NONE]	[NONE]	

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Triangulation Pain #1

- Many times the chart of accounts and/or logic changes that occur during an upgrade results in users no longer understanding the relationship between their GL and the target system

  Users may understand this relationship:

  GL HE

  Users won't understand this relationship…yet

  GL HFM

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Triangulation Pain #2

- Even if the chart of accounts and/or logic remains similar, the concept of custom dimensions and inter-company partners (ICP) is usually foreign to the end-users until they can attend HFM training

Users should understand this:
   Entity, Account

Users won't understand this…yet:
   Entity, Account, ICP, Custom1, Custom2, etc.

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Triangulation Pain #3

- Similar to data conversion, the process can be "messy" when done manually. Most likely will be done using spreadsheets and formulas with many chances for errors

Demo of Triangulation

- At this point again, I have a sample FDM application with 3 locations built in it:
  - Location 1 has the GL to HE maps
  - Location 2 has the GL to HE maps
  - MASTER_MAPS has the HE to HFM maps
- I was going to go into the app and show the users a GL extract file, then show them the GL to HE mapping table, then show them the HE to HFM mapping table. I was then going to triangulate the maps and then load a GL extract file through.
- I was then going to show them custom report we created that shows the GL account and all of the HFM intersections it is mapped to.

- And then discuss the benefits slide.

- Emphasize playing to strengths:
  - Users know their GL's and should know how they relate to HE
  - Admin's should know how HE relates to HFM
  - Meet in the middle by combining both pieces.

Benefits of Triangulation with FDM:

- Users only have to map to their existing system which they are more familiar with - especially beneficial for users with limited knowledge of the HFM system and dimensions or if the HFM training will not take place until later

- Leverages the knowledge of both the end user (GL to HE) as well as the Admin (HE to HFM) to create the end result (GL to HFM)

- Custom reports can be created in FDM that allow users to see the data before and after the conversion on an account by account basis

- Combined with data conversion, once the triangulation takes place it gives users additional exposure to the FDM mapping process and gets them reconciling their data sooner

- While not recommended, FDM can be customized to re-triangulate maps if a metadata change occurs. (i.e. Design consideration involving account movement causing a re-mapping)

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