

Oracle Planning Best Practices

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FP&A, Consolidations, and
Reporting



Agenda

- Background
- Functional/Design Process
- Design Considerations
- System 9 Current Features/Enhancements
- Planning/Consolidation within one Application

Practice Background

- Leader in EPM Solutions focused around Oracle Hyperion Solutions
- Leader of BIPM FP&A Practice
- 1st Original Customer of Hyperion Planning
- Member of Oracle Customer Advisory Board
- Member of Oracle Beta Development Team
- Consultant experiences (100's of Implementation)

Practice Background

- Member of Oracle Application User Group
- Extensive FP&A, Consolidation and Reporting Experience
- Strong Technical Expertise
- Full Implementation Partner

- Solutions built around the following industries
 - Financial Services
 - Manufacturing
 - Retail
 - High Tech
 - Consumer
 - Travel
 - Higher Education
 - Healthcare
 - Communications

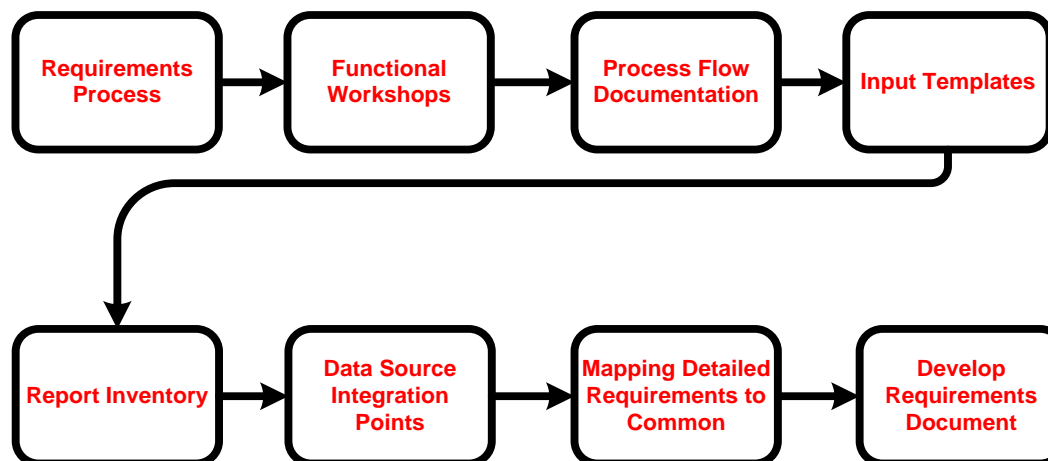
Requirements / Design



Requirements Process

- Focused Workshops with each functional area
- Process Documentation from each workshop
- Detailed Report Document Inventory
- Mapping of specific requirements to common elements
- Data Source Analysis
- Detailed Requirements Document

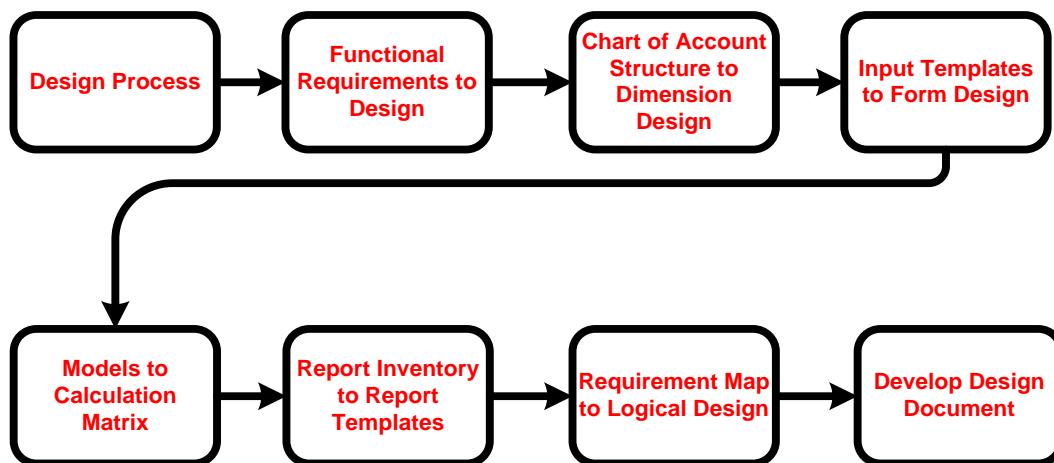
Requirements Flow



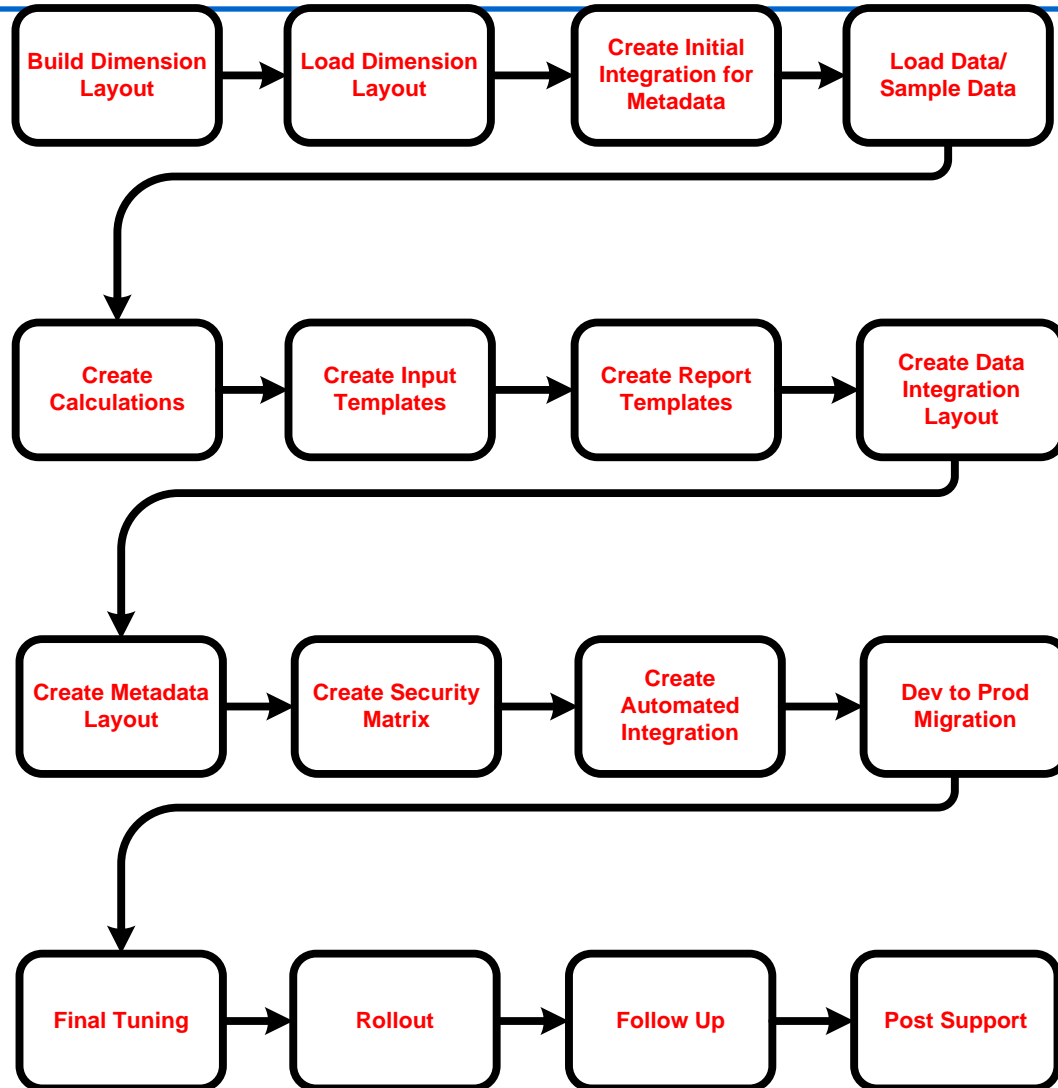
Design Process

- Mapping Functional Requirements to Design
- Chart of Accounts Structure to Dimension Design
- Input Templates to Form Design
- Functional Models to Calculation Matrix
- Report Inventory to Report Templates
- Requirement Map to Logical Design
- Design Document

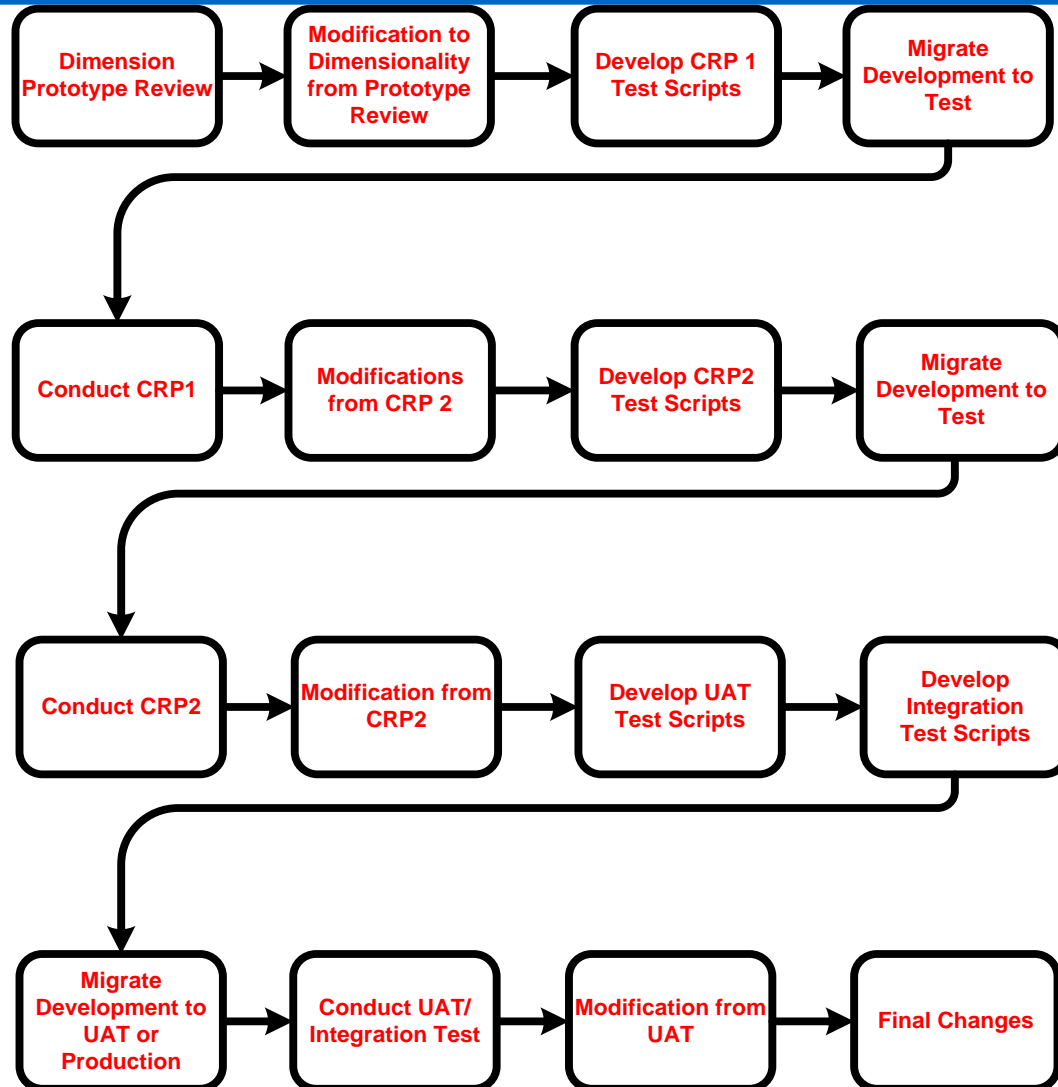
Design Flow



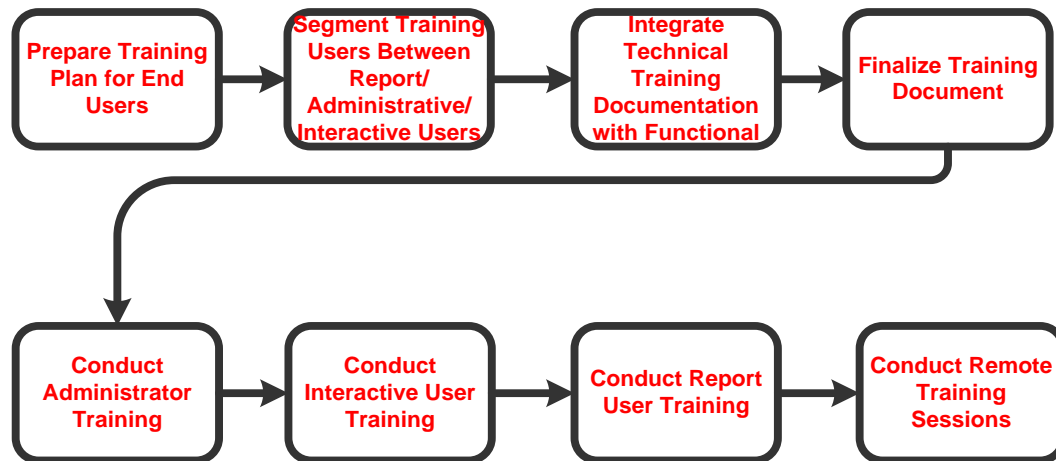
Development Process



Testing Process



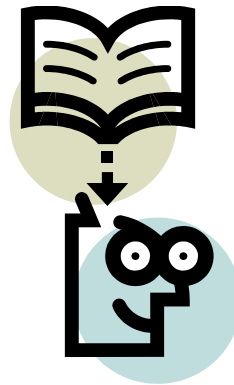
Training Process



Benefits of EPM System

- Data Integrity (Single Version of the Truth)
- Cohesive Process
- Consistent Reporting
- Leveraging of Microsoft Office Suite
- Clear indicators of business drivers
- Automation of Data Sources

Best Practices



Current Pre Assessment

- High Use of Excel
- Complex Model
- Decentralized Process
- Minimal Drivers
- Inconsistent Reporting
- Inconsistent Data
- Minimal Analysis



Future Assessment

- Centralized Planning Model
- Common Reporting Framework
- Integrated Reporting/Planning Platform
- Integrated Models
- Driver based budgeting
- Centralized Data Integration
- Common Security
- Web/Excel User Experience

Guiding Principles - Overall

- Technology can help the process, but changes can be implemented across the process side as well
- Increase in efficiency
- Increase in effectiveness
- Processes will change over time as system adaptability increases
- Processes and technology should be implemented in sync
- Don't just replicate your current process, take advantage of more efficiency

Common Design Principles

- Design, design, design.
- Don't just look at what you do today. Don't try to model your entire Hyperion Planning environment in one application.
- Do a phased approach
- Design your most common reporting needs in the main hierarchy structure (divisionally, functionally, company).
- Design your business rules so they can easily be modified with org structure changes, account structure changes.
- Create standardized forms that can accommodate most users
- Provide a robust reporting environments (Excel, Standard, Dashboards)

Product Suite Use Cases

- P&L Application
- Balance Sheet Application
- Cash Flow Application
- Product Applications
- Project Application
- Marketing Application
- Employee Application
- Capital Application
- Allocation Model
- Product P&L's

Product Suite Use Cases

- Commission Model
- Consolidation Application
- Financial Reporting Application
- Operational Reporting Application
- Transaction Drill Through Model
- Dimension Maintenance Model
- Operational Model
- What If/Target Setting Application
- Business Segment Model
- Currency Application

Phased Approaches

- Phase I: P&L Model
- Phase II: Balance Sheet, Cash Flow, Autonomous Models
- Phase III: Operational Models and Reporting

Common Elements Best Practices

- Budgeting/Forecasting is not an exact science, it should be your guide
- Focused Models-Unique Accounts/Drivers in Each Model, calculate focused models
- Integrate Common Elements/Common Stats
- All Data Entered at Lowest Level for continuity
- Create TopDown Application
- Limit the use of excessive amounts of Inputs, more Common Drivers

Best Practices for Line Items

- Expense forecasting by specific GL account line item
- Driver based budgeting for certain line items
- Most users budget 30-50 line items with extensive supporting detail for non-calculated line items
- Focus on common drivers

Product Planning

- Load Historical Data for Driving Future Revenue
- Adjust Common Drivers/Assumptions
- Focus on Initial 12 to 36 Months of Budget/Forecast
- Drive Integrated Revenue/Expense-Dependencies
- Review Inputs Via Drivers vs Detailed Schedules
- Focus on the areas that drive the Business

Employee Planning

- Load Employee Data for Budget via end date Payroll Cycle
- Load Employee Data via end date Payroll Cycles for Forecasting
- Adjust Burden/Merit/Bonus/Salary Assumptions
- Adjust New Hires/Headcount Reductions
- Employee Planning Process should be simple, this is not an HR System

Expense Planning

- All Headcount should not be adjusted as it is derived from Detail, Accounts will locked
- Use Drivers for Common Elements (Travel, Recruiting, Office Supplies, Contract Labor)
- Inputting of Direct Expenses should be less than 50
- Use Supporting Detail where necessary to Build up Budget/Forecast
- Use Revenue/Headcount as Basis for Costs

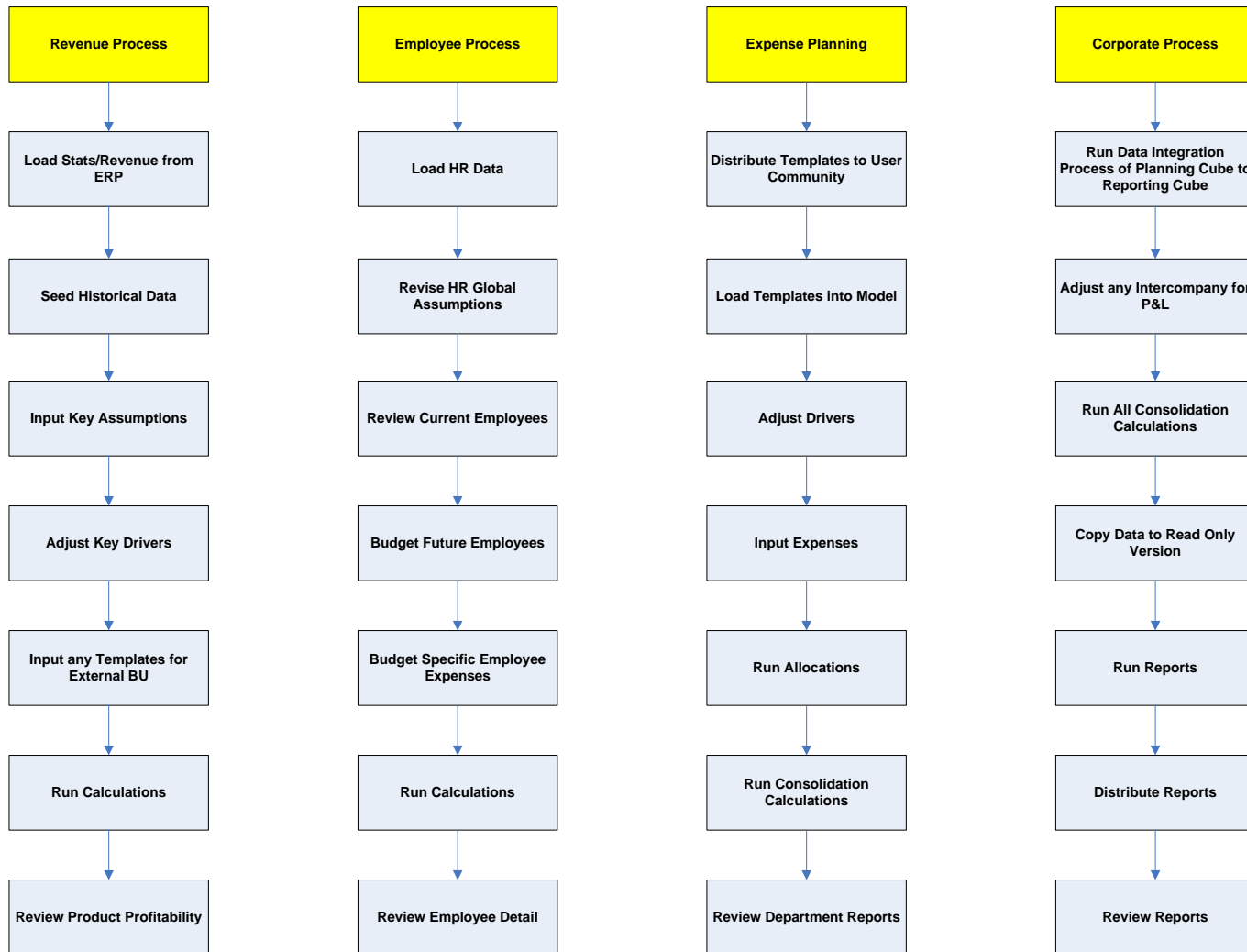
- Planning by Asset Type
- Building up Capital Detail with Supporting Detail
- Common Drivers for Capital Expenditures (Computers, Furniture/Fixtures)

Project Planning

- Headcount Planning by Project
- Capital Planning by Project
- Expense Planning by Project
- Don't affect the entire user base if limited use design project app

- Focused Consolidation for Specific Division Reporting
- Corporate Consolidation/Reporting via locked down process
- Lock users for updating working versions via process management or scenario control

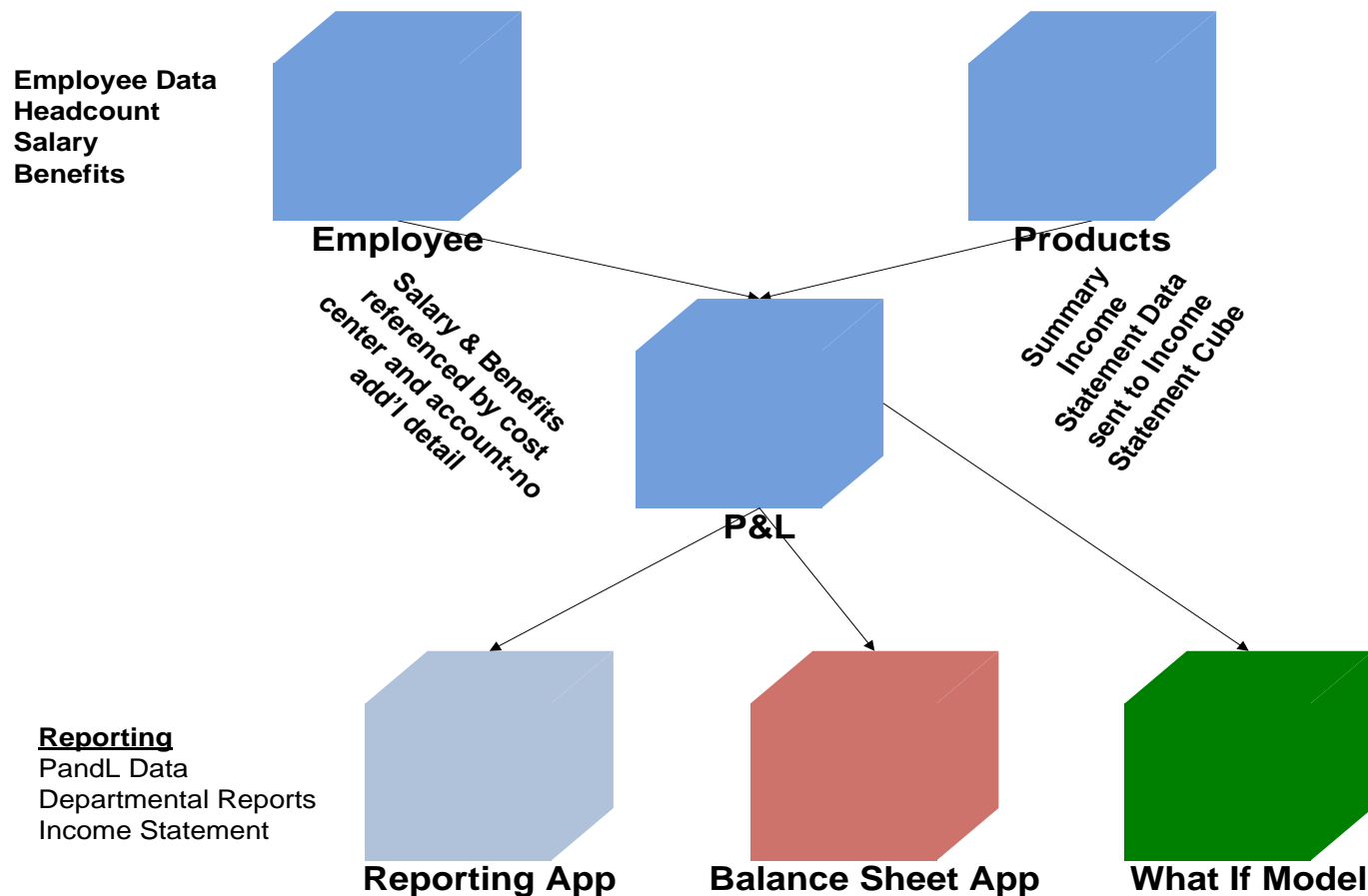
Process Example-Update



Design Best Practices

- Best practices on dimension design
- Standardized dimensionality for single currency
- Dimensions size to 10 dimensions
- Hybrid Dimensions

Logical Design Model



Allocations

- Manufacturing Allocations
- Facilities, IT, G&A Allocations
- Activity/Project Based Allocations
- Business Unit Allocations
- Fully Burdened P&L
- Capital Allocations
- Sales & Marketing Allocations
- ABC Allocations

Best Practices - IT Allocations

- IT Allocations Best Practices
 - Allocate cost based upon number of pc's per department for general IT Allocation
 - Allocate direct server expenses for specific department use for either capital or direct expenses supporting the environment
 - Allocate general IT expenses (Email, Intranet, etc) based upon the number of employees per department

Best Practices - Facilities Costs

- Facility Cost Allocations Best Practices
 - Allocate cost based upon square footage per department for true facility costs
 - Allocate office supplies/general office expenses based upon # of employees per department
 - Allocate direct facility expenses to facility general cost center within each business unit

- G&A Allocations Best Practices

- Allocate cost based upon revenue/headcount for each business unit
- Allocate direct cost from G&A based upon direct activities/project for new or existing business units

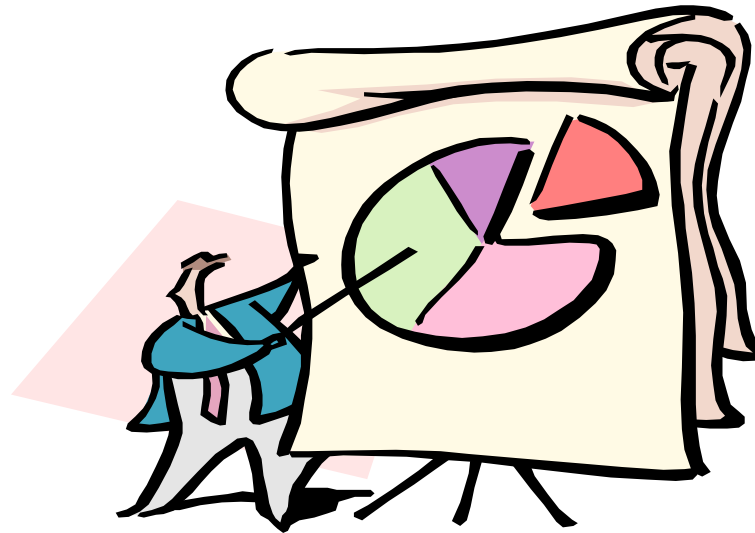
- Identify the Source of the Costs
 - Business Unit Level
 - Department Level
 - Account Level
 - Product Level
 - Project Level

- Identify the Methodology for the Allocation
 - Basis of Revenue
 - Basis of Costs
 - Headcount
 - Square Footage
 - Project Methodology
 - Multiple Steps

- Identify the Home for Costs
 - Allocate each components of costs to unique account so that traceability is easily maintained and documented
 - Provide standard report with details of each account being allocated

- Identify the Destination Credit
 - Credit the originating source of the costs
 - Use unique account for crediting the source, to easily determine traceability of debit/credit of full allocation process

Application Best Practices



Application Setup

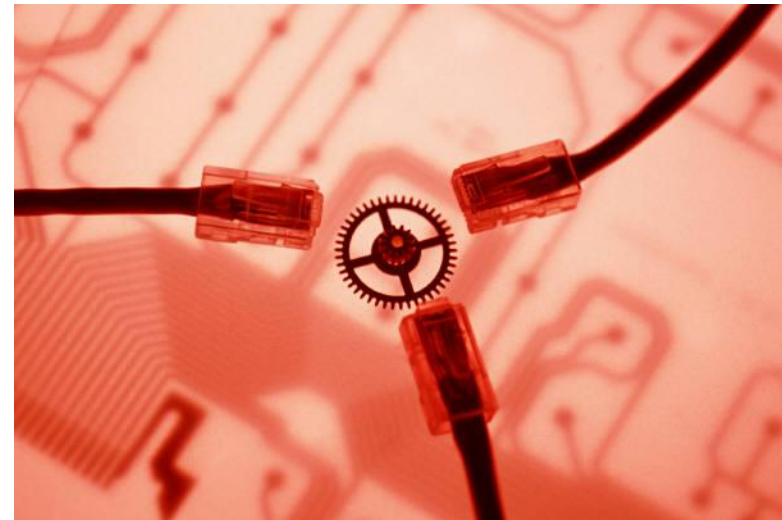
- Classic Application vs BPMA
- Single Currency vs Multi Currency
- How many Plan Types?
- Calendar Setup

Metadata Maintenance

- EPMA
- Master Data Management
- Essbase/Planning Master Data Model

Data Integration

- ODI
- DIM
- Data Load Rules
- FDM



ODI Screenshot

The screenshot shows the Oracle Data Integrator (ODI) Designer [Repository] window. The window is divided into several panes:

- Projects:** A tree view on the left showing the project structure, including folders like 'First Folder', 'Interfaces', 'Packages', 'Variables', 'Sequences', 'User Functions', 'Knowledge Modules', and 'Markers'.
- Diagram:** The central area showing a data flow diagram. It includes a source 'SS 0 (-1 - Data Folder)' with a 'NON' icon, a 'Staging Area (snps)' with a 'SS_0' icon, and a target 'Target (Development)' with an 'Account' icon. Arrows indicate the flow from source to staging area and then to the target.
- Target (Development):** A pane below the diagram showing the 'IKM Selection' and 'IKM Description' for the 'IKM SQL to Hyperion Planning' knowledge module.

The 'IKM Selection' pane shows a table of options and their values:

Option	Value
LOAD_ORDER_BY_INPUT	Yes
SOFT_PARENT_CHILD	<Default>:No
LOG_ENABLED	Yes
LOG_FILE_NAME	c:\work\data\NONGAAP.log
MAXIMUM_ERRORS_ALLOWED	<Default>:0
LOG_ERRORS	Yes
ERROR_LOG_FILENAME	c:\work\data\WONGAAP.err
ERR_COL_DELIMITER	<Default>:.
ERR_ROW_DELIMITER	<Default>:\r\n
ERR_TEXT_DELIMITER	<Default>:
ERR_LOG_HEADER_ROW	<Default>:Yes
REFRESH_DATABASE	<Default>:No

The 'IKM Description' pane shows the following information:

Author: Oracle
Version: 9.3.1.1
Last Update: September 17th, 2007

Description:
Integration Knowledge Module For Hyperion Planning. This knowledge module allows to load metadata, data and UDA's into Hyperion Planning applications. Please refer to the user guide for setup instructions.

Form Design

- Asymmetrical rows
- Asymmetrical columns
- Optimal form size
- Leverage sub-variables and user variables
- Leverage Smart View for large forms
- Not all forms will satisfy all users
- Linked Formulas in SmartView, notate via cell text

Calculation Design

- Substitution variable usage
- Runtime prompts for specific types of calculation
- Process Calculations
- Batch calculations
- Consolidated Calcs, Focused Calcs
- Process Division Consolidations at conclusion of Budget/Forecast

- User security (Adding Users)
- Network Groups
- Group security (Common Elements)
- Dimension security (Detailed access)
- Calc security (HBR and Essbase Calcs)
- Form security (Common)
- Data Sensitivity Issues

- Point of View
- Prompts by user
- Batches, Scheduling monthly books
- Snapshots, be careful with security
- Create a Standard Set 30 to 50 Reports
- Create Batch Process for Monthly Reports
- Disable Access for Certain Report during critical process times
- Create ASO Model for Archiving and Report Distribution

- Create Department Folders
- Create Excel Ad-Hoc models
- Create Dashboard for both KPI's Metrics and Ad-Hoc Analysis (Standard, and Ad-Hoc)

- Xref
 - Small Data Sets
 - Dynamic Xref-Minimal accounts
- Report Scripts-Efficient at times, with smaller dimensional models, not large extraction
- Customized Extraction Utility, Large amounts of data

Essbase vs Planning

- No Differences anymore all changes need to be made in planning

Reasons for Allocations

- Fully Burdened P&L
- Determining the profitability of product line
- Project Based Organizations for engineering type costs
- Business Segment Allocations
- Activity Based Budgeting

System 9 Features/Enhancements

Current Functionality

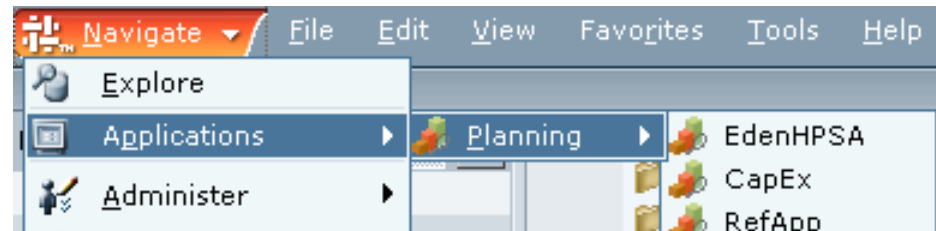
- User Variables, guiding users to change data elements without affecting the number of forms
- Task List-Helpful process with guiding user into specific tasks
- Smart View-Use Cases
- Interactive Menus
- Text Description Boxes

Other Functionality

- Essbase Lock and Send Access
- Multiple Application Windows
- SmartView Ad Hoc
- Refresh in Web/No more Desktop
- All metadata maintenance in planning
- Offline Planning
- EPMA

Workspace Integration

- ❑ Tabbed view of content
- ❑ Seamless integration of Planning menu within Workspace
- ❑ One interface. Seamless navigation for



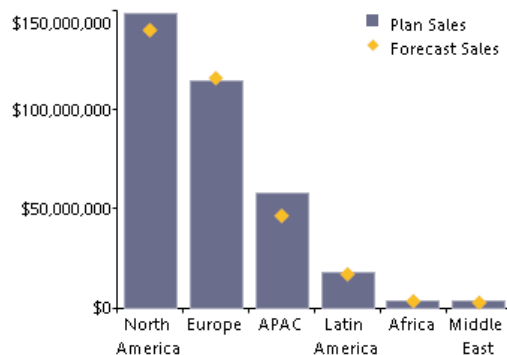
The screenshot displays the Hyperion Workspace application interface. The main window shows a financial report for 'EdenHPSA' with a 'Planning' menu overlay. The report includes a table with columns for months (Mar, Apr, May, Jun, Jul, Aug, Sep, Oct, Nov, Dec, YearTotal) and rows for various financial metrics.

	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YearTotal
Net Revenue	9,593,350	9,639,390	9,191,190	11,716,400	11,825,270	9,898,880	11,806,520	20,815,740	23,522,450	24,185,810	160,571,000
Cost of Sales	5,757,120	5,636,340	5,561,240	7,143,440	7,040,000	5,561,240	5,561,240	7,143,440	7,040,000	7,040,000	57,000,000
Gross Profit	3,836,230	4,003,050	3,629,950	4,572,960	4,785,270	4,337,640	6,245,280	13,672,300	16,482,450	17,145,810	103,571,000
Operating Expens	83,306	83,399	148,908	136,806	148,908	136,806	148,908	136,806	148,908	136,806	1,280,000
Pretax Income From Operations	3,624,360	3,125,150	3,752,920	3,919,650	3,481,040	4,436,150	4,436,150	3,481,040	4,436,150	4,436,150	33,500,000

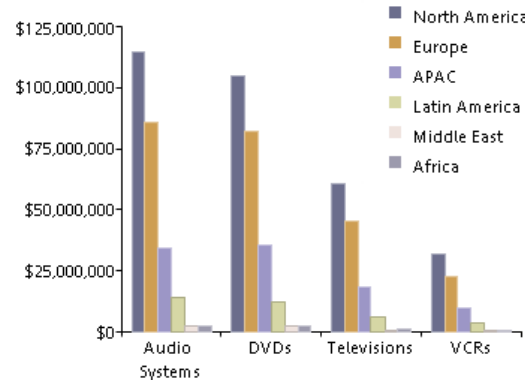
The 'Planning' menu overlay is visible, showing options like 'Adjust', 'Grid Spread', 'Mass Allocate', 'Cut', 'Copy', 'Paste', 'Add Row', 'Launch Rules', 'Annotate Planning Unit', 'Cell Text', and 'Supporting Detail'. The 'EdenHPSA' application is selected in the 'Applications' submenu.

Workspace

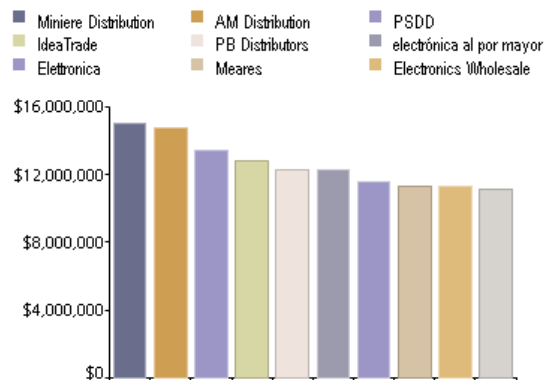
Forecast vs Plan (Current Qtr)



Pipeline by Product by Geography



Top 10 Customers (Current Qtr)



Balance Sheet

	Actual
Current Assets	\$942,309,183.80
Fixed Assets	\$681,270,958.50
Other Assets	\$178,251,793.20
Total Assets	\$1,801,831,935.50
Current Liabilities	\$555,147,937.30
Long-Term Liabilities	\$694,862,009.40
Total Liabilities	\$1,250,009,946.70
Total Shareholder's Equity	\$551,821,988.80
Total Liabilities and Equity	\$1,801,831,935.50

Quick Links

- Financial Management
- Budgeting & Forecasting
- Sales Dashboard
- Finance Dashboard
- Operations Dashboard
- Human Resources App

Alerts

- Customer Sat & Mkt Share
- Net Income Below Plan
- Revenue Below Plan
- Code of Conduct Training

Workspace Folder View

Name	Type	Modified	Description
1. Sales Analysis	Web Analysis document	5/16/07 5:53 PM	
2. Financial Analysis	Web Analysis document	5/16/07 5:42 PM	
3. Workforce Analysis	Web Analysis document	3/30/07 9:15 AM	
4. 5-Year Plan	Web Analysis document	3/27/07 3:07 PM	
5. Ad-Hoc Analysis	Web Analysis document	3/27/07 3:07 PM	
6. Facilities & Equipment	Web Analysis document	3/27/07 3:07 PM	
7. Property Tax Detail	Web Analysis document	4/3/07 11:06 AM	
8. Capital Analysis	Web Analysis document	3/27/07 3:07 PM	
Account Detail Report	Financial Reporting Report	4/30/07 11:57 AM	Account Detail Report
Balance Sheet	Financial Reporting Report	4/30/07 11:57 AM	Balance Sheet
Capital Expenditure Detail	Financial Reporting Report	9/28/07 12:21 AM	Capital Expenditure Detail.
Capital Expense Summary	Financial Reporting Report	4/30/07 11:57 AM	Capital Expense Summary
Cash Flows	Financial Reporting Report	4/30/07 11:57 AM	Statement of Cash Flows
Compensation Report	Financial Reporting Report	4/30/07 11:57 AM	Compensation Report
Consolidated IS	Financial Reporting Report	9/28/07 12:23 AM	Statement of Income.
Department Variance Report	Financial Reporting Report	6/26/07 11:44 PM	Department Variance Report
Eden Logo	Financial Reporting Image	4/30/07 11:57 AM	
Eden Month End Financial Statements	Financial Reporting Book	3/27/07 3:33 PM	
Employee Status Report	Financial Reporting Report	4/30/07 11:57 AM	Employee Status Report
Forecast - Compare Versions	Financial Reporting Report	9/28/07 12:23 AM	Forecast - Compare Versions.
Header	Financial Reporting Text	3/27/07 3:29 PM	
Income Statement	Financial Reporting Snapshot Report	9/28/07 12:41 AM	Statement of Income.
Income Statement	Financial Reporting Report	9/28/07 12:21 AM	Statement of Income.
Income Statement - Act vs Plan	Financial Reporting Report	4/30/07 11:57 AM	Statement of Income - Act vs Plan
Income Statement - Pct of Net Sales	Financial Reporting Report	9/28/07 9:11 AM	Income Statement - % of Net Sales.
Income Statement - Pct of Net Sales	Financial Reporting Snapshot Report	9/28/07 12:42 AM	Income Statement - % of Net Sales.
Income Statement Trend	Financial Reporting Report	9/28/07 12:21 AM	Statement of Income - Trend.
Invoice.JPG	JPEG Image file	3/26/07 1:02 PM	
Operating Leases	Financial Reporting Report	4/30/07 11:57 AM	Operating Lease Report
Planning Audit	Interactive Reporting document	3/28/07 2:48 PM	
Revenue by Segment	Financial Reporting Report	9/28/07 12:21 AM	Revenue by Segment.
Strategic Analysis	Web Analysis document	3/27/07 3:07 PM	
Travel Detail	Financial Reporting Report	6/26/07 11:45 PM	Travel & Entertainment Detail Report

Text Reports

Assumption										YearTotal
Employee Type	FT/PT	FTE	Merit Month	Position	Grade	Tax Region	Health Plan	Performance	Total Compensation	
Employee										
Virginia Green - Sales Admin	Regular	FT	1	Jan	Assistant	1	No Region	Family	N/A	22,517
Debra Nelson - Sales Rep	Regular	FT	1	Apr	Manager	2	USA	Family	N/A	9,650
George Cook - Sales Rep	Regular	FT	1	Mar	Manager	2	USA	Individual+1	N/A	37,100
Jose Peterson - Sr Sales Rep	Regular	FT	1	Jul	Director	8	USA	Family	N/A	103,600
Andrew Sanders - Dir-USA Production	Regular	FT	1	-	Assistant	1	USA	Individual	N/A	33,200
TBH1	Regular	FT	1	-	Assistant	1	USA	Individual	N/A	26,000
TBH2	Contractor	FT	1	-	Assistant	1	USA	Individual	N/A	45,000
TBH3	Regular	FT	1	-	Director	40	USA	Family	N/A	2,103
TBH4	Regular	FT	1	-	Assistant	5	USA	Individual	N/A	53,404
TBH5	Regular	FT	1	-	Director	7	EMEA	Family	N/A	70,200
Total Employees	-	-	10	-	-	-	-	-	-	402,773

Text Descriptions

Page: MA

		Asset Description	Asset Units	Asset Rate	Basic Cost	Purchase Date	In Service Date	Salvage	Priority	Justification
Furniture and Fixtures	Line Item 1	Office Furniture	1	5,000	5,000	3/1/07	3/1/07	500	High	New Hires
	Line Item 2	Chairs	1	5,000	5,000	7/24/07	8/1/07	500	High	Sitting on Floor
	Line Item 3	big chair	1	500	500	6/29/07	7/9/07	10	High	NEED IT
	Line Item 4	bigger chair	1	10,000	10,000	8/24/07	8/24/07	0	Medium	0
Vehicles	Line Item 1	Sales Manager - New Auto	1	30,000	30,000	3/1/07	3/1/07	5,000	High	New Hire
	Line Item 2	Cars for Exec	5	50,000	250,000	7/2/07	7/2/07	25,000	Medium	New hires
Computers	Line Item 1	Lenova Laptop	20	4,000	4,000	3/1/07	3/1/07	500	High	New Hire
	Line Item 2	HP	1	40,000	40,000	10/2/07	10/22/07	2,000	High	ROI over 20%
Tangible Assets	Total New		-	-	344,500			-	-	

Financial Report

Jan		
Actual	Plan	Var %
156,793,906	166,504,726	\$ (0.06%
101,217,315	98,202,516	-0.03%
55,576,591	68,302,210	-0.19%
35.4%	41.0%	-
2,265,464	2,136,201	-0.06%
678,030	678,761	0.00%
1,179,957	1,175,965	0.00%
2,777,829	2,764,343	0.00%
19,028,926	7,471,645	-1.55%
2,418,569	2,419,251	0.00%
402,259	403,625	0.00%
3,330,155	5,854,434	0.43%
0	0	0.00%
13,270,554	402,545	-31.97%
45,351,743	23,306,769	-0.95%
10,224,848	44,995,441	-0.77%
-3,897,502	-7,882,766	-0.51%
6,327,346	37,112,675	\$ (0.83%

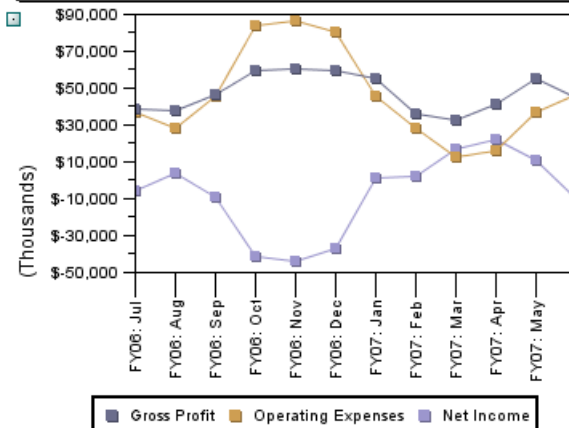
YTD		
Actual	Plan	Var %
156,793,906	166,504,726	\$ (0.06%
101,217,315	98,202,516	-0.03%
55,576,591	68,302,210	-0.19%
35.4%	41.0%	-
Net Revenue		
Cost of Sales		
Gross Profit		
Gross Margin %		
Total Travel		
General Supplies		
Telecommunications		
Equipment Maintenance		
Fees Outside Services		
Facilities Exp		
Utilities		
Depreciation and Amort		
Operating Expense Synergies		
Employee Expenses		
Operating Expenses		
Pretax Income From Operations		
Other Exp (Inc)		
Total Pretax Income		

Web Analysis

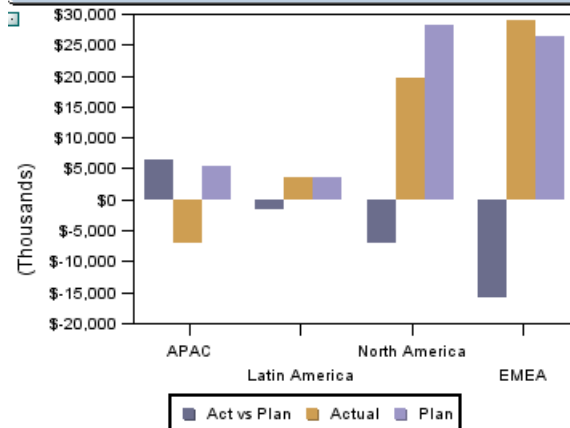
Key Performance Indicators

	FY06	FY07
Gross Margin %	25.45%	32.53%
Operating Margin %	3.87%	1.50%
Marketing % of Sales	3.06%	4.94%
Current Ratio	1.63%	1.47%
Revenue / \$ PPE	\$0.10	\$0.10
Debt to Equity	2.37%	2.92%
Return on Assets	0.77%	0.61%
Return on Equity	2.57%	2.39%
Cash Flow to Sales	0.61%	0.22%

12 Month Trend



Actual vs Plan Variances



	Actual	Plan	Ar
	Jun	Jun	
Gross Profit	44,766,343	63,767,293	-1
Total Travel	2,313,488	1,611,389	
General Supplies	495,885	492,223	
Telecommunications	959,558	945,375	
Equipment Maintenance	2,346,697	2,337,500	
Fees Outside Services	22,936,387	5,685,029	-1
Facilities Exp	2,114,104	2,115,233	
Utilities	342,200	343,362	
Depreciation and Amort	3,011,406	5,826,999	
Operating Expense Synergies -		0	
Employee Expenses	12,311,189	520,067	-1
Oper Exp before Alloc	46,830,914	19,877,177	-2
Allocations	-	0	

Quick Filters

Total Geography
Gross Profit
Jun

- ☒ Actual
- ☒ Plan
- ☒ Act vs Plan
- ☐ Forecast
- ☐ Fcst vs Plan

Active Links

Sales Analysis
Workforce Analysis
5-Year Plan
Ad-Hoc Analysis
Facilities & Equipment
Capital Analysis

- ❑ Simplified multi-application administration
 - ❑ Build, deploy, and manage dimensions and applications in a graphical easy to use repository
- ❑ Faster deployment and easier testing of financial applications
 - ❑ Migrate applications between environments
 - ❑ Copy applications for testing and for what-if analyses
- ❑ Move data into and between applications using Data Synchronization
 - ❑ Import external data into applications
 - ❑ Map data flows and move data across applications

Planning 9.3

Administration Changes

- ☐ Application creation will be done through BPM Architect
- ☐ Dimensions and properties will be created and managed through BPM Architect
- ☐ Planning desktop administration functions will handled via the Planning Web
 - ☐ Manage Database
 - ☐ Manage Currency Conversion
 - ☐ Manage Exchange Rates
 - ☐ Manage Security Filters

Administration	Favorites	Tools
Manage Data Forms		
Manage Task Lists		
Manage Menus		
Manage Properties		
Dimensions		
Copy Data		
Reporting		
View Statistics		
Application Settings		
Copy Document Link		
Manage Models		
Data Load Administration		
Manage User Variables		
Manage Database		
Manage Currency Conversion		
Manage Exchange Rates		
Manage Security Filters		

Composite Data Forms -

- ❑ Composite forms combine two or more data forms on one screen
- ❑ Perform real time impact analysis by entering data on one data form (for one plan type) and view calculated results in another (for the same or another plan type)
- ❑ Choose the order data forms are displayed on the screen and whether to combine the POV and Page dimensions

Enter Data - 02. New Asset Requests

Folders

- Forms
 - Capital

Page: Operations Budget First Pass Go

Page: FY07 Depreciation Go

	YearTotal	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug
Total Existing	611,945	52,226	52,033	51,514	51,337	51,166	51,002	50,801	50,614
Total New	152,750				750	750	20,750	21,750	22,750
Total All	764,695	52,226	52,033	51,514	52,087	51,916	71,752	72,551	73,364

Data Forms in Capital

- 01. Global Capital Assumpti
- 02. New Asset Requests
- 03. Manage Existing Specifi
- 04. Manage Existing Unspec
- 05. New Intangible Asset Re
- 06. Manage Existing Intangi

Business Rules for 02A. New Asse

- <Calculate Currencies>
- <Calculate Data Form>

		Asset Descr	Purchase D.	In Service I	Asset Units	Asset Rate	Basic Cost	Salvage
Machinery and Equipment	Line Item 1	Assembly Li	7/1/07	7/1/07	1	61,000	61,000	1,000
Machinery and Equipment	Line Item 2	Lathe Machi	6/1/07	6/1/07	1	610,000	610,000	10,000
Machinery and Equipment	Line Item 3	Lathe Machi	6/1/07	6/1/07	1	610,000	610,000	10,000
Computers	Line Item 1	Laptops	4/1/07	4/1/07	4	6,100	18,300	300
Tangible Assets	Total New						1,299,300	

Text in Cells

Hyperion System 9 Planning
PlanApp1 | Planning Administrator

File Edit View Administration Tools Help

Enter Data - 01. New Asset Requests

Currency: Local Period: BegBalance Scenario: Budget Version: Requested Year: No

Page Sales & Marketing Go

		Asset Description	Asset Units	Asset Rate	Basic Cost	Useful Life	Purchase Date	Ir
Machinery	Line Item 1	MachineXYZ	1	25,000	25,000	3	1/1/05	
	Line Item 2	Lathe Machine	1	800,000	800,000	5	1/1/05	
	Line Item 3	Lathe Machine New	1	800,000	800,000	5	1/1/05	
	Line Item 4	Assembly Equipments	1	1,200,000	1,200,000	1	1/1/05	
Furniture & Fixtures	Line Item 1	Office Tables	50	1,000	50,000	5	4/5/05	
Buildings	Line Item 1	New Building	1	1,000,000	1,000,000	5	1/1/05	
Tangible Assets	Total New		55	3,826,000	3,875,000	24	9/10/30	

Data Forms in CapExDemo

- 01 New Asset Requests (C)
- 01. New Asset Requests
- 01A. New Asset Requests M
- 02 New Intangible Asset Re
- 02. New Intangible Asset Re

Date in Cells

Hyperion System 9 Planning
PlanApp1 | Planning Administrator

File Edit View Administration Tools Help

Enter Data - 01. New Asset Requests

Currency: Local Period: BegBalance Scenario: Budget Version: Requested Year: No

Page Sales & Marketing Go

		Asset Units	Asset Rate	Basic Cos	Useful Life	Purchase D.	In Service I	Salvage	Physical
Machinery	Line Item 1	1	25,000	25,000	3	1/1/05	1/1/05	5,000	Michigan
	Line Item 2	1	800,000	800,000	5	1/1/05	1/1/05	10,000	Trenton
	Line Item 3	1	800,000	800,000	5	1/1/05	1/1/05	10,000	Trenton
	Line Item 4	1	1,200,000	1,200,000	1	1/1/05	1/1/05	20,000	Trenton
Furniture & Fixtures	Line Item 1	50	1,000	50,000	5	4/1/05	6/1/05	1,000	Michigan
Buildings	Line Item 1	1	1,000,000	1,000,000	5	1/1/05	3/1/05	10,000	Michigan
Tangible Assets	Total New	55	3,826,000	3,875,000	24	9/10/30	11/10/30	56,000	

Data Forms in CapExDemo

- 01 New Asset Requests (C)
- 01. New Asset Requests
- 01A. New Asset Requests M
- 02 New Intangible Asset Re
- 02. New Intangible Asset Re

Date and Text in Cells using RTP

The screenshot displays the Hyperion System 9 Planning application. A 'Transfer Asset' dialog box is open, showing the following fields:

- Asset Class: "Machinery and Equipment"
- Transfer From: "Operations"
- Transfer To: "Sales & Marketing"

A 'Select Date' calendar is also open, showing the month of July 2006. The date 7/9/2006 is selected.

In the background, a table is visible with the following columns: In Service, Salvage, Premature, and Re. The table contains several rows of data, including dates like 1/1/05 and 4/4/07, and values like 90,000, 10,000, 15,000, and 2,000.

Grid Spreader Overview

Page Los Angeles, CA Working Plan Bookshelf Audio System

	FY05			
	Oct	Nov	Dec	=Q4
Catalog	#missing	#missing	#missing	#missing
Commercial	#missing	#missing	#missing	#missing
Direct	#missing	#missing	#missing	#missing
Distributor	#missing	#missing	#missing	#missing
Education	#missing	#missing	#missing	#missing
Government	#missing	#missing	#missing	#missing
Indirect	#missing	#missing	#missing	#missing
Mail Order	#missing	#missing	#missing	#missing
On line	#missing	#missing	#missing	#missing
Retail	#missing	#missing	#missing	#missing
Special Events	#missing	#missing	#missing	#missing
All Channels	#missing	#missing	#missing	#missing

Grid Spread

Enter value to be spread: 9000

Spread Type

- ☒ Proportional spread
- ☐ LABEL_SPREAD_445
- ☐ LABEL_EVEN_SPLIT
- ☐ LABEL_Balance
- ☐ "5 4 "

Spread value

- Spread data values across multiple dimensions on the grid
- Allocation based on Data values: Proportional spread.
- Allocation based on patterns: evenly split.

	FY05			
	Oct	Nov	Dec	=Q4
Catalog	272.73	272.73	272.73	818.18
Commercial	272.73	272.73	272.73	818.18
Direct	272.73	272.73	272.73	818.18
Distributor	272.73	272.73	272.73	818.18
Education	272.73	272.73	272.73	818.18
Government	272.73	272.73	272.73	818.18
Indirect	272.73	272.73	272.73	818.18
Mail Order	272.73	272.73	272.73	818.18
On line	272.73	272.73	272.73	818.18
Retail	272.73	272.73	272.73	818.18
Special Events	272.73	272.73	272.73	818.18
All Channels	#missing	#missing	#missing	#missing

- Spreads the data in the active grid, giving users immediate feedback and opportunity to review outcome.
- Data Forms must be enabled to use Grid Spreader.

Offline Planning Overview –

Take Offline Wizard

Step 1 of 3: Please select forms/folders that you want to take offline. All forms from selected folders will be taken offline.

Available forms/folders:

- ☐ Allocations
- ☐ Financial Statements
- ☐ WF_System
- ☒ Retail Outlets
 - ☒ Regional Travel
 - ☒ Regional Supplies
 - ☒ Regional Advt
- ☐ 1 - Base Member
- ☐ 1 - Shared Member
- ☐ Corporate Advt

Help Cancel

Take Offline Wizard

Step 2 of 3: Please select page me

Dimension Entity Segments

Take Offline Wizard

Step 3 of 3: Please give a unique name to this new offline connection. Press 'Finish' to start downloading.

Local Connection Name: Offline Connection

Description: Offline Connection

Approximate Download Time:

56K Modem:	25 min
Cable/DSL Modem:	5 min
LAN/T1:	1 Min

Help Cancel << Back Finish

Member Selection

Members

- ☒ Entity
 - ☐ E01_101_1211
 - ☐ E01_101_1212
 - ☐ E01_101_1213
 - ☐ E01_101_1214
 - ☐ E01_101_1215
 - ☐ E01_101_1216

Selected Members

Descendants
Descendants (inc)
Ancestors
Ancestors (inc)
Siblings
Siblings (inc)
Parents
Parents (inc)
Children
Children (inc)
Level 0 Descendants

OK Cancel

Select Cancel Back Next

- ☐ Select forms
- ☐ Select members
- ☐ Name offline connection

☐ Workforce Planning

☐ Ability to have 5 Plan Types/Cubes in your Planning Application

☐ Purpose built Salary Planning Application that can be customized

☐ Ability for end user to add specific criteria for New Hires

☐ Pre-Built Calculations

Workforce Planning

Currency: Local Currency Version: Working

Page 26010101 - SA_N_US_NA Consumer Direct Sales FY08 Current View Jan Go

Period: BegBalance

	EmployeeTy	SalaryBasis	FT_PT	Month	PayType	Status	Hours Work	Hourly Rate	HdCt
TBH1	Regular	Annual	FT	Feb	Exempt	Active	80	10	1
TBH2	Regular	Annual	FT	Jan	Exempt	Active	0	0	1
TBH3	Contractor	Annual	FT	May	NA	Active	0	0	0
TBH4						None			
TBH5						None			
TBH6						None			
TBH7						None			
TBH8						None			
TBH9						None			
TBH10						None			

Employee: New Employees

	Jan	Feb	Mar	=Qtr1	Apr	May	Jun	=Qtr2	Jul	Aug	Sep	=Qtr3	Oct	Nov	Dec	=Qtr4	=Year
New Hire Salaries	10020	30020	30020	70060	30020	30000	30000	90020	30000	30000	30000	90000	30000	30000	30000	90000	340080
Contractor Salaries						0	0	0	0	0	0	0	0	0	0	0	0
Bonus	5000	5000	5000	15000	5000	5000	5000	15000	5000	5000	5000	15000	5000	5000	5000	15000	60000
Regular Headcount	2	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3
Contractor Headcount						0	0	0	0	0	0	0	0	0	0	0	0

Expense Driver Example

Currency: Local Currency Version: Working

Page Employee_NA 26010101 FY08 Current View Jan Go

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Recruiting \$/head	200											
Relocation \$/head												
Cost/Domestic Trip												
Number of Domestic Trips/Head												
Cost/Intl Trip												
Number of Intl Trips/Head												
Supplies per Head												
Car Allowance per Head												
Lease Car Exp per Head												
Training per Head												
Phone Exp per Head												
New Equip per Head												
New Equipment												
Employee Supplies												
Training Emp												
Domestic Travel												
Intl Travel												
Travel Emp Expense												
Car Allowance												
Leased Car Expense												
Telephone Emp Expense												
Employee Related Expenses Driver												
Recruiting Expense	200											
Relocation Expense												
New Hire Related Expenses	200											

Capital Planning

- Plan for new asset purchases
- Plan for Depreciation/Amortization calculations
- Plan for actions on existing assets
- Plan for driver based/user defined asset related expenses
- Capital purchases process management (future release)
- Report on Assets

Upcoming Functionality

- Workspace Annotations
- Planning Ad-Hoc
- Lifecycle Management
- Document Attachment
- Report Designer within Excel
- OBIIE Integration

- Consolidation in Planning
- Consolidation in HFM
- Integration between HFM and Planning

Questions



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