Enterprise Performance Management

Product Strategy & High Level Roadmap

Rich Wilkie

VP EPM Product Management

June, 2019





Safe Harbor Statement

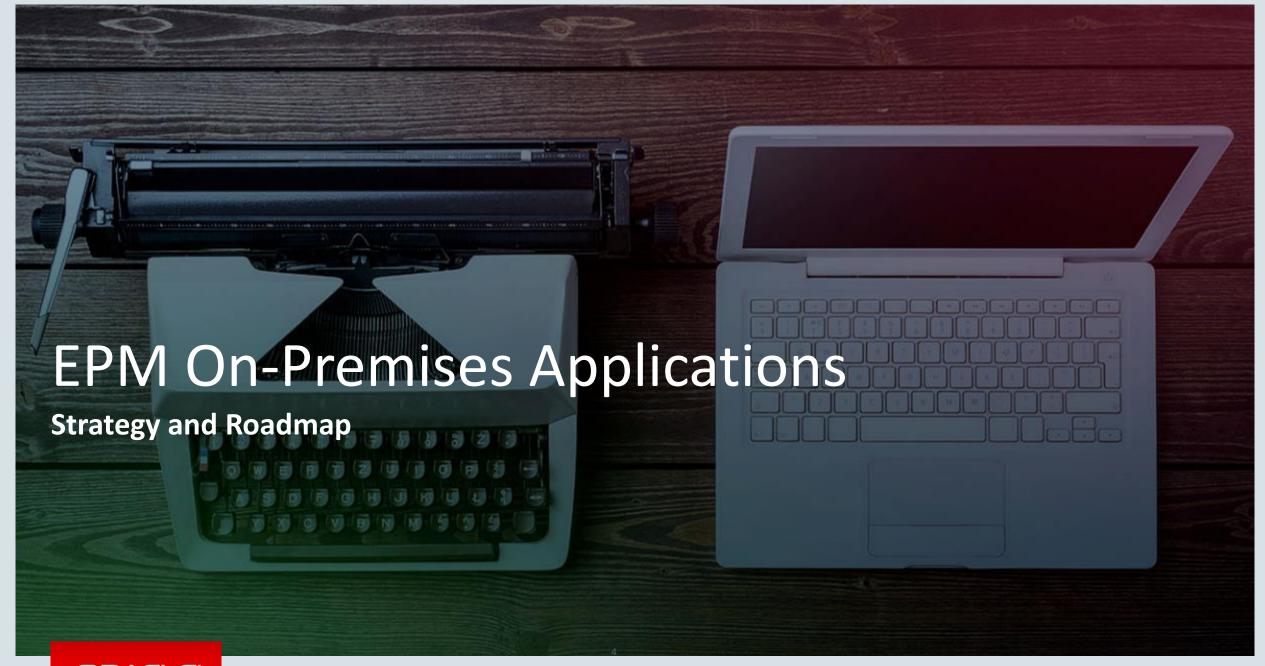
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Topics

- EPM On-premises Update
- EPM Cloud Overview & Roadmap
- Q&A





On-premises Strategy Ongoing commitment for lifetime support Hyperion EPM officially joins Oracle **Applications Unlimited** Oracle's Enterprise Performance Management System Enhancements driven completely by customer needs and priorities More nimble delivery mechanism with smaller releases for easier adoption



Announcing Continuous Innovation on Oracle Hyperion Enterprise Performance Management System 11.2

https://www.oracle.com/a/ocom/docs/support/hyperion-epm-announcement.pdf



Hyperion EPM and Applications Unlimited What it Means

Commitment to Customers

Oracle Premier Support through *at least* 2030

Commitment to Innovation

- Receive ongoing new features
- Run same application on premises or in Oracle Cloud Infrastructure

Commitment to Product

- Transparent product roadmap
- Ongoing R&D investment

Oracle Applications Unlimited and Oracle Premier Support—an Unbeatable Combination

Applications Unlimited is Oracle's commitment to continuous innovation while also providing a commitment to offer Oracle Premier Support through

confidently maximize and expand their existing Oracle Application investments, with ample time for future planning, based on Oracle's commitment to support its existing applications via a stable and predictable long-term support policy, designed to meet the needs of our customers

Oracle has a long history of innovation and plans to continue product investment for improvement and support going forward with continuous innovation releases. Oracle will deliver new functionality to gain access to new features and canabilities. Fives and undates are cumulative and will be available to all customers in the most current release. In addition to running your applications on premises, you can choose Oracle Cloud Infrastructure (laaS) to run the same continuous innovation applications with your business-specific customizations—when it meets your needs.

discontinue offering Oracle Premier Support on the continuous innovation releases for on premises applications prior to 2030 and, beginning in 2019, we are committed to annually review whether or not to extend the Premier Support offering for an additional year on such continuous innovation releases

ON-PREMISES APPLICATIONS WITH CLOUD FLEXIBILITY

From either on premises or Oracle Cloud Infrastructure, you can choose to leverage additional software-as-a-service applications. You choose the configuration and the options that meet your

Learn More

Applications

Oracle Premier Support through

Ongoing R&D investment

· No forced migrations

business and IT strategie





Hyperion EPM and Applications Unlimited Key Benefits

Peace of Mind with No Surprises

- New features without upgrades
- No forced migrations
- Ample time for future planning budgeting and allocating resources
- Tailor to your enterprise's business and IT strategies
- Get more value from existing application enhancements

Oracle Applications Unlimited

Oracle Applications
Unlimited and Oracle
Premier Support



On-Premises Releases

11.1.2.4

- Defect Fixing, 3rd party certification updates, enhancements thru Dec 2020
- Extended support available thru Dec 2021

11.2

- Scheduled for September, 2019*
- Uplift to FMW 12g release
- Repository Simplification (released previously in 11.1.2.4.900)
- Ongoing release for all Defect Fixing, 3rd party certification updates, and enhancements through at least 2030



DRM for Hyperion EPM Replaces EPMA in 11.2

Provides Superior Functionality for:

Dimension Maintenance and Hierarchy Management

Delivers Increased Value, Streamlined Application Maintenance via:

- Single Dimension Definitions Define target-specific derived properties & validations
- Value inheritance calculate values based upon a controlling hierarchy
- Versioning take historical snapshots, spin what-if scenarios, rollback to points-in-time
- Derived properties calculate values based on user defined functions and scripts
- Custom validations validate based on custom business logic
- Custom exports define custom exports to filter and transform master hierarchies
- Compare hierarchies on-demand "hot lists" of differences to ease reconciliation





DRM for Hyperion EPM The Fine Print

Restricted Use DRM in 11.2

What functionality is restricted (not included)?

- Reads and feeds from applications other than Hyperion EPM on-premises
- Data Relationship Governance
- DRM Analytics





Hyperion EPM (On-Prem) Product/Features Discontinued in 11.2

Hyperion Financial Management

- Financial Management Analytics
- Essbase Analytics Link for Hyperion Financial Management
- Quantitative Management and Reporting for Solvency

Hyperion BI+

- Interactive Reporting (IR)
- Production Reporting (SQR)
- Web Analysis (WA)

Hyperion Planning

- Hyperion Strategic Finance (HSF)
- Crystal Ball (replaced by Predictive Planning)
- Simplified User Interface (SUI)
- Workforce Planning
- Capital Expense Planning
- Project Financial Planning
- Offline Planning

Additional

- <u>Disclosure Management</u>
- EPM Mobile



On-Premises Release: 11.2 – The Details



Uplift to FMW 12g release

Oracle Essbase 11.1.2.4 will still be used for Hyperion EPM 11.2.

Repository Simplification streamlines and simplifies infrastructure and architecture for the future

- Replace Foundation services with a simpler RDBMS repository
- Content migration for FR/Workspace to RDBMS repository

3rd party certifications* including:

- OS: Windows 2012, 2016 (Linux 7 & AIX 7.2 to follow in subsequent PSU)
- RDBMS: Oracle 12.2, SQL Server 2019
- Browser: Edge, Chrome, Firefox
- JDK 1.8

Technical upgrade – out of place install

Enhancements delivered thru a series of feature bearing PSUs

Modelled on the 11.1.2.4.20x series



11.2.x Planned Features



Hyperion Financial Management

- Automated Consolidations
 - Configurable by admin
- Native Metadata Editor
 - Replaces metadata management
- Purging source tables after import
- Performance improvements
 - SV, DB batch processing, etc.
- Linux Support

EPM Infrastructure

- Additional 3rd party certifications

Hyperion Planning

- Smart Push
- Dimension Editor SV extension
- Extended Attribute support
- Valid Intersections

Data Relationship Management

- Batch scripts to ease EPMA replacement
- Enhanced DRG Experience
- DRG Mass Approvals
- SFTP Connection



Oracle EPM On-premises: Current Release and Roadmap Key Highlights

Current

Hyperion Planning

- Simplified Interface
- Faster/Larger forms support
- Dashboards
- Ad hoc Grids for Analysis
- Grid definitions to Financial Reports

Hyperion Financial Management

- Journals Workbench
- HFM Insights
- Rules Profiling
- Charts/Graphs Forms/Grids
- Import application
- DB hardening RAC and network connectivity

Data Relationship Management

- FDMEE Integration
- Integration to Web Services
- External Lookup Properties

Financial Reports

- Web Studio
- New Charting Engine

Smart View

- HFM Journal
- OBIEE Enhancements
- New Range and Cell VBA Enhancements

Next

Hyperion Planning

- Essbase Hybrid Support
- Smart Push
- Valid Intersections

Hyperion Financial Management

- Automatic Consolidations
- Enhanced Insights, Archiving
- Native metadata

Profitability and Cost Management

- Expanded Custom Calcs for complex logic
- POV Copy support for large outlines

Tax Provisioning

- Tax Automation Trace where source is ICP
- Enhanced Deferred Tax Classification logic

Financial Reports

- Multi-Report Editing via Web Studio
- Replace R&A repository
- Book/Batch to output to MS Office

Smart View

- Chrome support for web launch (SUI)
- Limited functional release for Office 365 Web/All clients

Future

Hyperion Planning

- Use Excel Formula Editor To Write Calculations
- Sandbox Support

Hyperion Financial Management

- Expanded Dashboards
- Critical Customer Requested Enhancements

Tax Provisioning

- Enhanced Tax Loss-Credit Automation
- Enhanced US State and Provincial Tax Provisions

Data Relationship Management

- S-FTP external connection
- Scheduled imports and exports
- Node Access Group Filtering
- Property Masking

Smart View

- New Client to support all MS office Variants (Mac, iOS, Win Desktop, Cloud)
- Server side refresh of Smart View Queries
- Smart Query UX enhancements

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Business Uncertainty Has Become the Norm

- New regulations
- Disruptive competitors
- Changing consumer demands
- New products/markets
 - Black Swan or Geo-Political events



Oracle EPM Cloud: Part of Oracle's Next Generation Business Applications





Oracle EPM Cloud: Industry-Leading EPM Suite

Leader in Magic Quadrant for Cloud Financial Planning and Analysis Solutions

Gartner – July 2018

Leader in Magic Quadrant for Cloud Financial Close Solutions

Gartner – July 2018

Leader in IDC MarketScape: Worldwide Enterprise Performance Management Analytical Applications

IDC - June 2018

Leader in The Forrester Wave™: Enterprise Performance Management, Q4 2016

Forrester – October 2016



"Oracle's customers were pleased with the performance of the product at a global level... End users could seamlessly move from the on-premises Hyperion product to Oracle EPM Cloud..."

IDC MarketScape: Worldwide Enterprise Performance Management Analytic Applications 2018 Vendor Assessment – June 2018



Oracle is a Leader in this (Cloud Financial Planning & Analysis Solutions) market, due to its market traction with PBCS and EPBCS, its geographic sales and product strategy, and its business model.

Gartner – Magic Quadrant for Cloud Financial Planning and Analysis Solutions – July 2018





Oracle remains a Leader in this (Cloud Financial Close Solutions) market, due to its market traction with FCCS; its geographic, sales and product strategy; and its business model.

Gartner – Magic Quadrant for Cloud Financial Close Solutions – July 2018





2018 Cloud Financial Planning & Analysis Solutions MQ



Link to Distributable Copy of Report:

http://www.gartner.com/reprints/oracle?id=1-59X8GKG&ct=180730&st=sb

Magic Quadrant for Cloud Financial Close Solutions, 26 July 2019, Analysts: John Van Decker, Christopher Iervolino

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Oracle FP&A Commentary: Strengths



Oracle is a Leader in this market, due to its market traction with PBCS and EPBCS, its geographic, sales and product strategy, and its business model.



Reference customers for Oracle reported that their top-three product selection criteria, in order, were **ease of use**, their **using other Oracle products**, and **price**.



Oracle has achieved a **high rate of customer adoption for PBCS and EPBCS**. Its customer adoption rate compares favorably with those of most other vendors in this Magic Quadrant.





Oracle has many large customers, a global reach, a large implementation partner ecosystem and a large service organization, with broad business domain and industry coverage. It has a high degree of name recognition in this space — a 2017 Gartner social media analysis indicated that Oracle led all other vendors in number of social media conversations and the increase in its share of social media conversations.



Oracle supports both midsize and large organizations as well as enterprisewide use. Its survey respondents were mostly large organizations (57%), with 15% having more than \$10 billion in annual revenue. They also reported a top-quartile average number of users.



2018 Cloud Financial Close Solutions MQ



Link to Distributable Copy of Report:

http://www.gartner.com/reprints/oracle?id=1-59X8GKJ&ct=180730&st=sb

Magic Quadrant for Cloud Financial Close Solutions, 26 July 2019, Analysts: John Van Decker, Christopher Iervolino

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Oracle Financial Close Commentary: Strengths



Oracle remains a Leader in this market, due to its market traction with Oracle FCCS; its geographic, sales and product strategy; and its business model.



Reference customers for Oracle reported that their top-three product selection criteria, in order, were **ease of use**, their **using other Oracle products**, and **price**.



Oracle claims that **Oracle FCCS has now achieved functional parity with Oracle Hyperion Financial Management** (Oracle HFM).



Oracle has many large customers, a global reach, a large implementation partner ecosystem and a large service organization, with broad business domain and industry coverage. Oracle is able to exploit these attributes to increase the market penetration of its cloud financial close products. Oracle supports both midsize and large organizations as well as having enterprisewide use. This has been demonstrated by the reference study used as part of this research.

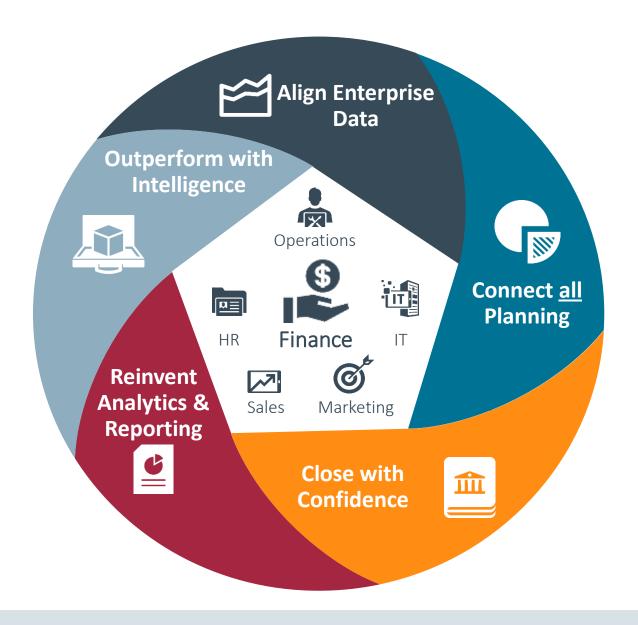


Oracle has a large base of Oracle HFM customers that are anxious to move to Oracle FCCS; this will further expand the pervasiveness of this solution. During the past year, Oracle has become a significant competitor in the reconciliation management market and competes well against leading best-of-breed products.



Oracle EPM Cloud

Completely Agile



EPM Cloud Simplified Pricing

	EPM Cloud Standard	EPM Cloud Enterprise
Hosted Named User	\$250 per HNU per Month 10 user minimum	\$500 per HNU per Month 25 user minimum
Available Business Processes	 Planning Financial Consolidation & Close Account Reconciliation Narrative Reporting 	 Planning Financial Consolidation & Close Account Reconciliation Narrative Reporting Profitability & Cost Management Tax Reporting Enterprise Data Management (5000 records)
Access Rights	Each Hosted Named User can have <u>access to</u> <u>all deployed EPM business processes</u>	
Application Environments	First one included. \$2500/month for additional environments.	Additional environments are included.



EPM Cloud Standard vs. Enterprise

Business Processes	EPM Cloud Standard	EPM Cloud Enterprise
Planning	Planning and Budgeting Scenario (Strategic) Modeling Packaged modules: Workforce, Capital, Financial and Project Planning	PLUS Advanced customization and modeling (e.g. Groovy) Intelligent Performance Management Intelligent Process Automation
Financial Consolidation and Close	Financial Consolidation Task Management	<u>PLUS</u> Advanced consolidation (e.g. on-demand rules, custom calculations) Intelligent Process Automation
Narrative Reporting	Narrative Reporting	PLUS Disclosure Management (XBRL, iXBRL, ESEF/ESMA, etc)
Account Reconciliation	Account Reconciliation	PLUS Transaction Matching
Tax Reporting	Not available	Tax Reporting
Profitability	Not available	Profitability and Cost Management
Enterprise Data Management	Not available	Enterprise Data Management with 5,000 records limit



EPM Cloud Customer Momentum *

3800+ Customers 6400+ Subscriptions

90+
Countries



* Thru Q3FY19



Oracle: Continuous Innovation

\$6+BN

R&D INVESTMENT

ANNUALLY

2,000+
CUSTOMER SUCCESS
MANAGERS

70%
ENHANCEMENTS
SOURCED FROM

CUSTOMERS

40K+

DEVELOPERS

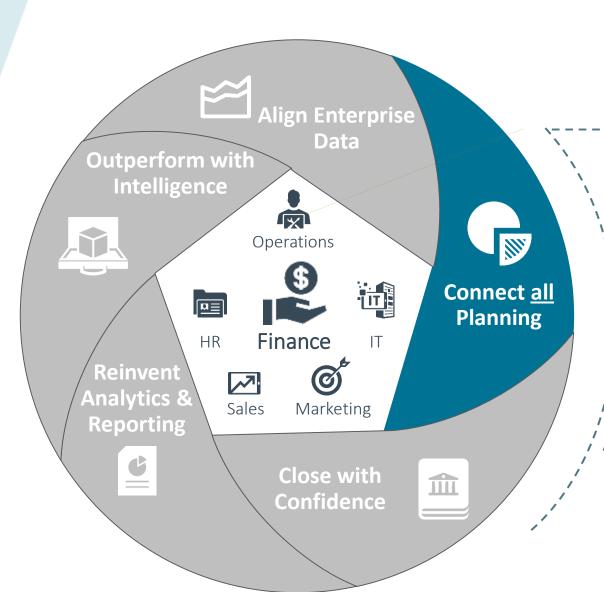
ACROSS THE GLOBE

17K+
PATENTS

25,000

PARTNERS
IN THE ORACLE ECOSYSTEM

PLATINUM-LEVEL SUPPORT



CONNECTED PLANNING

DYNAMIC PLANNING

STRATEGIC MODELING & LONG RANGE PLANNING

OPERATIONAL LOB PLANNING

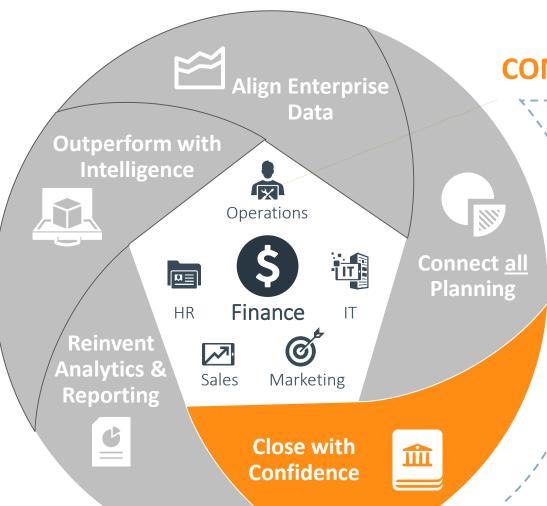
ZERO BASED BUDGETING

DRIVER BASED PLANNING

MANAGEMENT ALLOCATIONS

ADAPTIVE INTELLIGENT PLANNING





COMPREHENSIVE FINANCIAL CLOSE

Financial Consolidation

Close Process Orchestration

Reconciliations and Compliance

Tax Provision and Reporting

Transfer Pricing

Intelligent Process Automation

Narrative Reporting and Disclosures



EPM Cloud - Consolidation Capabilities

All major HFM capabilities are now covered

- **✓** Currency Translation Adjustment
- ✓ Copy & Clear
- ✓ Movement enhancement for Balance Sheet Accounts
- ✓ Configurable Calculations & Translations
- √ Advanced Consolidations
- ✓ Ownership Management
- ✓ Journals Auto reversing, Attachments, Recurring, Templates
- **✓** Configurable Consolidation Rules
- Extended Dimensionality
- ✓ Process Management
- √ Equity Pickup





ANALYTICS & REPORTING

HIGH FIDELITY REPORTING

COLLABORATIVE NARRATIVE MANAGEMENT

INTERACTIVE DASHBOARDS

REPORT BOOKS & MANAGEMENT PACKAGES

REGULATORY & XBRL FILINGS

REPORT BURSTING AND DISTRIBUTION





ENTERPRISE DATA MANAGEMENT

HIERARCHY MANAGEMENT

APPLICATION-SPECIFIC PERSPECTIVES

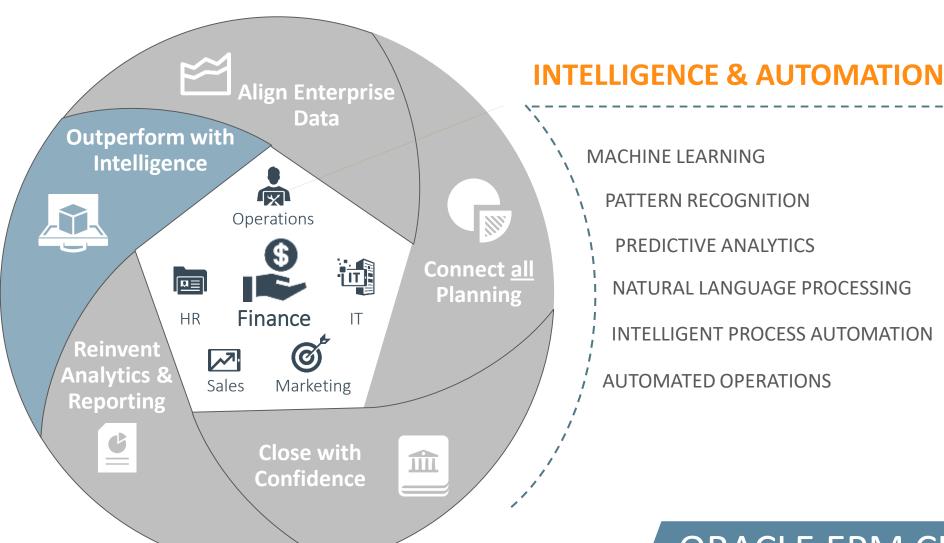
ENTERPRISE DATA GOVERNANCE

APPLICATION INTEGRATION ADAPTERS

CHANGE VISUALIZATION

SUPPORT FOR MIGRATIONS & HYBRID DEPLOYMENTS







Oracle Applications: Current Release and Roadmap

Oracle Enterprise Performance Management (EPM) Cloud

Current Update 19.06

Planning

- Infolet Dashboards, Groovy-based business rules
- Integrated strategic modeling, sandboxing, predictive
- New Frameworks: ITFM, Utilization (Projects, WFP)

Narrative Reporting

• Report Notes, Direct Smart View refresh for Cloud Sources

Financial Consolidation & Close

- Custom Dimensions, Ownership, Proportional Consolidations, Equity Elims, Configurable Calculations
- IPA, Process Control, On Demand rules, Equity Pickup

Account Reconciliation

- Streamlined navigation, archive management
- Transaction Matching: Multi Source

Profitability & Cost Management

 Express Rule Creation and Edit, Calc Automations, Enhanced EPM Cloud integrations

Tax Reporting

 Tax Provision(IFRS & US GAAP), Country by Country, Uncertain Tax Positions; Data, Workflow & Task Mgmt

Enterprise Data Management

 Automated App Creation, Validations, Notifications, Request Visualization, Impact Analysis, Drag-n-drop Sync

EPM Cloud Infrastructure

• Break Glass/Data Vault

Next

Planning

- ZBB Enhancements, Intelligent Performance Management
- Simulation with Strategic Modeling, Search driven analysis
- Free Form Planning

Narrative Reporting

Intelligent Narrative Generation (V1), Books, Batches

Financial Consolidation & Close

- Partner Elim (P-Elim), Simplified COA
- Parent/Contribution Input, Large Data Sets (SDM)

Profitability & Cost Management

- New Allocation Modeling Cluster, Rule Editor, and POV
- Auto Compressions

Account Reconciliation

- Enhanced Recon Management, Drill Thru
- Parallel Workflow, Journal Tracking

Tax Reporting

- Updated Tax Rules support, Enhanced Tax automations
- Deferred Tax, Loss exclusion and automations

Enterprise Data Management

 Policy-based Mastering & Approvals, Custom & Derived Properties, Auditing, request monitoring, DQ Dashboards

EPM Cloud Infrastructure

- EPM Cloud on Oracle Cloud at Customer (Quoteable)
- Smart View for Office 365 Web/Mac

Future

Planning

- Intercompany, Optimization, Mass Actions
- Supplemental Data Management, IPM Updates

Narrative Reporting

- Automated Narrative, Platform integration
- Collaboration: web-based capture, task notes, social

Financial Consolidation & Close

- New Journal Entry Module, Investment Register
- Predictive Actions, Event-based Alerts

Account Reconciliation

- Alerting & Case Management
- Trans Matching: Enhanced views & Dashboards

Profitability & Cost Management

Data Entry Forms, Sync reporting DB, Workflow via CM

Tax Reporting

- · Configurable reconciliation and jurisdictional netting
- Tax planning, simulations and adaptive classification

Enterprise Data Management

- Encrypted/Masked Properties, Data Profiling & Augmentation, Transformation Suggestions
- Intersection Matching and Cross-Dim Properties

EPM Cloud Infrastructure

• Essbase encryption at Rest



EPM Cloud: Innovation and Vision

Data + Intelligence + Automation = EPM transformation

- Intelligent Performance Management
 - Application of Machine Learning and Predictive Analytics to improve quality and timeliness of EPM decisions
- Intelligent Process Automation
 - Automation of EPM process steps to reduce manual labor and likelihood of errors
- Intelligent User Experience
 - Powered by Search & intelligent interaction technologies





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