Next Generation Collaborative & Narrative Management Reporting with Oracle Enterprise Performance Reporting Cloud Service (EPRCS)

Ognjen Glavaš
EPM Principal Sales Consultant CEE & CAT

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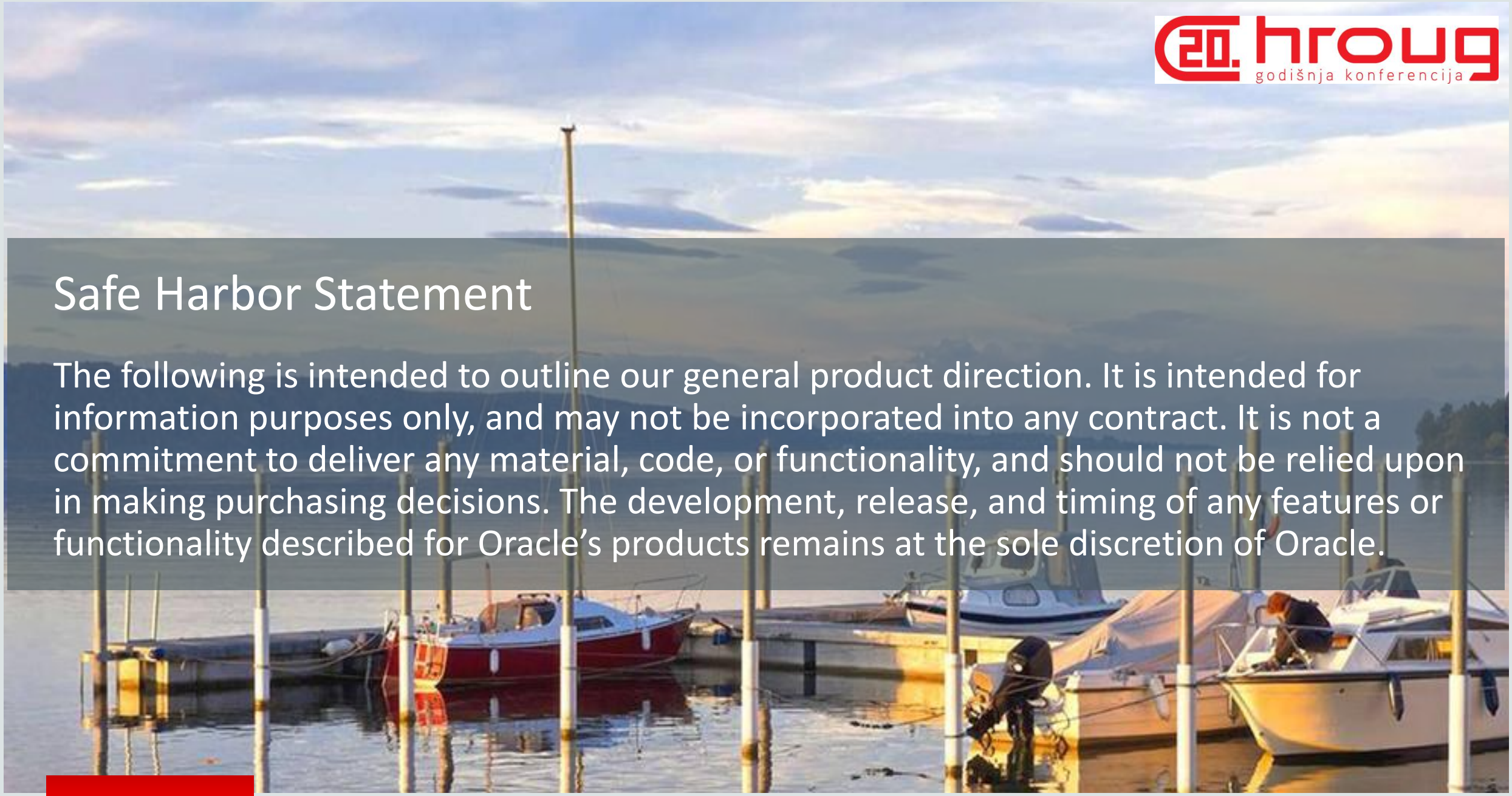

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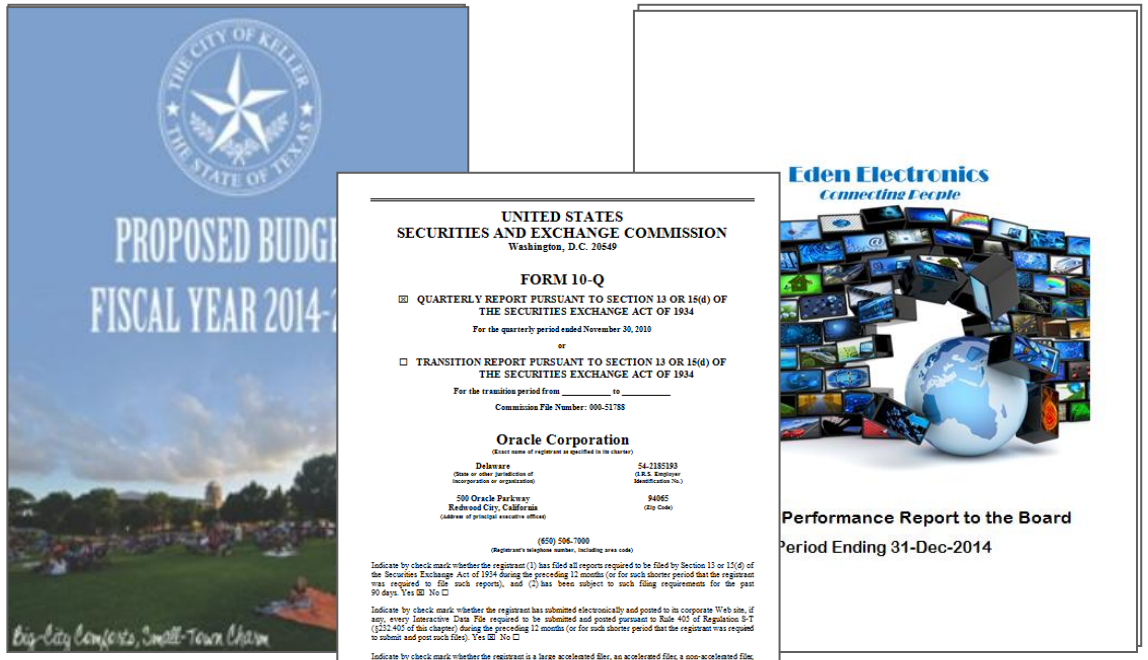
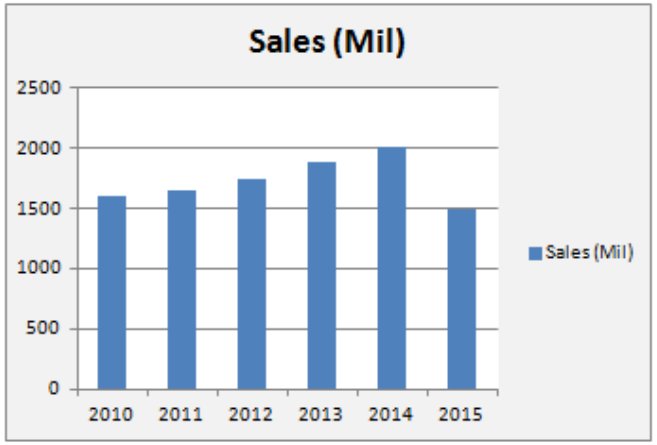
Value of Narrative Reporting

- Narrative adds context:
  Who, what, when, where, how
- Looking at Data + Narrative… What does it tell you?



EDEN QUARTERLY REPORT TO BOARD | 2015 - March

4. YoY Sales Concerns



Summary

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

Details

Today's Management and Narrative Reporting Processes & Tools Fall Short

Today, most management reporting processes are manual and ad-hoc

Error-prone in combining Data (what) with Narrative (who, when, why)

Challenging to bring Subject Matter Experts into the process

Lacks versioning and auditing functionality

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To Do List:

- ❑ Project Funding Proposals
- ❑ Annual Report
- ❑ Group Budget Review
- ❑ Quarterly Board Package
- ❑ Disclosures
- ❑ Operations Review
- ❑ Variance Analysis
- ❑ Regulatory Reporting
- ❑ Strategic Plan and Objectives

When do you need this by?

Did Tom finish his review?

Did Lisa's changes address my comments?

Where di d this data come from?

What am I supposed to approve?

Reinvent Your Narrative Reporting Process

Oracle Enterprise Performance Reporting Cloud Service

Combine Data and Narrative

Collaborate Securely

Confidently Report

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Increased Requirements

Challenges

Globalization, regulation and organization mandates

Adding and reviewing narrative to financial reports is complex and dynamic

Availability of data from multiple sources makes analysis and commentary a manual process

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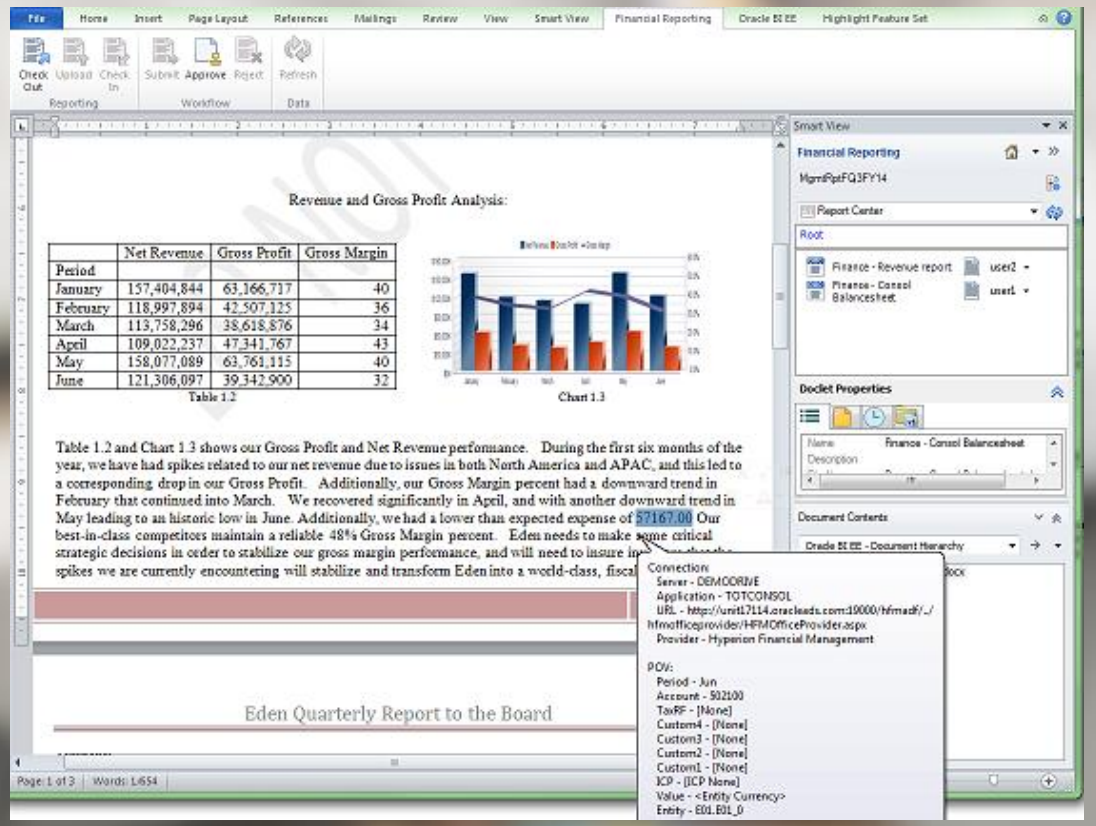
Combine Data and Narrative

Combine management, narrative and statutory reporting needs in one solution

Comprehensively address authoring, collaboration, commentary and delivery needs via a ***Report Package Doclet***

Provide capabilities in the cloud for hierarchical and dimensional analysis on financial data



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Reinvent Your Narrative Reporting Process

Oracle Enterprise Performance Reporting Cloud Service

Combine Data and Narrative

Collaborate Securely

Confidently Report

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Collaborate Securely

Challenges

Time – cycles take too long

Inefficient, manual processes

Many people involved across different departments

Many types of sensitive data across many people, need for secure access

Who has access?

Manual processes due to need for maintaining confidentiality

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Multiple Reports, Multiple Stakeholders

The average worker collaborates with 10 or more people to accomplish daily tasks

- Operations Reviews
- Board Packages
- Audit Reports
- Public Disclosures
- Regulatory Reporting
- Group Budget Review

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Collaborate Securely

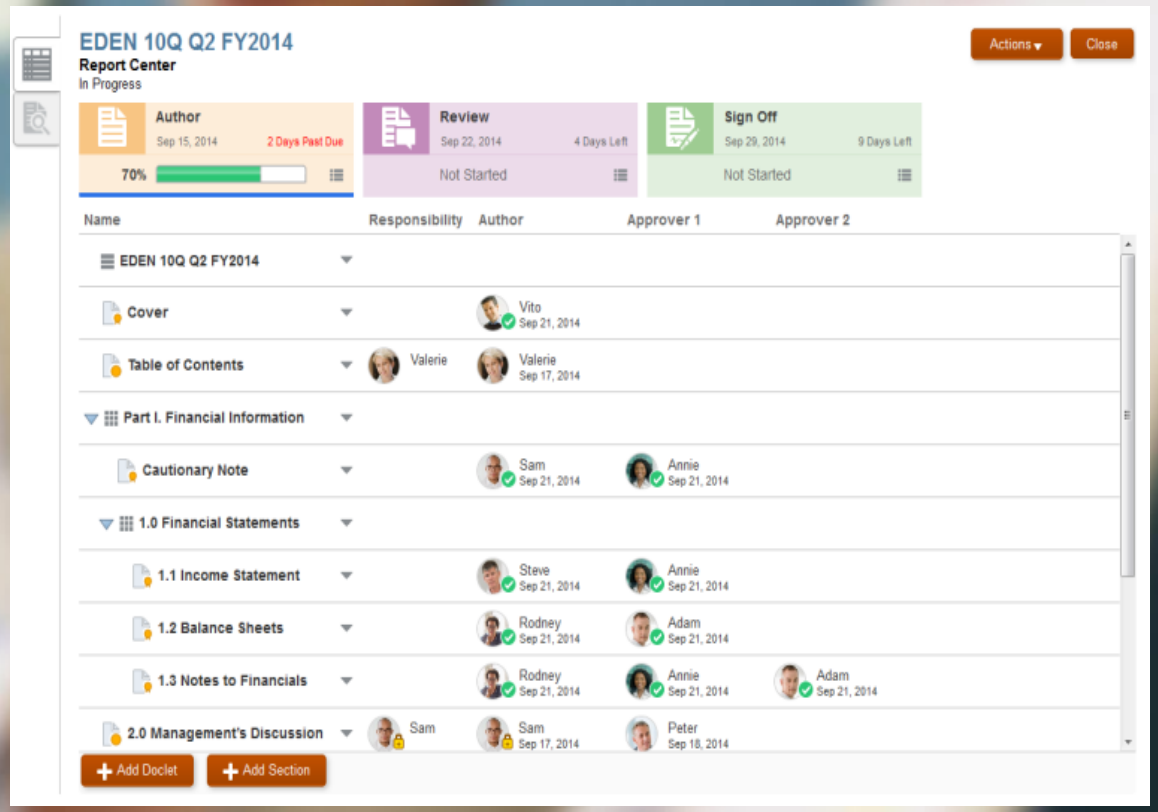
Advanced mobile, self-service and collaboration capabilities

Instant visibility to the progress and status of the reporting lifecycle

Efficiently bring knowledge workers in and out of the process based on their role

Secure at all levels to handle sensitive content, from network to storage

Content access based on role



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Reinvent Your Narrative Reporting Process

Oracle Enterprise Performance Reporting Cloud Service

Combine Data and Narrative

Collaborate Securely

Confidently Report

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Confidently Report

Challenges

Many data sources

Challenge to access the system of record

Increased demands, both internally and externally, for information

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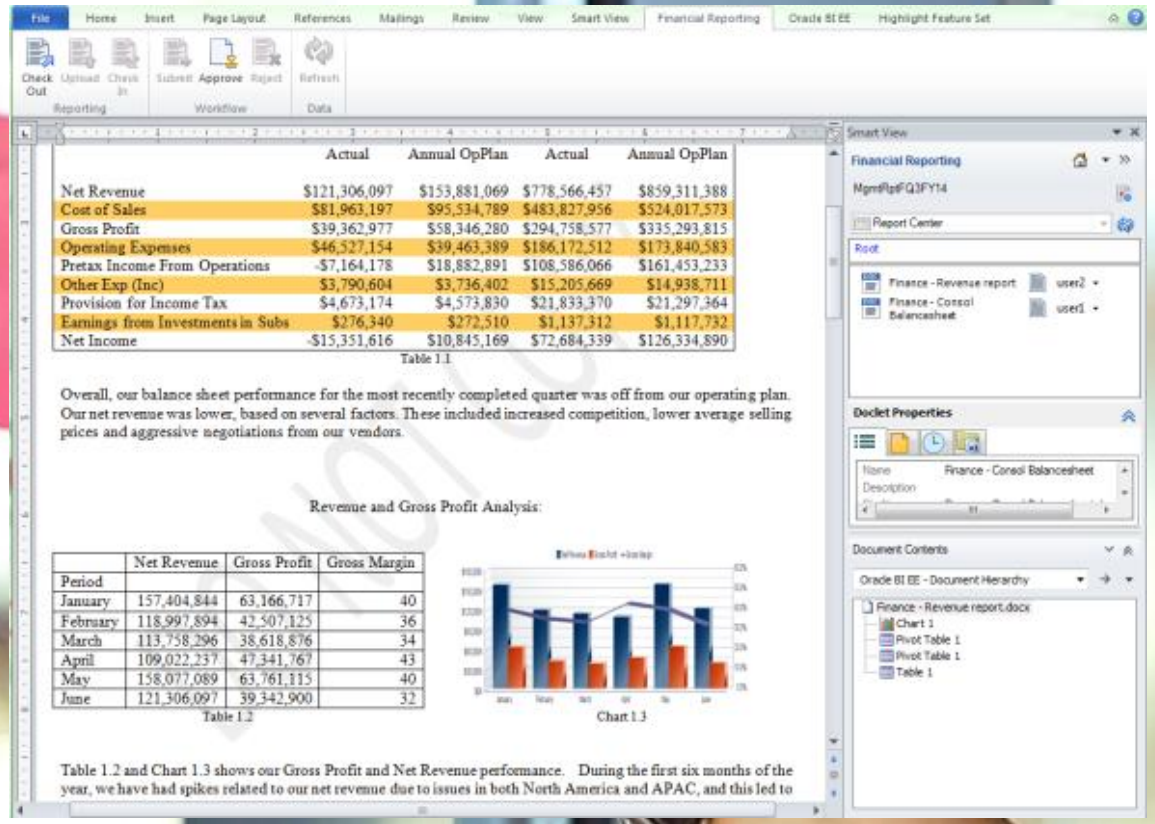
Confidently Report

Easily combine system of record data into reporting

Combine and securely move easily across on-premises and cloud data sources

Integrate data from Oracle and other ERP systems

Leverage existing IT investments



	Actual	Annual OpPlan	Actual	Annual OpPlan
Net Revenue	$121,306,097	$153,881,069	$778,566,457	$859,311,388
Cost of Sales	$81,963,197	$95,534,789	$483,827,956	$524,017,573
Gross Profit	$39,362,977	$58,346,280	$294,758,577	$335,293,815
Operating Expenses	$46,527,154	$39,463,389	$186,172,512	$173,840,583
Pretax Income From Operations	-$7,164,178	$18,882,891	$108,586,066	$161,453,233
Other Exp (Inc)	$3,790,604	$3,736,402	$15,205,669	$14,938,711
Provision for Income Tax	$4,673,174	$4,573,830	$21,833,370	$21,297,364
Earnings from Investments in Subs	$276,340	$272,510	$1,137,312	$1,117,732
Net Income	-$15,351,616	$10,845,169	$72,684,339	$126,334,890

Table 1.1

Overall, our balance sheet performance for the most recently completed quarter was off from our operating plan. Our net revenue was lower, based on several factors. These included increased competition, lower average selling prices and aggressive negotiations from our vendors.

Revenue and Gross Profit Analysis:

	Net Revenue	Gross Profit	Gross Margin
Period			
January	157,404,844	63,166,717	40
February	118,997,894	42,507,125	36
March	113,758,296	38,618,876	34
April	109,022,237	47,341,767	43
May	158,077,089	63,761,115	40
June	121,306,097	39,342,900	32

Table 1.2

Chart 1.3

Table 1.2 and Chart 1.3 shows our Gross Profit and Net Revenue performance. During the first six months of the year, we have had spikes related to our net revenue due to issues in both North America and APAC, and this led to

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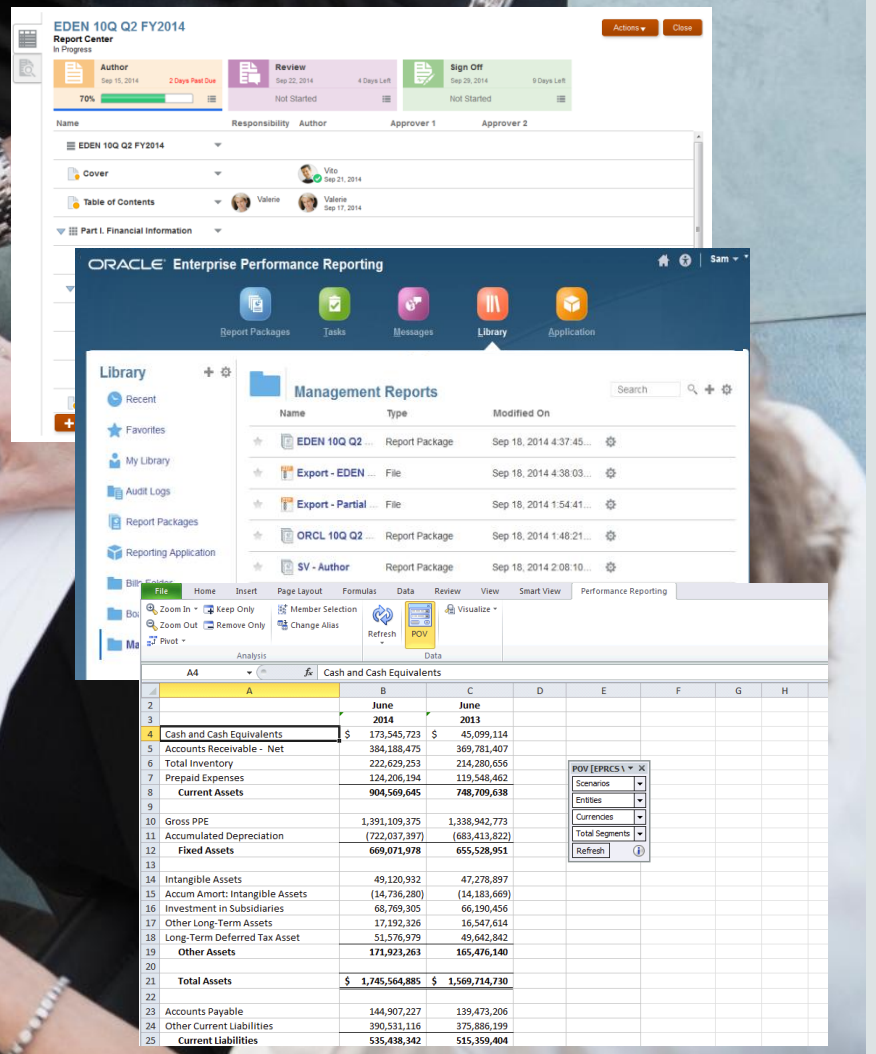
Enterprise Performance Reporting Cloud Service

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
- Multi Dimensional engine to (optionally) store data in the cloud for Report Packages and powerful analytics via Smart View



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Your Existing Investments

- ✓ Documents
- ✓ On-Premise EPM/BI Sources
- ✓ Cloud EPM Sources
- ✓ EPM/BI Reporting Content
- ✓ Smart View and MS Office

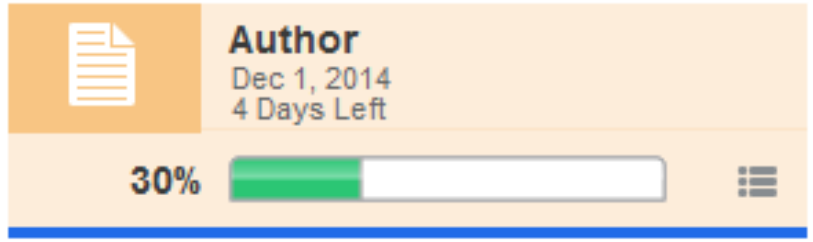
Report Development Lifecycle

Author → Review → Sign Off

Author Phase

Process overview

- Report Package Owner “starts” the Doclets
- Authors work on their Doclets
  - Check-Out Doclets and update the report contents
  - Check-in & submit Doclet for approval
- Approvers work on their Doclets
  - Perform same actions on the Doclet as the Author
  - Approve/Reject doclet
- Report Package Owner marks Author Phase complete



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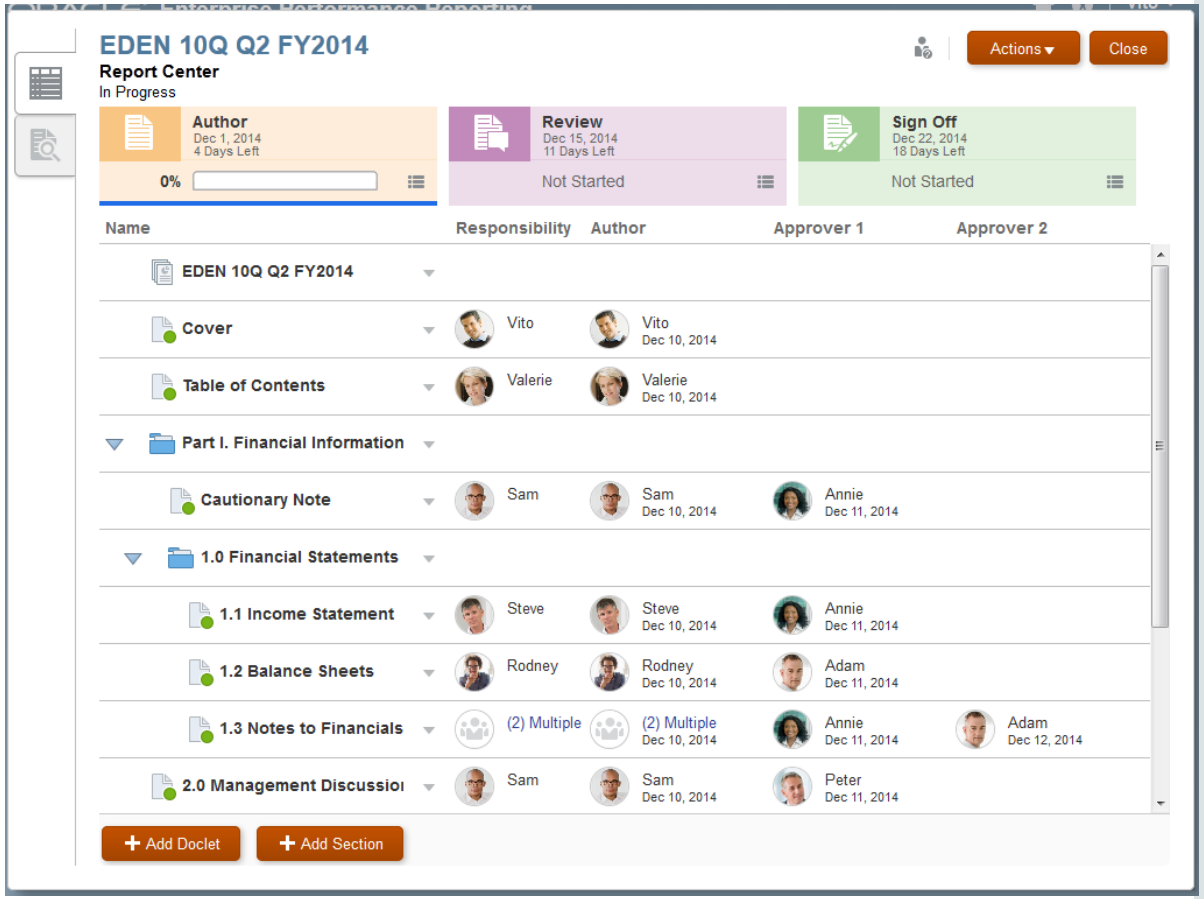
Author Phase

Starting the process

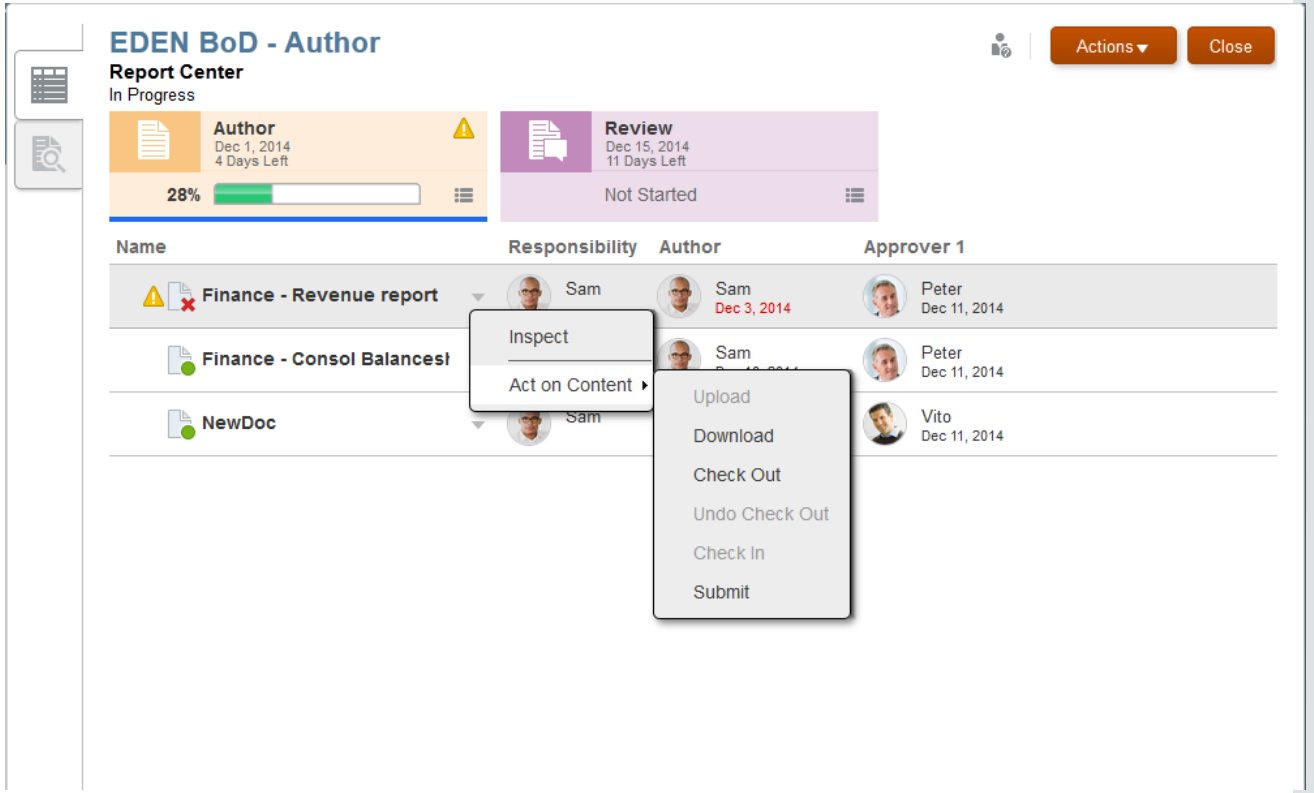
- Report Package Owner “starts” the Doclets
  - Can choose to start an individual Doclet, section, or entire Report Package
- Process reporting updated
  - Doclet level – Status & Responsibility updated
  - Author Phase – Status shows % & Progress
  - Report Package – Status shows “In Progress”



Author & Approver work on doclets

Web based actions

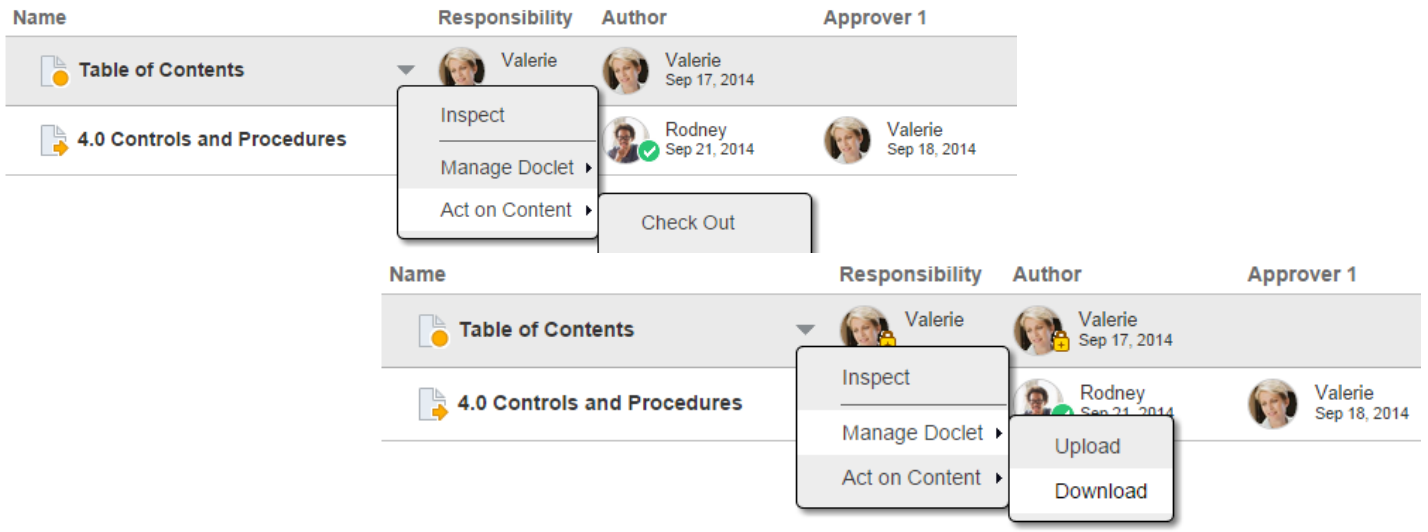
- Content management actions
  1. Check out – locks other users from updating content
  2. Download doclet & updates content
  3. Uploads new content – WIP document saved
  4. Check in – New content visible to all users. Prior content versioned.
- Workflow actions
  - Submit, Approve, Reject
    - N/A when doclet checked out



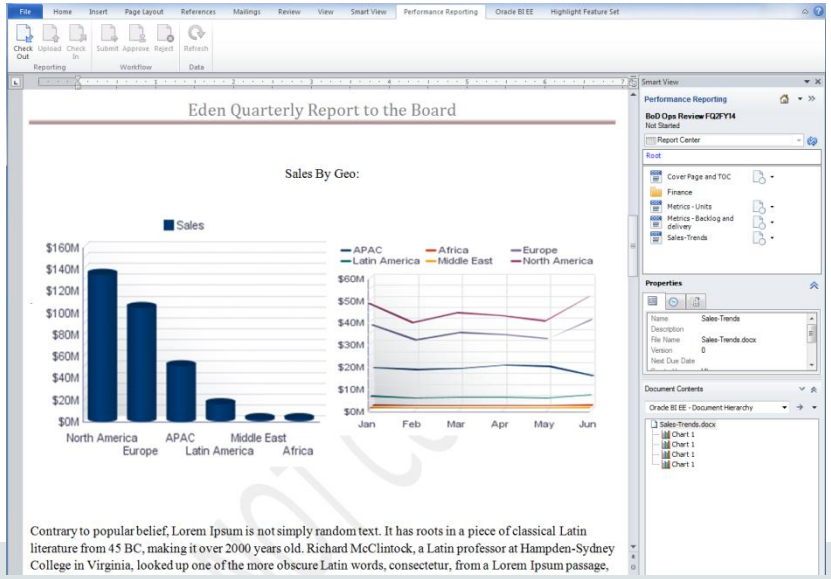
Authoring Doclets

2 ways

- Via Web interface
  - Download to client
  - Author in Word
  - Upload to EPRCS
  - Perfect for authoring narrative content



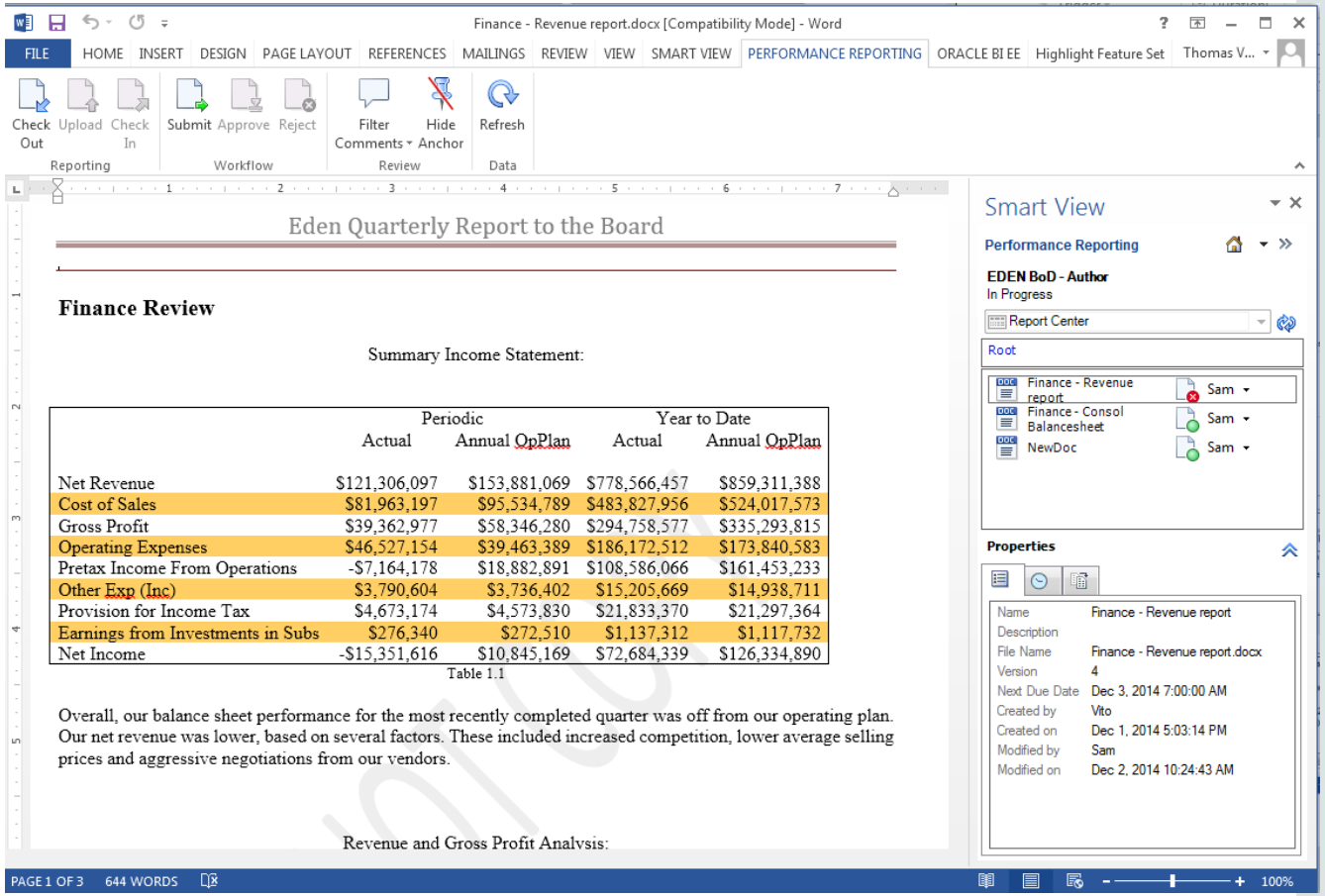
- Via Oracle Smart View for Office
  - Using the Enterprise Performance Reporting extension
  - Perfect for integrating textual data with narrative



Author & Approver work on doclets in Smart View

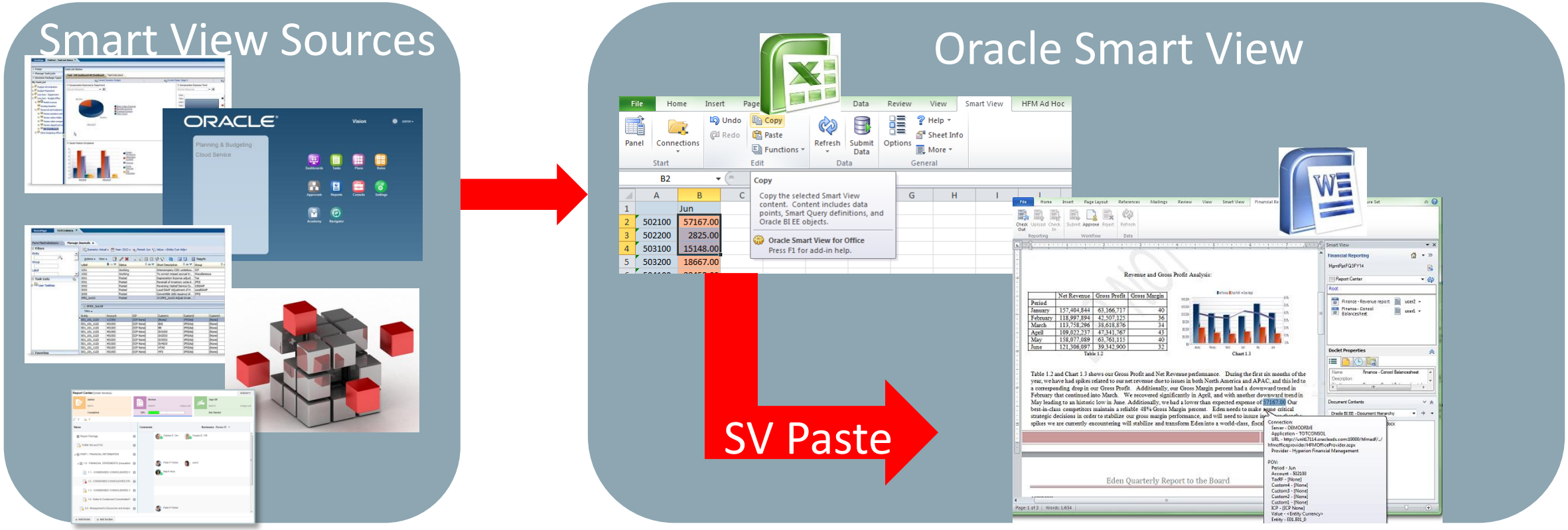
Smart View actions

- Content management actions
  1. Check out – locks other users from updating content
  2. Download doclet & updates content
  3. Uploads new content – WIP document saved
  4. Check in – New content visible to all users. Prior content versioned.
- Workflow actions
  - Submit, Approve, Reject
    - N/A when doclet checked out by another



Embedding Refreshable Data in Report Package Doclets

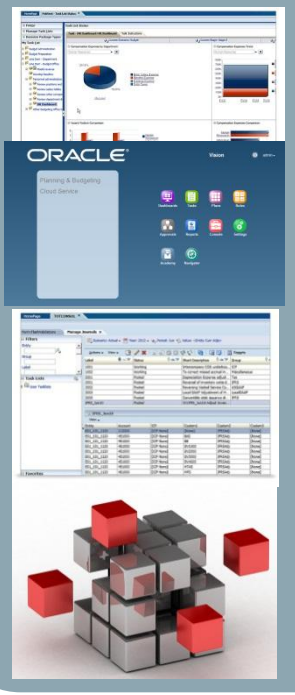
Ad hoc Sources via Smart View and Excel



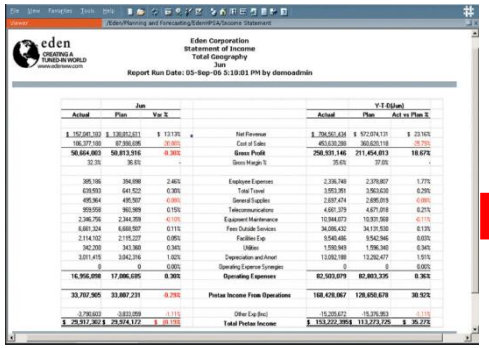
Embedding Refreshable Data in Report Package Doclets

Formatted Sources via Smart View Direct to Word

EPM Sources

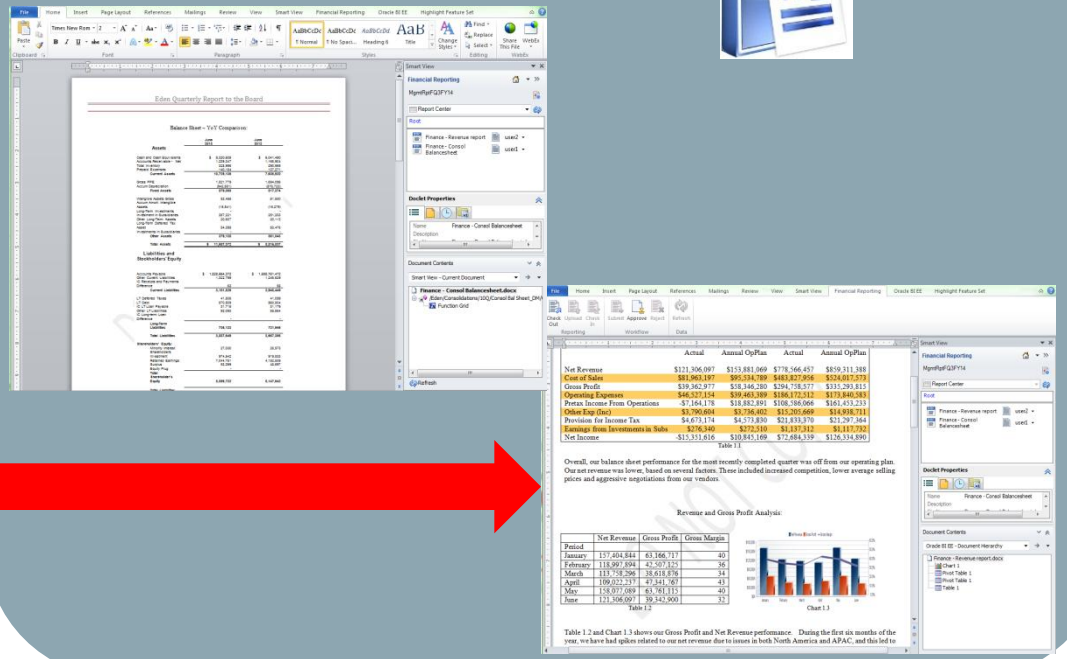


Hyperion Financial Reporting



Oracle Business Intelligence

Oracle Smart View

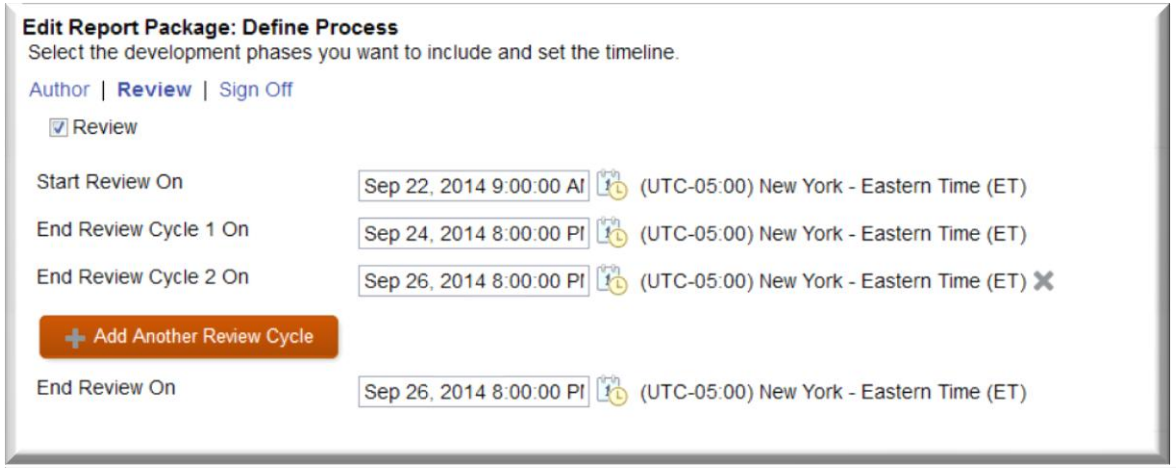


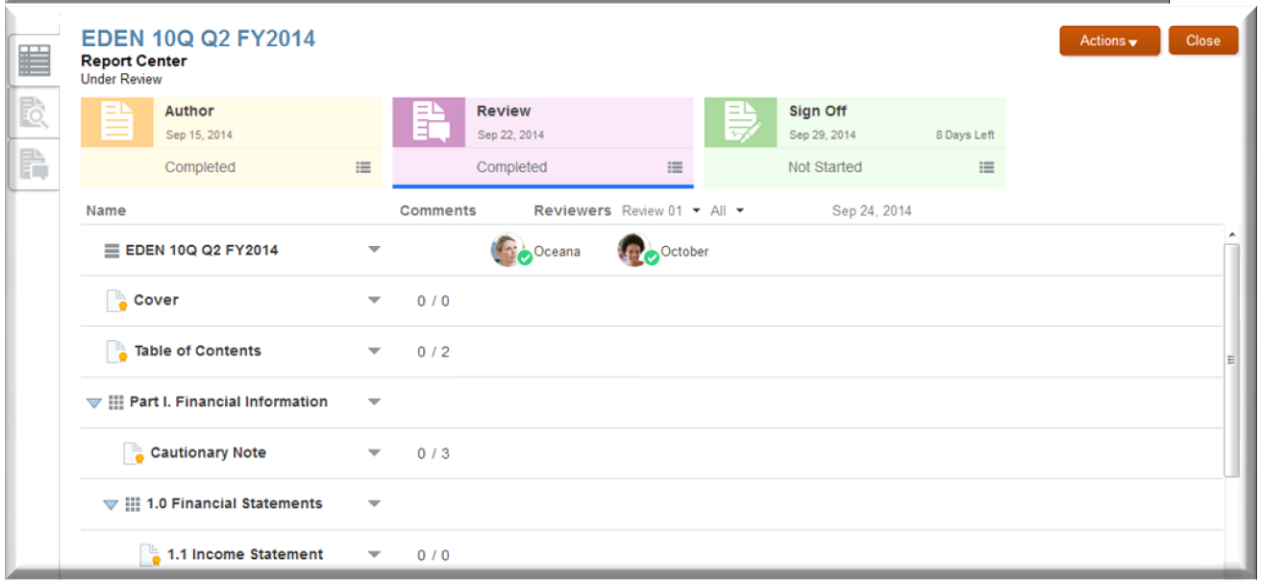
Review

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)

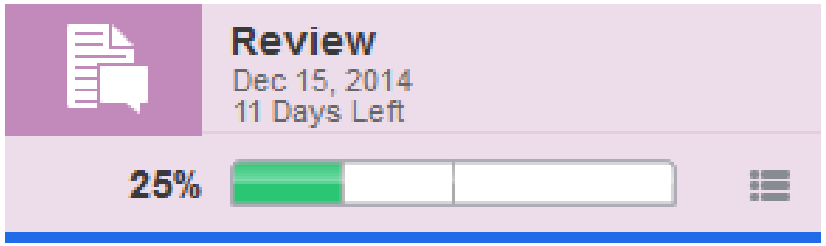




Review Phase

Process overview

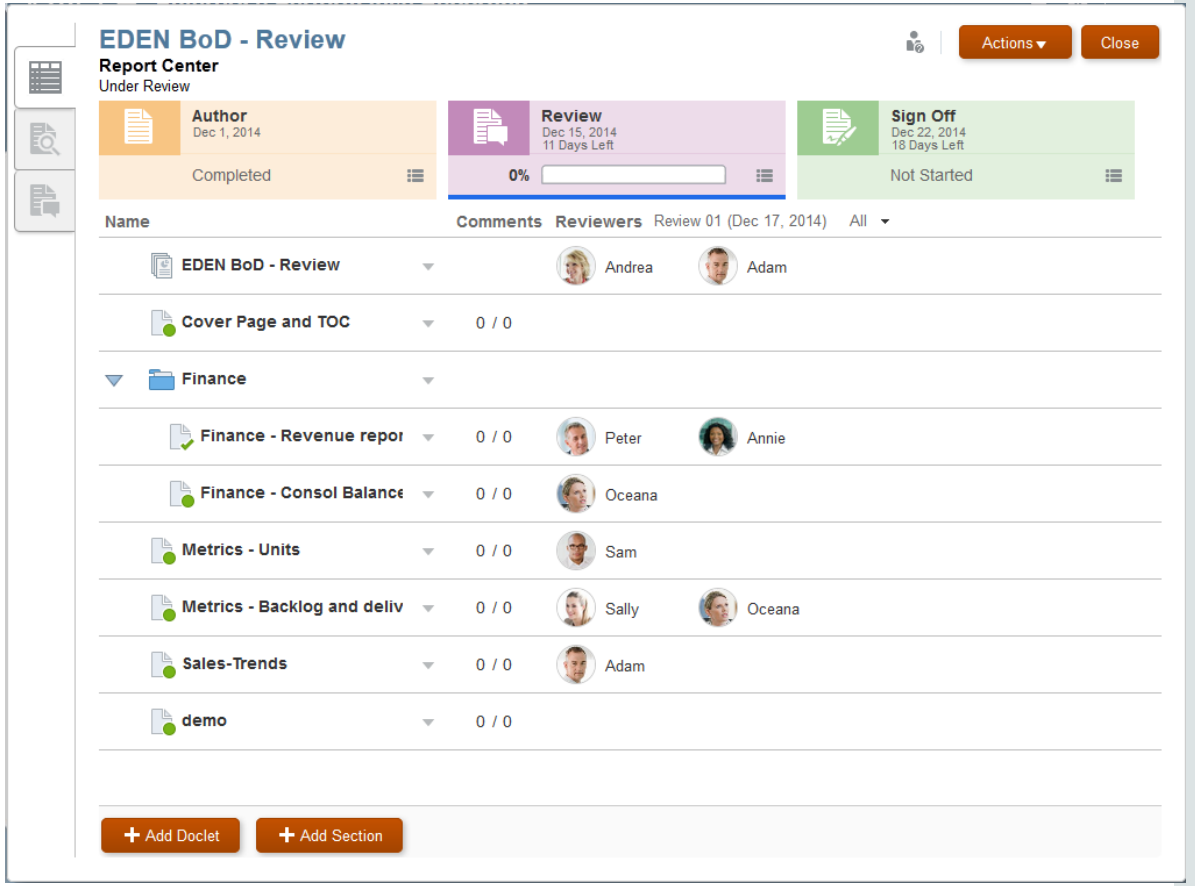
- Report Package Owner “starts” the review cycle
- Reviewers view the report snapshot
  - Highlights report content and posts a comment
  - Adds additional threads to comments raised by others
  - Marks their review complete
- Report Package Owner addresses comments
  - Addresses comment questions then marks comment closed
  - Updates doclet content or sends doclet back to Author(s)
- Report Package Owner closes the review cycle
  - Prevents additional comments being added



Review Phase

Starting the process

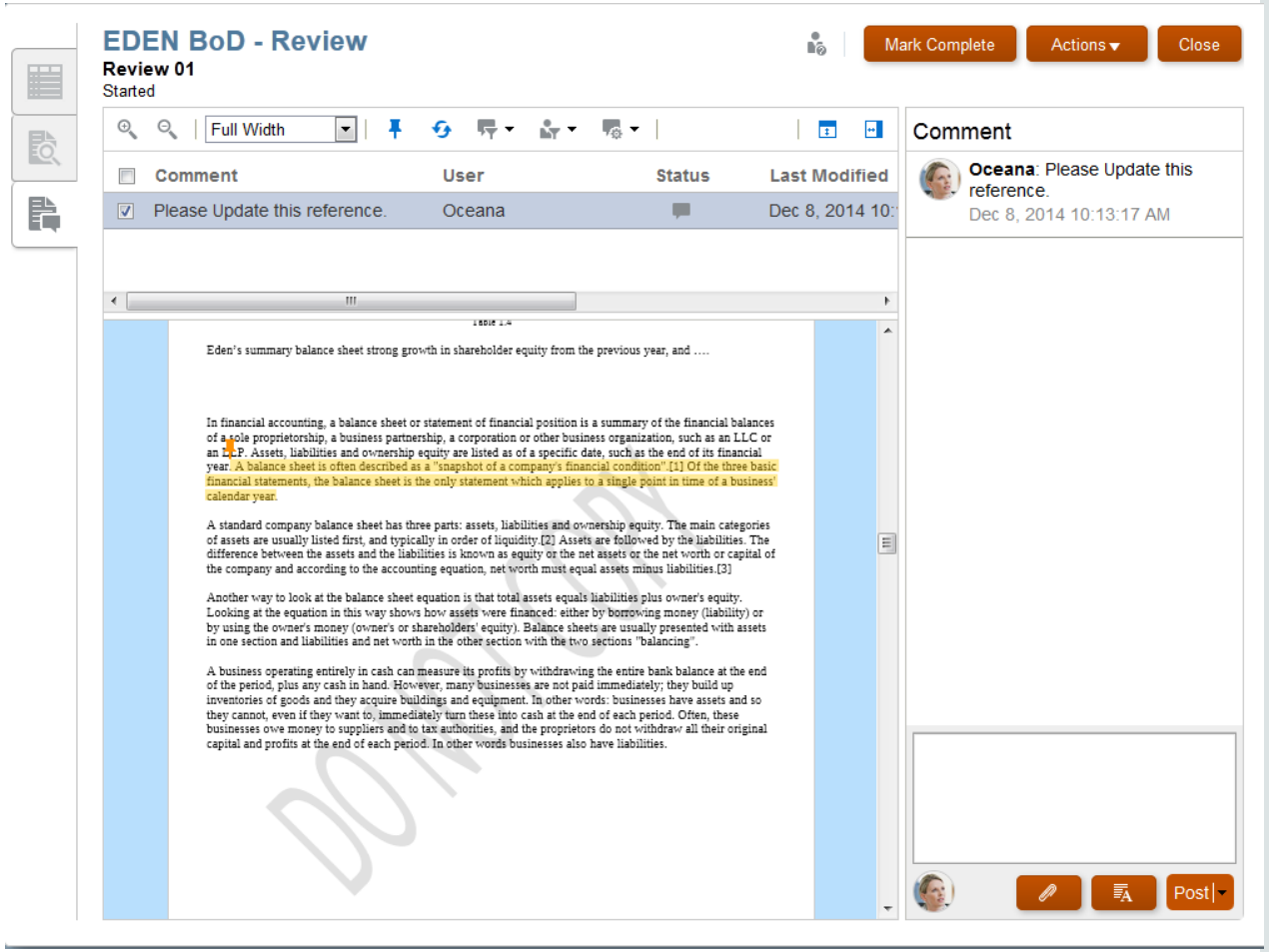
- Report Package Owner creates the Review instance
  - Contains latest checked in doclet content
- Report Package Owner “starts” the review cycle
  - All groups enumerated to derive Reviewer list
- Process reporting updated
  - Review Phase – Status shows % & Progress
  - Report Package – Status shows “Under Review”



Reviewers perform Reviews

Collaborative review process

- Reviewers view the report snapshot
  - Report snapshot only includes content the reviewer has been assigned to review
  - Reviewer highlights report content and posts a comment
  - Reviewer adds additional threads to comments raised by others
  - Reviewer marks their review complete



Sign Off

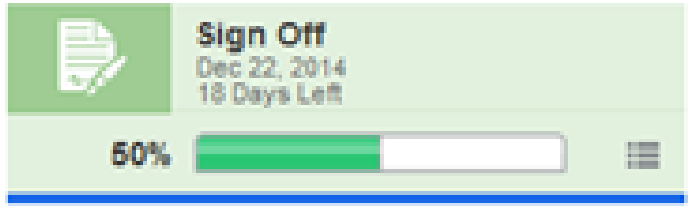
Secures content and gather electronic sign off

- Requires all content be completed and locked down
  - Prevents all users from modifying the contents of the report
- Gathers approval of 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

Process overview

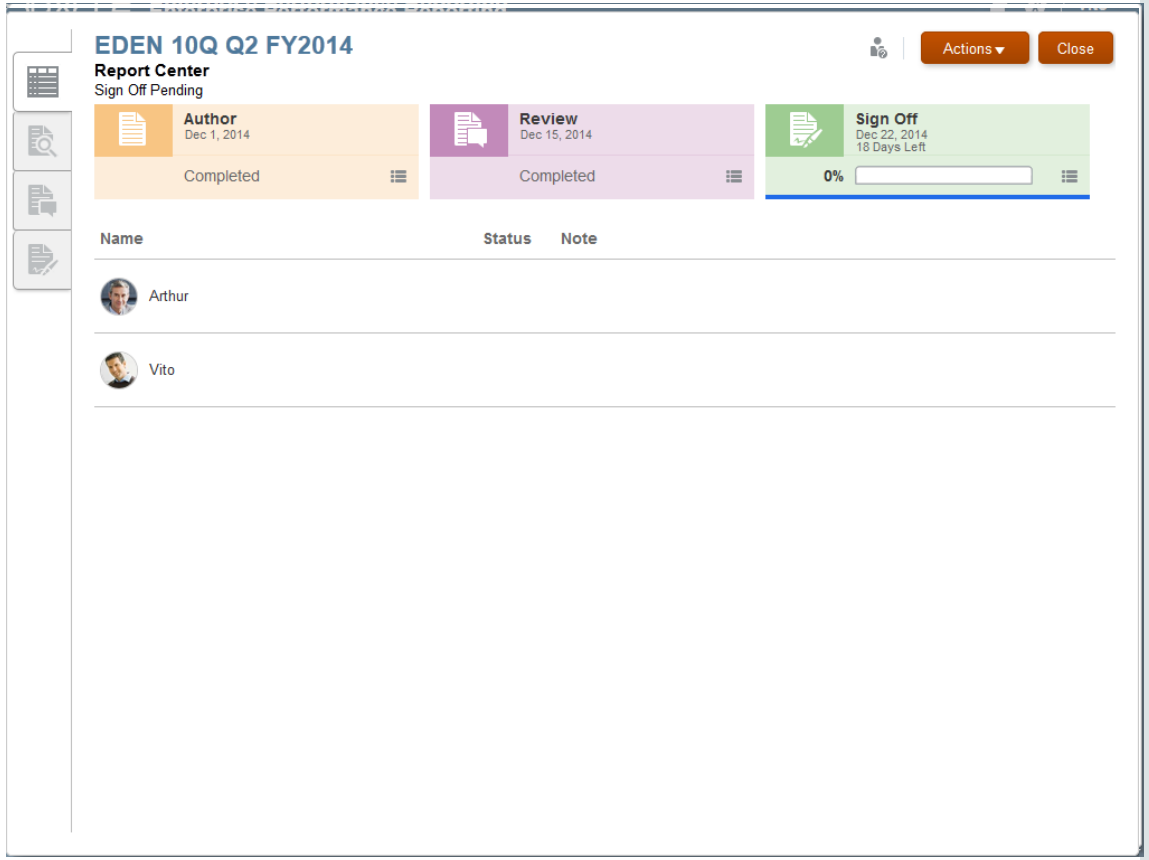
- Report Package Owner send the report out for sign off
- Signers view the final report snapshot
  - Review finalized content
  - Can either “Sign Off” or “Reject” the report
- Once all sign offs received..
  - Sign Off phase marked complete
  - Report Package status is “Final”
  - Report content is locked down
- Report Package Owner publishes final report



Sign Off Phase

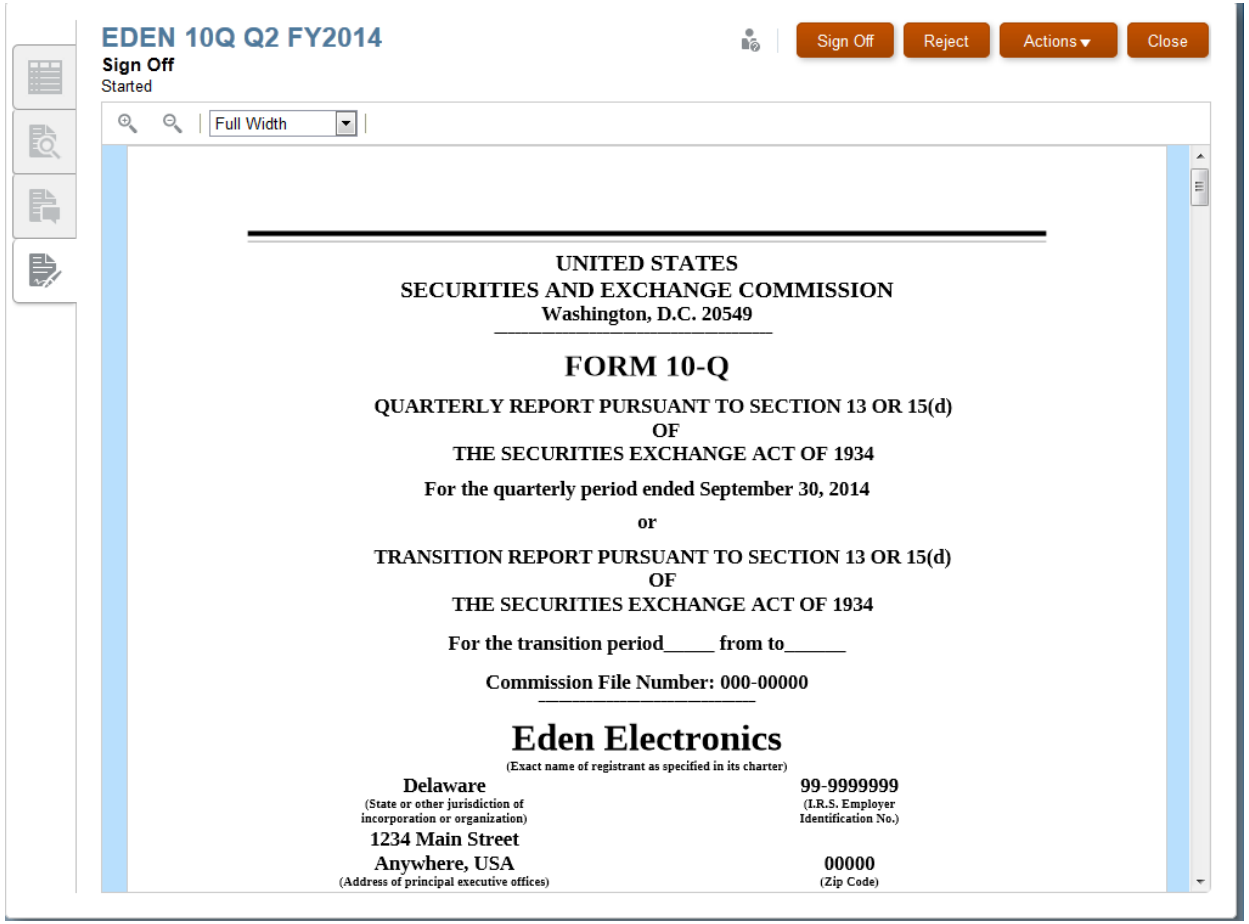
Starting the process

- Report Package Owner creates the Sign Off instance
  - All prior phases must be completed
  - All doclets must be completed and checked in
- Report Package Owner send the report out for sign off
- Process reporting updated
  - Sign Off Phase – Status shows % & Progress
  - Report Package – Status shows “Sign Off Pending”



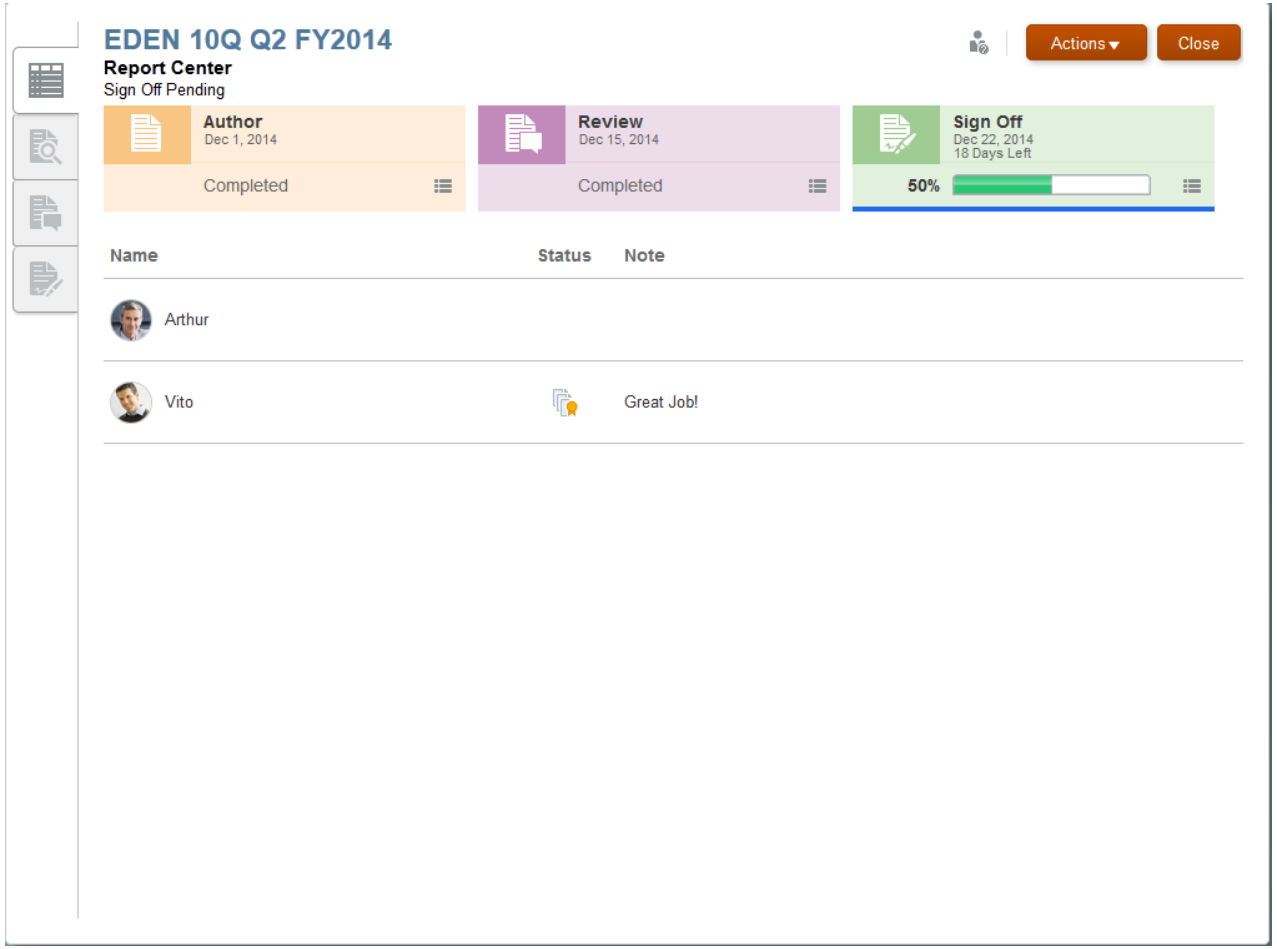
Signers review final report

- Signers can either
  - "Sign Off" or "Reject" the report
  - Can add text note to action



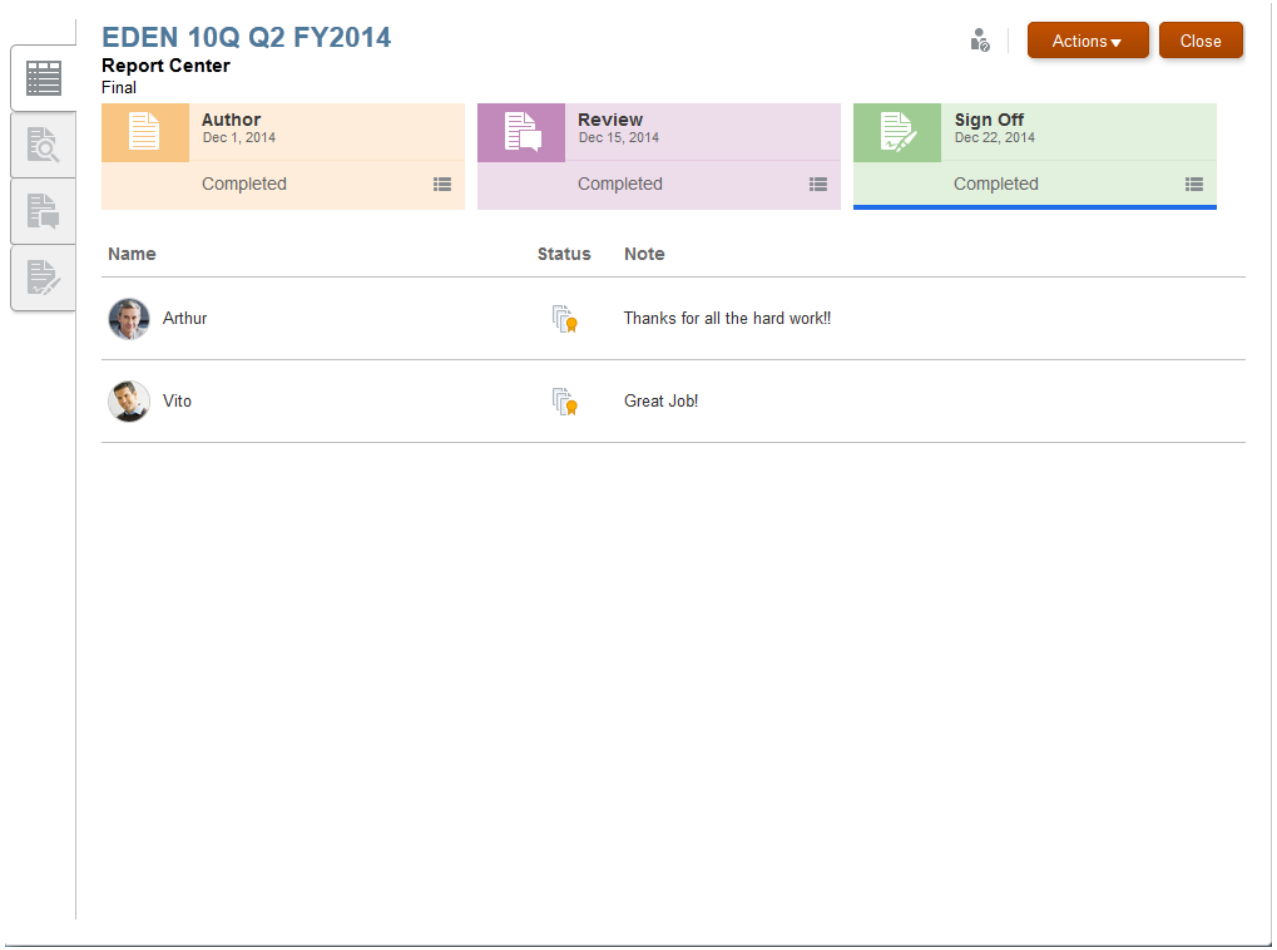
Report Package Owner monitors the process

- Report Package Owner cannot..
  - Perform the sign offs
  - Edit report or modify content
- Report Package Owner reopen the report
  - Rescinds sign off requests
  - Unlocks the report
  - Requires report to be sent out again



Sign Off phase completion

- Report becomes “Final” once all sign offs are received
  - No action required by Report Package Owner
- Report Package Owner can..
  - Publish report
  - Remove working papers
    - Delete old versions, review details
  - Unlocks the report



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