

HYPERION PLANNING

KEY FEATURES AND BENEFITS

KEY FEATURES:

- Integrated, best-in-class analytical capabilities
- Synchronized financial and operational planning processes
- Microsoft Office integration
- Simplified Web interface
- Predefined functional solutions
- Powerful workflow
- Scalable architecture
- Robust data integration

KEY BENEFITS:

- Create accurate forecasts
- Reduce budgeting and planning cycles by weeks or months
- Integrate financial and operational planning in one system
- Meet immediate finance needs while enabling operations-specific budgeting processes
- Support advanced, power-user modeling capabilities with seamless Microsoft Excel integration
- Appeal to a wider user community through a simplified Web interface
- Add quick-to-implement, prepackaged, fully-supported functional solutions
- Meet industry-specific needs by leveraging industry expertise

Oracle's Hyperion Planning – System 9 is a centralized, Microsoft Excel- and Web-based planning, budgeting, and forecasting solution that integrates financial and operational planning processes.

Hyperion Planning provides an in-depth look at business operations and its impact on financials by tightly integrating financial and operational planning models. With Hyperion Planning, you can meet your immediate financial planning needs while enabling a platform for future cross-functional expansion and automated process integration.

Lay the Foundation for Integrated Planning

Accurately predicting revenue and operating performance is a daunting challenge facing many enterprises today. Despite their awareness of the significant adverse impact that missed forecasts and plans can have on their business, the most common solution for budgeting and planning is still the disconnected spreadsheet that makes the planning process unreliable and inefficient. The resulting long budget cycles and forecasting inaccuracies prevent responsiveness to change, causing companies to miss business opportunities while wasting money and resources on deteriorating business segments.

Hyperion Planning allows you to rationalize the existing spreadsheet environment in a single planning system while enabling a platform for future organizationwide deployment. As a result, you can meet your immediate planning needs, typically driven by finance, while providing an expanded budgeting process that integrates finance and business units.

Ensure Accurate Forecasts with Integrated Analytical Capabilities

Oracle provides native business intelligence and planning capabilities in a single environment. Hyperion Planning lets you perform sophisticated analysis of business operations and use that information to create accurate forecasts and plans without switching to different tools. Using a single interface, you can access user-friendly dashboards, interactive analytics, and richly formatted financial reports while interacting with the planning system. With the Enterprise Performance Management Architect feature, you can easily create, manage, and integrate your planning processes for faster deployment and lower cost of ownership.

The screenshot shows the Hyperion Planning web interface. The main window displays a financial data table for 'Bookshelf Audio Systems' under the 'Distribution' plan. The table shows monthly data from January to November for various financial metrics. The interface includes a menu bar, a toolbar, and a status bar at the bottom.

	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.
Units	7,366	8,182	8,869	6,246	7,170	9,971	7,640	5,764	9,860	21,316	17.8
Price	57	42	47	50	47	51	55	50	49	49	
Sales Return %	5.6%	5.6%	5.5%	5.5%	5.8%	6.6%	6.7%	5.9%	5.9%	5.9%	5.3
Sales Allowance %	4.0%	4.0%	3.9%	3.9%	4.1%	4.7%	4.8%	4.1%	4.1%	4.1%	4.2
Operating Revenue	424,621	340,208	416,222	363,892	340,145	478,390	416,696	337,021	485,351	1,031,419	1,076.4
Sales Returns	(25,804)	(19,641)	(22,810)	(18,830)	(19,663)	(31,422)	(28,090)	(18,531)	(26,988)	(66,300)	(83.2)
Sales Discounts	(17,037)	(13,650)	(16,822)	(14,322)	(14,343)	(22,466)	(20,008)	(13,739)	(19,786)	(42,049)	(49.9)
Returns and Allowances	(42,841)	(33,291)	(39,632)	(33,152)	(34,006)	(53,888)	(48,529)	(32,270)	(46,774)	(108,349)	(133.1)
Net Revenue	381,780	307,066	376,628	329,938	306,461	424,501	368,657	304,751	438,577	923,070	971.4
Operating COS	236,024	261,461	293,414	199,595	229,122	299,456	244,141	184,192	318,278	876,373	544.6
Gross Profit	147,731	46,005	93,513	129,943	77,339	125,045	124,516	119,370	119,899	282,649	427.2

Figure 1: Hyperion Planning's intuitive Web interface allows financial and business users to quickly update key business drivers and see their related impact on financials.

Expand Beyond Finance to Support Operational Business Planning

Hyperion Planning synchronizes your financial and operational planning processes in your organization by connecting planning activities—such as sales revenue planning, marketing campaign planning, demand planning, workforce planning, and operations project planning—throughout the supply chain. With driver-based planning capabilities, nonfinancial users can enter business and operational drivers, while sophisticated business rules will then calculate their financial impact. By expanding financial planning into operational planning, you can attain more-accurate forecasts, and consequently, better adapt to market changes.

Leverage Existing User Competencies with Microsoft Office Integration

Hyperion Planning allows you to update and report plans using familiar tools such as Microsoft Office Excel, PowerPoint, and Word. Through Excel, for example, you can easily perform sophisticated financial modeling and reporting using reliable and up-to-date information from the central planning database. Hyperion Planning lets you take your plans offline, and at your own convenience, change assumptions, perform calculations, analyze results, and connect back to the central database to synchronize your updates.

Additionally, you can directly integrate data from the planning database into PowerPoint and Word. This allows you to quickly create highly customized reports with accurate information and automatically refresh the report when the underlying data changes. The end result: reduced manual intervention, improved data integrity, and increased reporting accuracy.

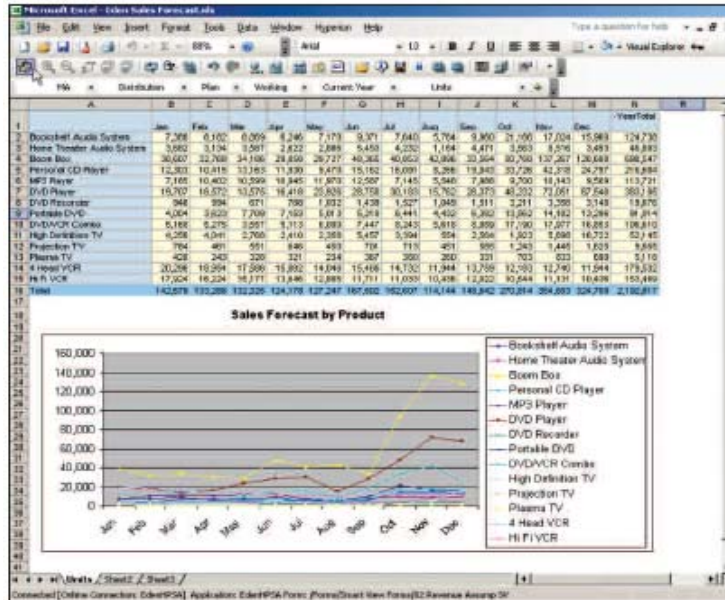


Figure 2: Hyperion Planning’s Microsoft Office integration allows users to update and report plans in Excel, PowerPoint, and Word. Excel integration supports online and offline planning.

Connect a Wide User Community with Simplified Web Interface

Hyperion Planning enables your business users to easily view plans and reports regardless of their computer skills. It also guides your less-frequent users step by step through the planning process using a wizard called Task Lists, allowing you to reduce cycle times while ensuring that your plans are complete and reliable. With Hyperion Planning’s secure Web infrastructure and user-friendly interface, you can even include your external business partners, such as suppliers or distributors, in your planning process. As a result, you will be able to increase the timeliness and accuracy of your forecasts.

Enable Quick Implementations Through Predefined Solutions

The Hyperion Planning platform is designed to allow you to easily add predefined modules for workforce planning and capital expense planning, thereby reducing your implementation time and costs while providing best-practice functionality.

- Oracle’s Hyperion Workforce Planning lets you quickly and efficiently plan for head count, salary, and compensation across the enterprise. By automatically connecting with your workforce data, it helps you assess the business impact of your workforce decisions in real time.
- Oracle’s Hyperion Capital Expense Planning allows you to plan existing and new capital assets, maintenance, transfers, and depreciation while analyzing their impact on income, balance sheet, and cash flow.

RELATED PRODUCTSHYPERION FINANCIAL
PERFORMANCE
MANAGEMENT
APPLICATIONS

Oracle's Hyperion Financial Performance Management Applications are an integrated suite of software modules that unite the entire financial management cycle by linking strategies to plans, continuously monitoring and optimizing execution, and reporting results in a timely, accurate manner. Part of Oracle's Enterprise Performance Management System, Hyperion Financial Performance Management Applications can be quickly and easily deployed out of the box, extended with Oracle's business intelligence product family, or tailored to meet your organization's specific needs.

RELATED PRODUCTS:

Hyperion Financial Performance Management Applications include the following products:

- Hyperion Financial Management - System 9
- Hyperion Performance Scorecard - System 9
- Hyperion Strategic Finance
- Hyperion Workforce Planning
- Hyperion Capital Expense Planning

Ease Collaboration and Maintain Control with Powerful Workflow

Hyperion Planning's powerful workflow functionality—including e-mail notifications, alerts, and task lists—empowers users to track and communicate the progress of plans and budgets. In addition to creating, validating, and changing plans and task lists, you can also identify bottlenecks and conduct what-if analysis and scenario testing.

Support Large Deployment with Scalable Architecture

Hyperion Planning is built on a scalable architecture, which allows you to, if appropriate, start with an initially small deployment before rolling it out to hundreds or thousands of required users in the organization. The architecture allows for flexible data entry, analysis, and frequent real-time updates from anywhere, in a safe and secure environment using a standard Web browser.

Moreover, Hyperion Planning provides collaborative planning processes and dependable, centralized data management, significantly reducing your maintenance and distribution costs. Hyperion Planning interoperates with existing security mechanisms to help ensure maintenance and security consistency.

Ensure Data Quality with Robust Data Integration

Hyperion Planning facilitates bidirectional information exchange with legacy applications, data warehouses, and enterprise resource planning and transaction systems. It is an open and extensible system that leverages data that was previously "locked" in silos and other systems.

Contact Us

For more information about how your organization can leverage the power of Oracle's Hyperion Planning – System 9, please visit www.oracle.com or call 1.800.ORACLE1 to speak to an Oracle representative.

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