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- 14+ years of experience with ERP & CRM systems
- 6+ years of developing & delivering NetSuite
- Extensive experience in multiple industries, including not-for-profits
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• 29+ years of experience in the CPM & BI
  • 15 yrs. Consulting mainly Oracle EPM, Essbase and BI
  • 14 Pre-Sales CPM & BI at Oracle and Partner(s)

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Agenda

• Introductions
• What is CPM
• What is Planning (PBCS)
• Budgeting and Planning within NetSuite - Demo
• Planning and Budgeting Cloud (PBCS) - Demo
• Questions & Next Steps
CPM Solution Overview

**BUDGETING & FORECASTING**
- Revenue planning
- Personnel planning
- Operating expense planning
- Capex planning
- Balance sheet & cash flow planning
- Workflow and collaboration

**FINANCIAL CONSOLIDATION**
- Intercompany eliminations, reclassifications, and allocations based on built-in rule intelligence
- Currency conversion and cumulative translation adjustment for multi-currency financial consolidations

**REPORTING**
- Fully customizable reporting capabilities
  - Financial statements
  - Profitability modeling and optimization
  - Management and statutory reporting
  - Dashboards, scorecards, and KPIs
  - MS Office add-ins: Word, Excel, and PPT

**DATA AGGREGATION**
- Direct and/or manual system integration
- ETL of disparate data sources, including ERP/GL, HRIS, CRM, BI, and other sources of information necessary to drive better planning, reporting, and decision-making

**SCENARIO PLANNING**
- Annual and multi-year planning, as well as periodic forecasting, controllable by version
- Dynamic what-if scenario analyses based on financial and non-financial drivers & assumptions
The Value of CPM

- Improvement in forecast accuracy: 15%
- Increase in value-added analysis: 27%
- Improved communication and collaboration: 53%
- Increased use of rolling forecasts: 28%

- Reduction in time to close the books: 20%
- Reduction in time to produce management reporting: 44%
- Decrease in budgeting cycle time: 71%
- Decrease in manual adjustments: 23%

Source: Oracle Value of EPM Survey, June 2018
RSM has Partnerships with Multiple CPM Software Solutions

RSM can provide solutions to customers who operate the following CPM software platforms.

- **Prophix**
  - Partners since 2007
  - RSM is *2014, 2015, 2016, 2017 & 2018* North American Partner of the Year

- **Adaptive Insights**
  - Partners since 2010
  - *Adaptive Top 3 Preferred Platinum Partner*

- **Planful**
  - Partners since 2016
  - RSM is *2018* North American Partner of the Year

- **Solver**
  - Partners since 2010
  - RSM is a *2013, 2014, 2016, 2017 & 2018* Partner Award Winner

- **Oracle Planning and Budgeting Cloud**
  - Partners since 2018
Typical Reporting Challenges

- **Historical**
  - Standardized Reporting

- **Situational**
  - Ad-Hoc Query & Analysis

- **Forward-looking**
  - Modeling and Forecasting

Expensive to Build and Maintain, Difficult to Respond to Change

*** Spreadsheets Fill the Gaps ***
Spreadsheets are terrible “DATABASES”

- 100’s or 1000’s
- Time
- Accuracy
- Maintenance
- Not Scalable
- ROI/COST

- Spreadsheet Chaos
Introduction to Planning (PBCS)

- Centralized planning and forecasting solution
- Shorten planning cycles, supports all forecasting methods
- Improve plan & forecast accuracy
- Planning in Excel supported, too!
- Predictive planning
- Approvals and dynamic workflow
- Threaded commentary
- Supports dashboarding, reporting, and ad hoc
- Role-based navigation flows
- Fast and easy to deploy
- Highly scalable
- Drill through

Get out of Spreadsheet Chaos
PBCS: Powered by Essbase

- OLAP Database
  - Dimensional “cube” of information
  - The “By’s” of the company
  - Ability to “slice n dice” the data
  - Hierarchical Driven

- Platform to grow with you

- One Version of the Truth
  - One Place to create and maintain business rules and calculations
  - Get away from spreadsheet chaos.
  - Business owned and operated. (Self service modeling)

- Essbase is commonly used to
  - Combine multiple sources of disparate data
  - Consolidate data
  - Analyze summarized data
  - Provide an intuitive data model
  - “What If”, Planning, Forecasting, etc...
  - “Speed of thought”
  - Powers EPM applications
  - Used across the entire Enterprise.
  - Satisfy the needs of a variety of users
PBCS / CPM: Not Just for Finance

- **Sales**
  - Sales Force Effectiveness
  - Pipeline Analysis
  - Flash Sales

- **Customers**
  - Customer Segmentation
  - Customer Profitability
  - Promotion & Campaign Effectiveness

- **Suppliers**
  - Vendor Scorecards
  - Supply and Demand Planning
  - Strategic Sourcing Analysis

- **Human Resources**
  - Compensation Analysis
  - Time & Labor Analysis
  - Benefits Offering Analysis

- **Finance**
  - Budgeting / Planning
  - Cost Analysis
  - Cash Flow Analysis

- **Operations**
  - Productivity Analysis
  - Quality Analysis
  - Labor and Cost Analysis
Is PBCS Right for You

There are several scenarios in which a company utilizing Oracle Planning and Budgeting Cloud Service makes sense. Below are some examples of why an organization may want to consider PBCS over an on-premises deployment:

• Looking for a Planning and forecasting tool that can handle both simple or complex models
• Have a Management Reporting issue and need a centralized reporting tool
• Looking for a quick deployment with no infrastructure maintenance
• Lacking a dedicated IT department or the experience to install/maintain an Enterprise Performance Management environment
• Complementing on-premise deployment with rolling out PBCS quickly to field units or new divisions, etc. in a hybrid model
• Need immediate Value and relieve of pain points while waiting for ERP to start, finish, resume
  • Many customers have put ERP on hold and are going with a CPM offering during the current and even past crisis's
Demo – NetSuite Planning and Budgeting

Mark Borrelli
Demo – Planning and Budgeting Cloud (PBCS)

- This is a base demo image of the Vision Electronics Company
- This is intended to show base features, functions and look & feel

Jim Kubik
QUESTIONS AND ANSWERS?
THANK YOU FOR YOUR TIME AND ATTENTION