

# ORACLE PBCS DEMO

April 2020



# Your Presenter



**Mark Borrelli**

Director, Pre-Sales Business Development

[Mark.Borrelli@rsmus.com](mailto:Mark.Borrelli@rsmus.com)

704.206.7211

- 14+ years of experience with ERP & CRM systems
- 6+ years of developing & delivering NetSuite
- Extensive experience in multiple industries, including not-for-profits

# Your Presenter



## Jim Kubik

Director, Pre-Sales CPM & BI

[Jim.kubik@rsmus.com](mailto:Jim.kubik@rsmus.com)

216.798.2236

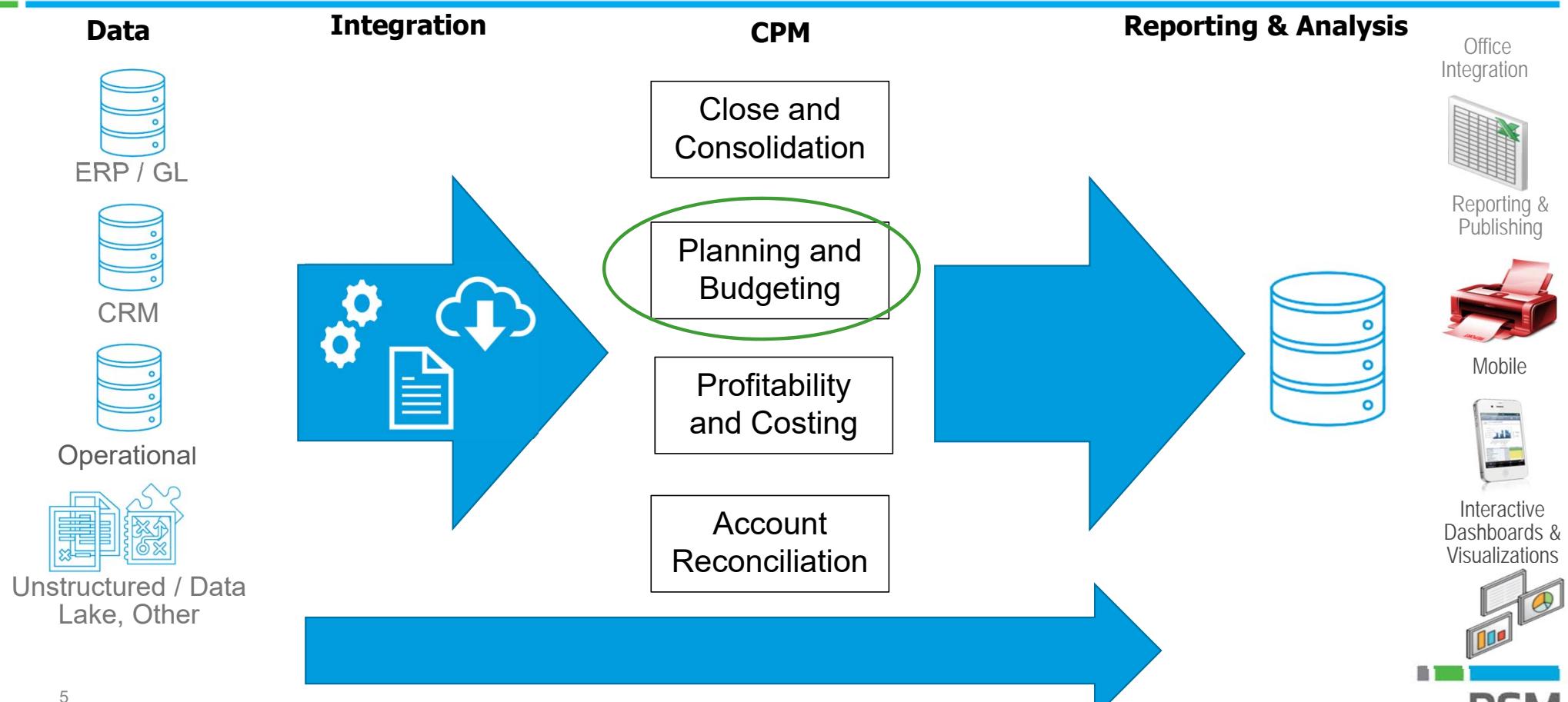
- 29+ years of experience in the CPM & BI
  - 15 yrs. Consulting mainly Oracle EPM, Essbase and BI
  - 14 Pre-Sales CPM & BI at Oracle and Partner(s)
- Extensive experience in multiple industries, including not-for-profits

## Agenda

---

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

# Overall Architecture



# CPM Solution Overview

CAPABILITIES

## 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

ENABLEMENT

## 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



Increase in value-added analysis



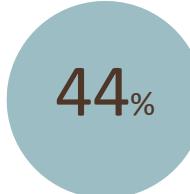
Improved communication and collaboration



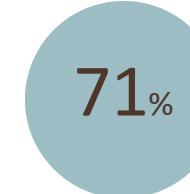
Increased use of rolling forecasts



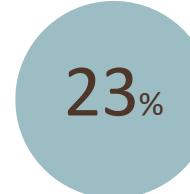
Reduction in time to close the books



Reduction in time to produce management reporting



Decrease in budgeting cycle time



Decrease in manual adjustments

## RSM has Partnerships with Multiple CPM Software Solutions

---

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



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

---



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

---



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

---



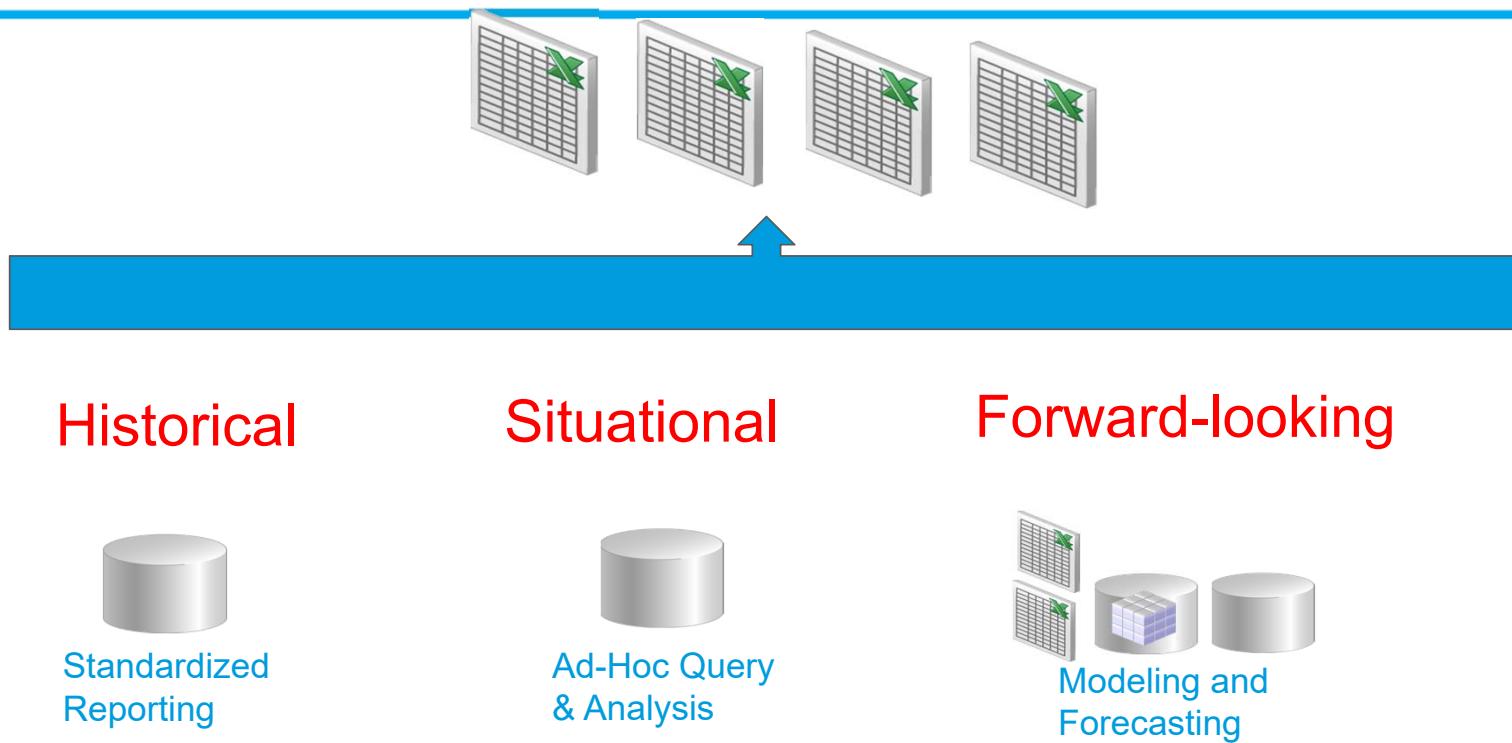
- Partners since 2010
- RSM is a *2013, 2014, 2016, 2017 & 2018* Partner Award Winner

---



- Partners since 2018

## Typical Reporting Challenges

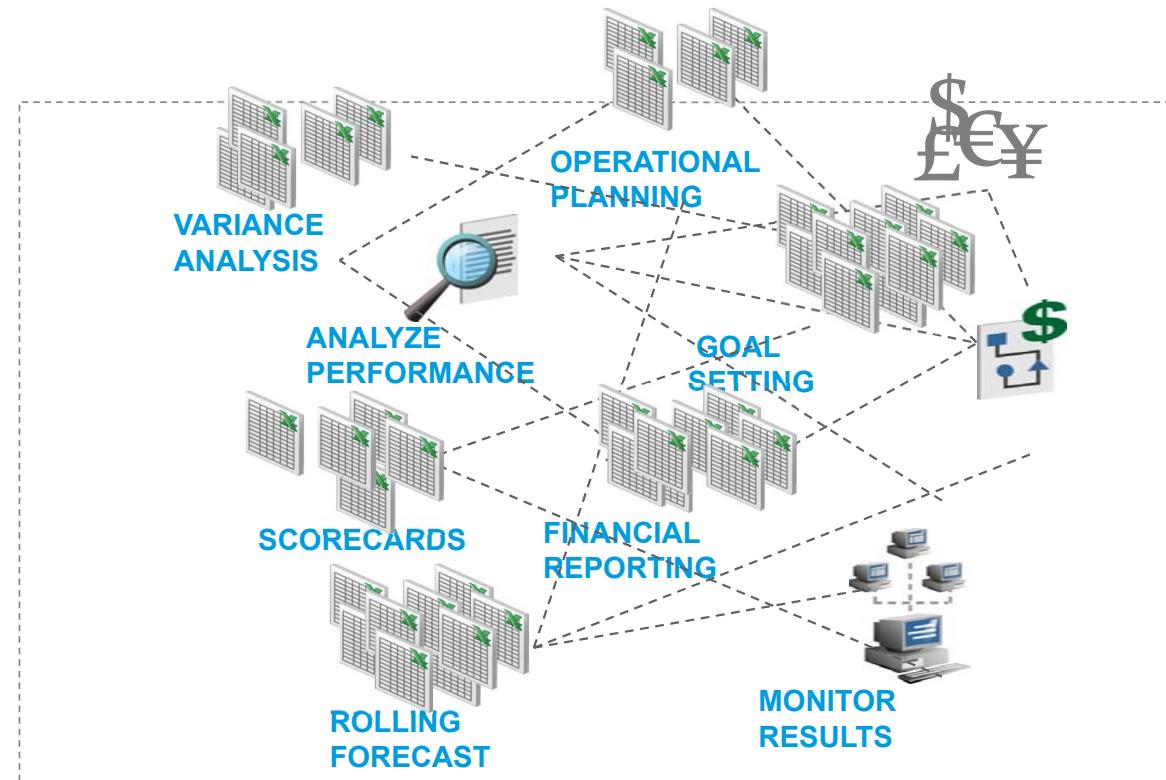


Expensive to Build and Maintain, Difficult to Respond to Change

**\*\*\* Spreadsheets Fill the Gaps \*\*\***

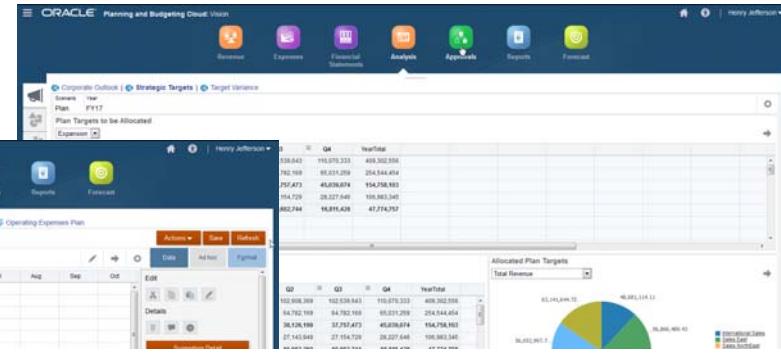
## Spreadsheets are terrible “DATABASES”

- 100's or 1000's
- Time
- Accuracy
- Maintenance
- Not Scalable
- ROI/COST
- **Spreadsheet Chaos**



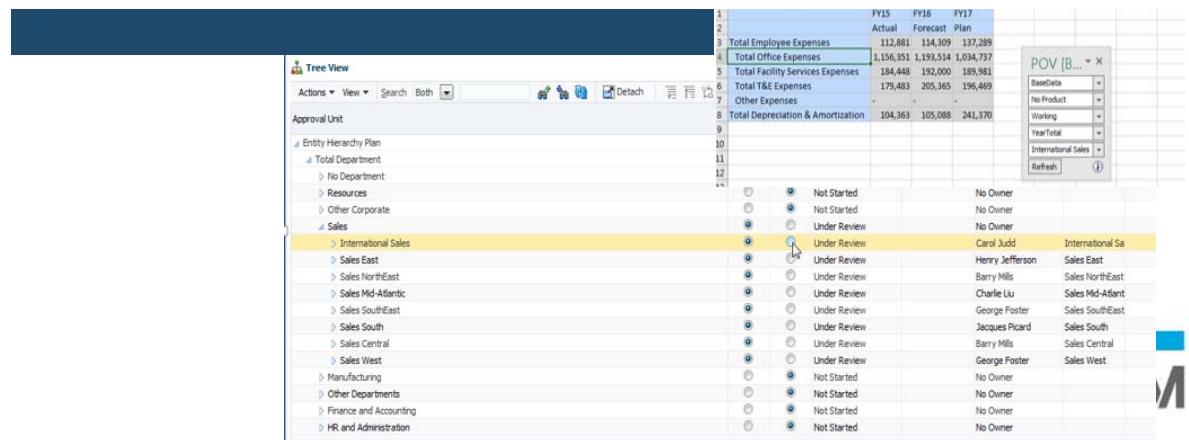
# Introduction to Planning (PBCS)

- 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



## Get out of Spreadsheet Chaos

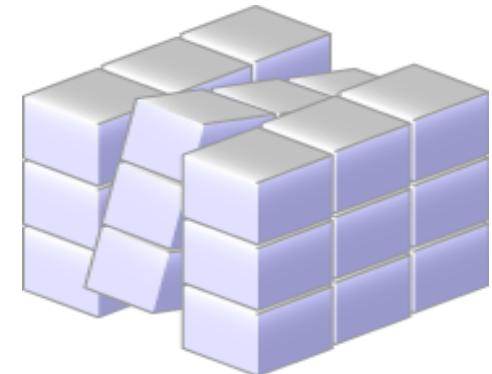
- Threaded commentary
- Supports dashboarding, reporting, and ad hoc
- Role-based navigation flows
- Fast and easy to deploy
- Highly scalable
- Drill through



# 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



## 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**

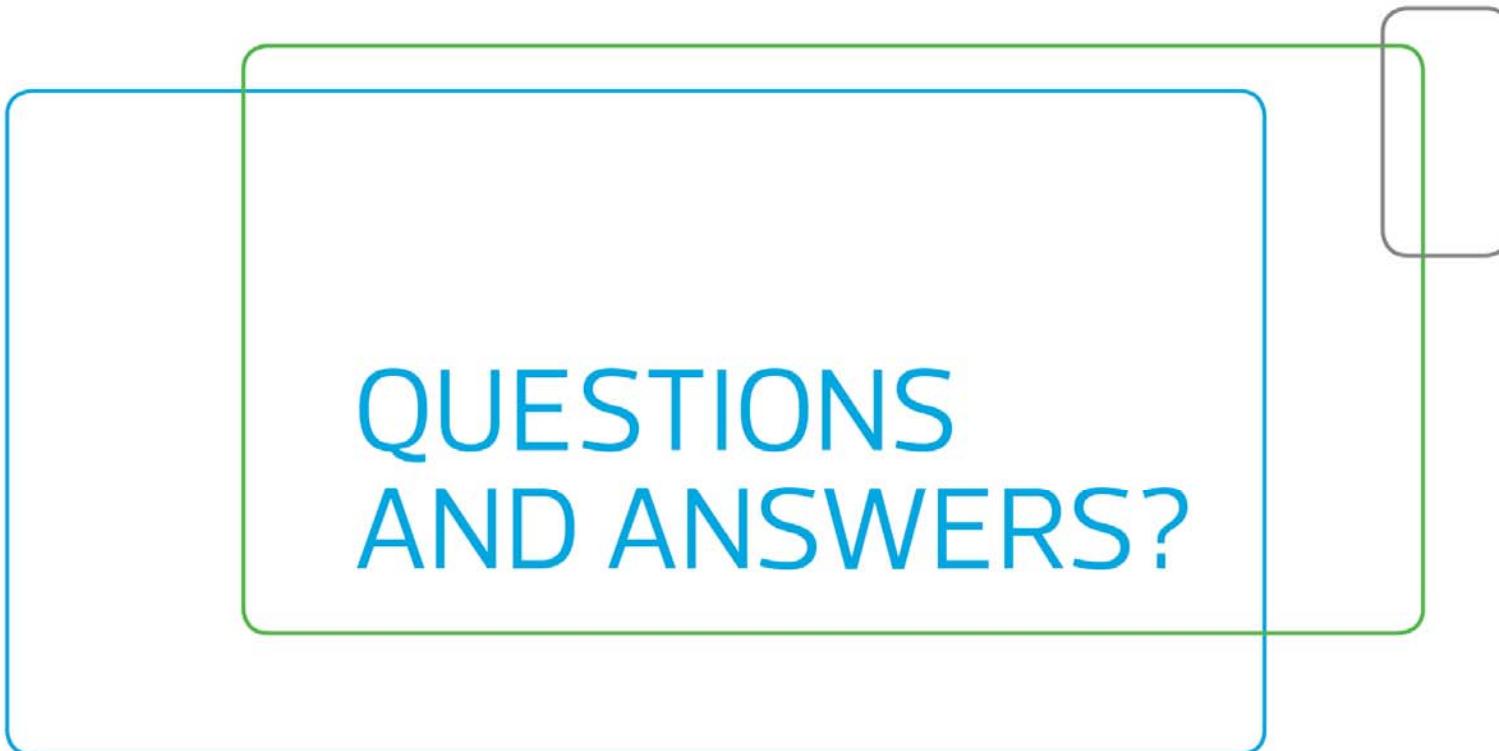
## Demo – Planning and Budgeting Cloud (PBCS)

---

- 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

This document contains general information, may be based on authorities that are subject to change, and is not a substitute for professional advice or services. This document does not constitute audit, tax, consulting, business, financial, investment, legal or other professional advice, and you should consult a qualified professional advisor before taking any action based on the information herein. RSM US LLP, its affiliates and related entities are not responsible for any loss resulting from or relating to reliance on this document by any person. Internal Revenue Service rules require us to inform you that this communication may be deemed a solicitation to provide tax services. This communication is being sent to individuals who have subscribed to receive it or who we believe would have an interest in the topics discussed.

RSM US LLP is a limited liability partnership and the U.S. member firm of RSM International, a global network of independent audit, tax and consulting firms. The member firms of RSM International collaborate to provide services to global clients, but are separate and distinct legal entities that cannot obligate each other. Each member firm is responsible only for its own acts and omissions, and not those of any other party. Visit [rsmus.com/aboutus](http://rsmus.com/aboutus) for more information regarding RSM US LLP and RSM International.

RSM® and the RSM logo are registered trademarks of RSM International Association. *The power of being understood®* is a registered trademark of RSM US LLP.

© 2018 RSM US LLP. All Rights Reserved.