

# ORACLE PBCS DEMO

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# Your Presenter



## **Mark Borrelli**

Director, Pre-Sales Business Development

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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

# Your Presenter



## **Jim Kubik**

Director, Pre-Sales CPM & BI

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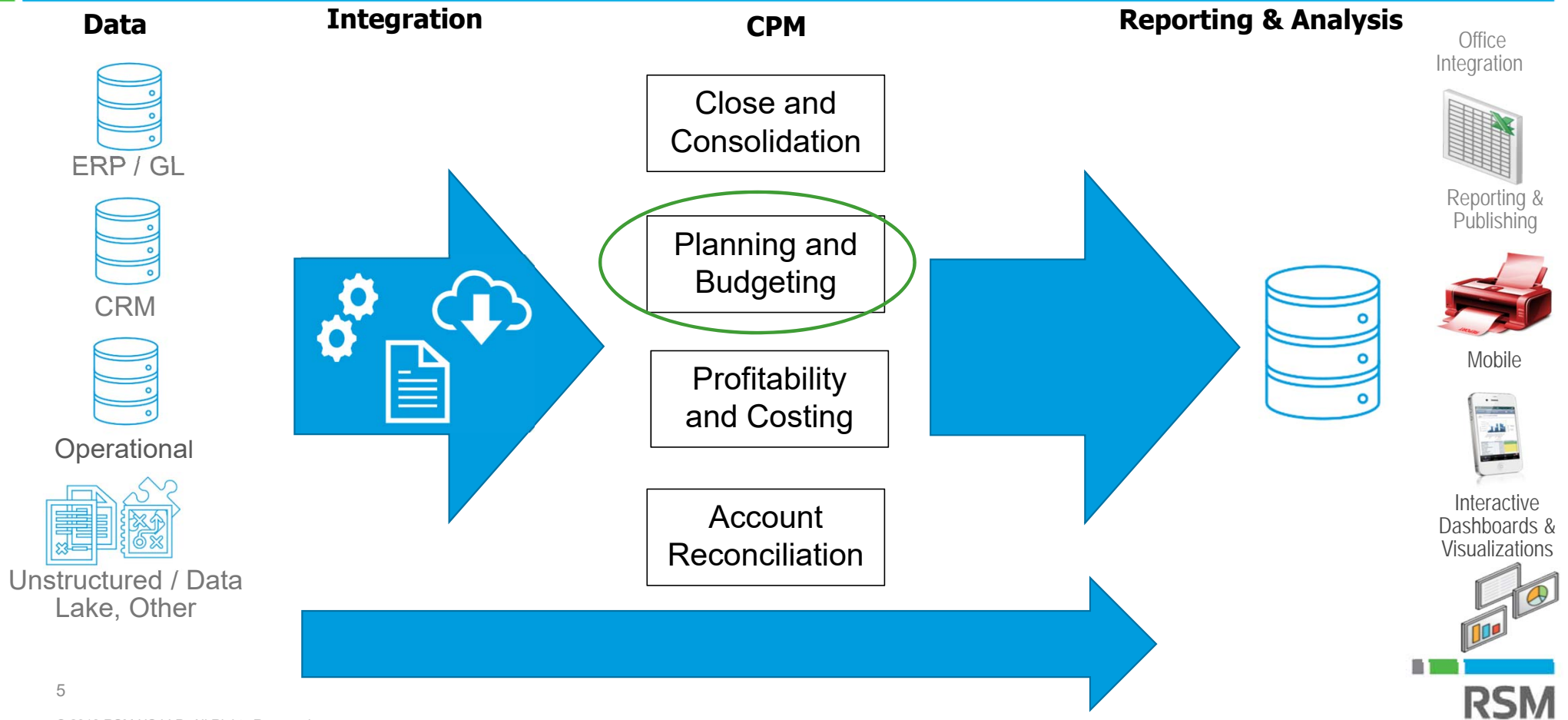
- 29+ years of experience in the CPM & BI
  - 15 yrs. Consulting mainly Oracle EPM, Essbase and BI
  - 14 Pre-Sales CPM & BI at Oracle and Partner(s)
- Extensive experience in multiple industries, including not-for-profits

# Agenda

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- 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



15%

Improvement in  
forecast accuracy

27%

Increase in value-  
added analysis

53%

Improved  
communication and  
collaboration

28%

Increased use of rolling  
forecasts



20%

Reduction in time  
to close the books

44%

Reduction in time  
to produce  
management  
reporting

71%

Decrease in  
budgeting cycle  
time

23%

Decrease in manual  
adjustments

## RSM has Partnerships with Multiple CPM Software Solutions

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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
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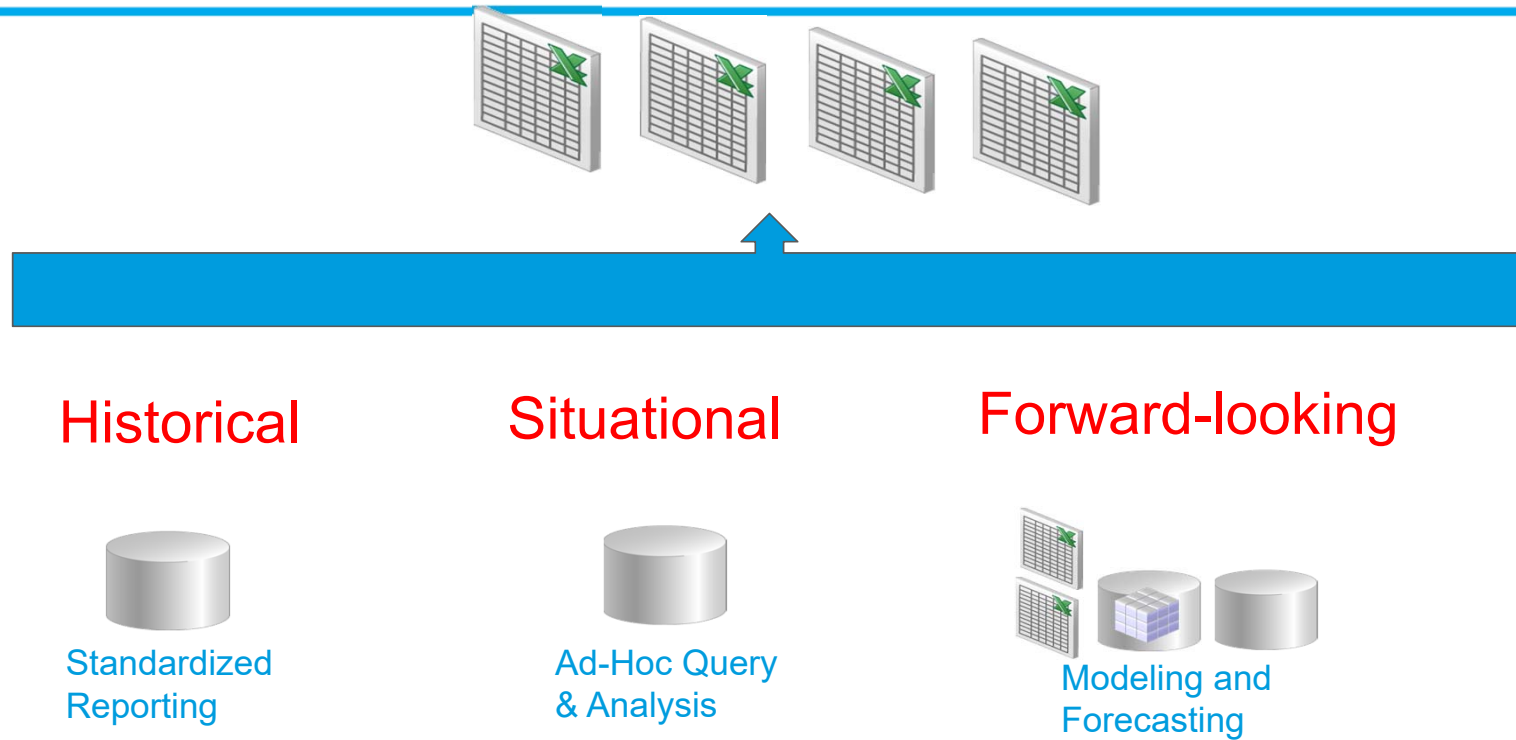


PLANNING AND BUDGETING CLOUD

- Partners since 2018



# Typical Reporting Challenges

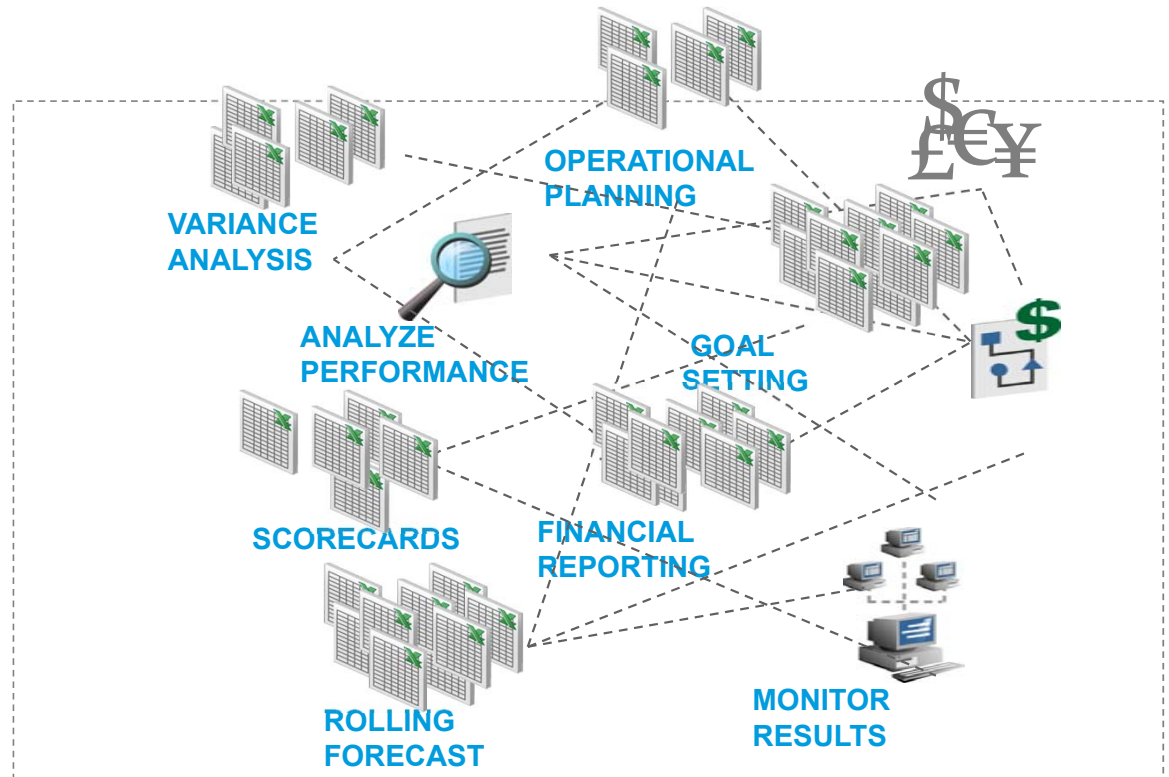


Expensive to Build and Maintain, Difficult to Respond to Change

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

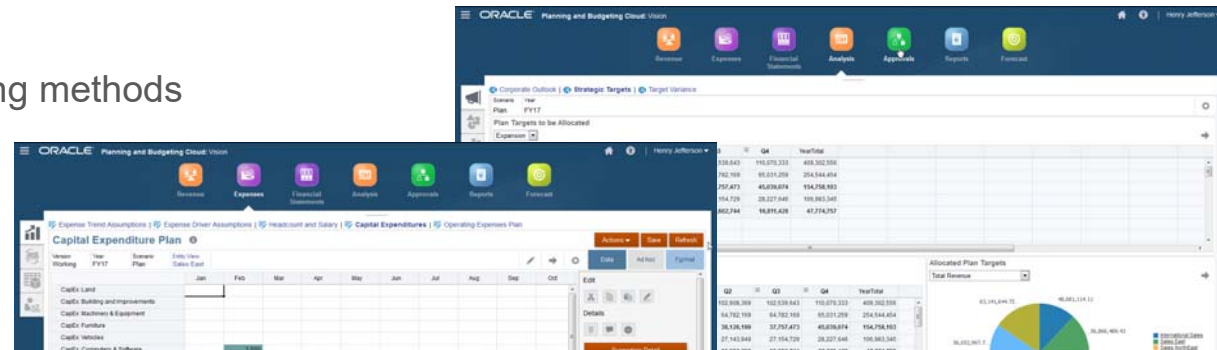
# Spreadsheets are terrible “DATABASES”

- 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

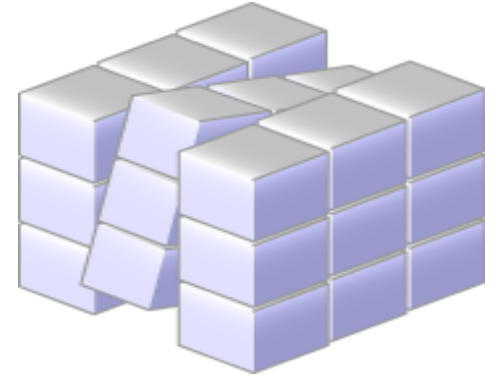
- Threaded commentary
- Supports dashboarding, reporting, and ad hoc
- Role-based navigation flows
- Fast and easy to deploy
- Highly scalable
- Drill through

The screenshot displays the Oracle Planning and Budgeting Cloud (PBCS) interface. It features a 'Tree View' on the left showing a hierarchy of entities. The main area shows a table with columns for 'FY15 Actual', 'FY16 Forecast', and 'FY17 Plan'. The table lists various expense categories and their values. A 'POV (B...)' panel on the right shows filters for 'BaseData', 'No Product', 'Working', 'YearTotal', and 'International Sales'.

	FY15 Actual	FY16 Forecast	FY17 Plan
Total Employee Expenses	112,881	114,309	117,289
Total Office Expenses	1,156,351	1,193,514	1,034,737
Total Facility Services Expenses	184,448	192,000	189,981
Total T&E Expenses	179,483	205,365	196,469
Other Expenses			
Total Depreciation & Amortization	104,363	105,088	241,370

# 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

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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 hand 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

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**Mark Borrelli**

## Demo – Planning and Budgeting Cloud (PBCS)

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- 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



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