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Hyperion Enterprise Version 6.5

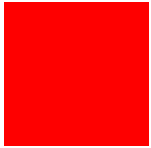
.....**The Next Level**

Sara Goossens sara.goossens@oracle.com
Account Manager



Agenda

- 10:00 - **Introduction** (*Sara Goossens*)
- 10:10 - **Version 6.5 Demonstration** (*Concentric*)
 - Loading Data
 - SmartView
 - New Administration Features
 - Reporting
- 12:10 - **Break**
- 12:20 - **Extending The Value** (*Sara Goossens*)
- 12:40 - **Practical Update** (*Sara Goossens*)
- 12:50 - **Q&A** (*All*)
- Lunch



Just A Little Bit Of Context

Oracle, The Top To Bottom Technology Stack & Hyperion

Workspace

PERFORMANCE MANAGEMENT APPLICATIONS

Strategy
Management

Business
Planning

Profitability
Management

Financial
Reporting &
Compliance

BI Applications

Business Intelligence Foundation

Fusion Middleware



OLTP & ODS
Systems



Data Warehouse
Data Mart



OLAP



ERP, Ledgers, Custom



Excel
XML



Business
Process

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1

Hyperion is Market Leader For Financial Consolidation Solutions

26

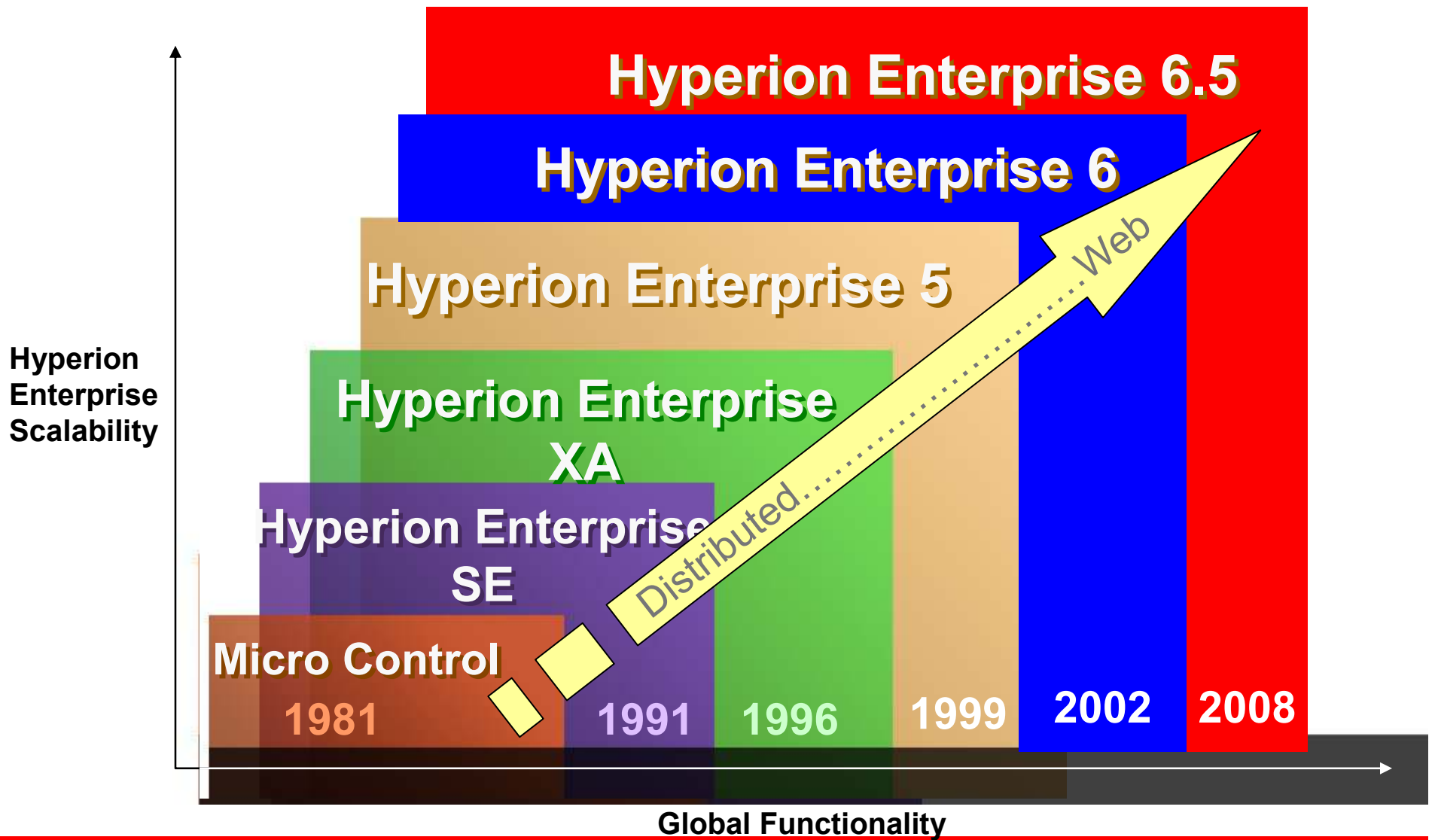
Hyperion Has Developed These Leading Solutions For 26 years

+2,800

Hyperion Has 2,800+ Live Customers Using Hyperion Enterprise

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Hyperion Enterprise Evolution





Hyperion Enterprise 6.5

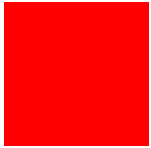
Demonstration

Delivered By : Concentric Solutions Ltd



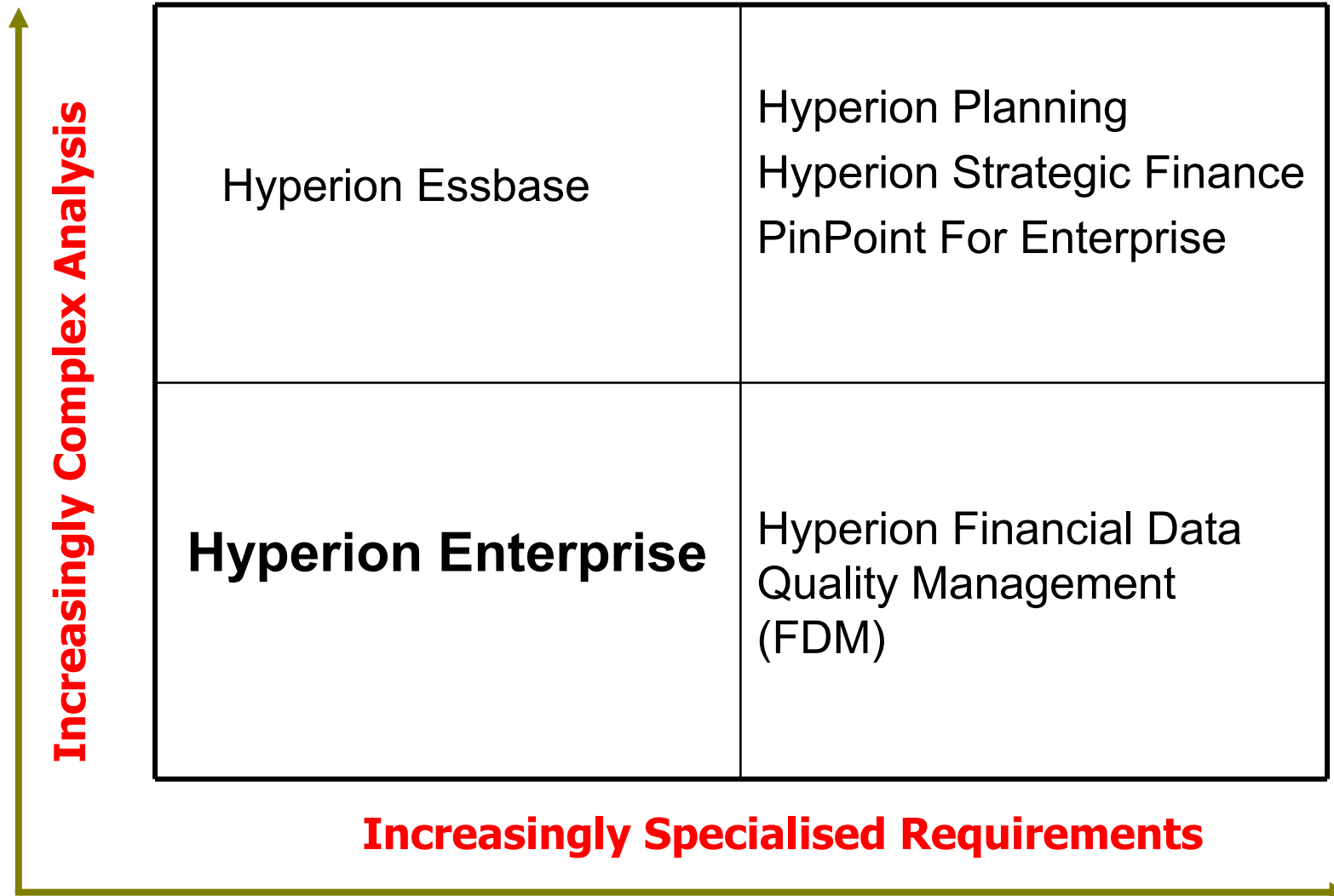
concentric solutions

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Extending The Value

Where Do You Push The Boundaries ?





Extending The Value.....

**Audit Fee & Time Savings With
Hyperion FDM**



Hyperion FDM

Benefit = Lower Cost of Compliance

“We saved about \$75,000 this year in audit fees and expenses due to the decrease in time and auditing legwork because of Atlantis’s flexible audit reports.”

Jill Sentivany

Manager of Financial Information Systems





Hyperion FDM

Benefit Delivered = Time Saved

Financial Reporting Processes

Collection / Validation

Shortened
Closing Cycle
by 2 Days

Mapping / Transformation

20 hours → 1 hour





Extending The Value.....

**Get Control Of Long Term Financial Plans
With Hyperion Strategic Finance**

Hyperion Strategic Finance Plan for Initial Public Offering



\$2 Billion fast-food chain with over 11,000 restaurants in 65 countries

BEFORE

- 6-month strategic planning cycle
- Large debt balance to manage
- No cash flow modeling capability



AFTER

- 3-month strategic planning cycle
- 5-year plan for earnings and share price
- Simulations on store openings and closures



Extending The Value.....

**Introducing A Flexible Reporting Engine
With Hyperion Essbase**



Hyperion Essbase The Analysis Supremo !

Custom analytic applications requiring...

Powerful calculations	✓
Multi-user write back	✓
Financial Intelligence	✓
Requires limited IT support	✓



Store
Profitability



Johnson Matthey

Inventory
Forecasting





Volume Change
Analysis

Hyperion Essbase

The 10 most influential innovations **Information Age**

- **Netscape**
The browser that started it all. Launched in 1994, Netscape became a household name as it kicked off the dot com boom with its initial public offering in August 1995.
- **Essbase**
The multi-dimensional database technology that put online analytical processing (OLAP) on the business intelligence map. Developed by Arbor Software (now part of Hyperion Solutions), it spurred the creation of scores of rival OLAP products – and billions of OLAP cubes.
- **BlackBerry**
Launched in 1998, the email handheld device executives love to hate became the iPod of the connected generation when it started delivering over GPRS in 2002.
- **Google**
Formed in 1995, Google was an also-ran in Internet search even as late as 2000 when it trailed Yahoo and Altavista. But rivals did not quite have the same vision for the pivotal role of search in accessing the ever-expanding Internet as founders Larry Page and Sergey Brin.
- **Virtualisation**
While possible on the mainframe since the 1980s, breaking the link between physical and logical resources at the storage, server and even chip level has brought clear benefits in terms of efficiency, resilience and manageability – and made silo a dirty word.
- **VoIP**
By breaking up voice calls into packets and sending them over an Internet protocol rather than the plain old circuit-switched phone system, VoIP is as disruptive for the telcos as it is for enterprise communication.
- **Linux**
When Linus Torvalds first posted on a Usenet newsgroup in 1991 about his hobby to make a free operating system, he said it would not be “big and professional”. That is just what his open source program has become.
- **XML and web services**
The Extensible Mark-up Language enables the creation of open, easily shared file formats, paving the way for truly interoperable, interconnected software and the service-oriented architecture.
- **Pentium processor**
In the late ‘80s and early ‘90s, application hunger for processing power ran ahead of the capabilities of Intel x86 PC chips. With its arrival in 1993, and upgrades throughout the decade, Pentium reversed that equation, enabling it to storm the engineering and multimedia workstation markets and create a consumer brand that ranks alongside Nike.
- **ADSL**
Remember 30-second web page downloads and the ‘world wide wait’? The ability to send data down phone lines ten times faster than a standard 56k dial-up modem was the key enabler of consumer ecommerce.



- Multi-source OLAP Server
- What-if calculations
- Multidimensional allocations
- Multi-user read/write
- Financial intelligence

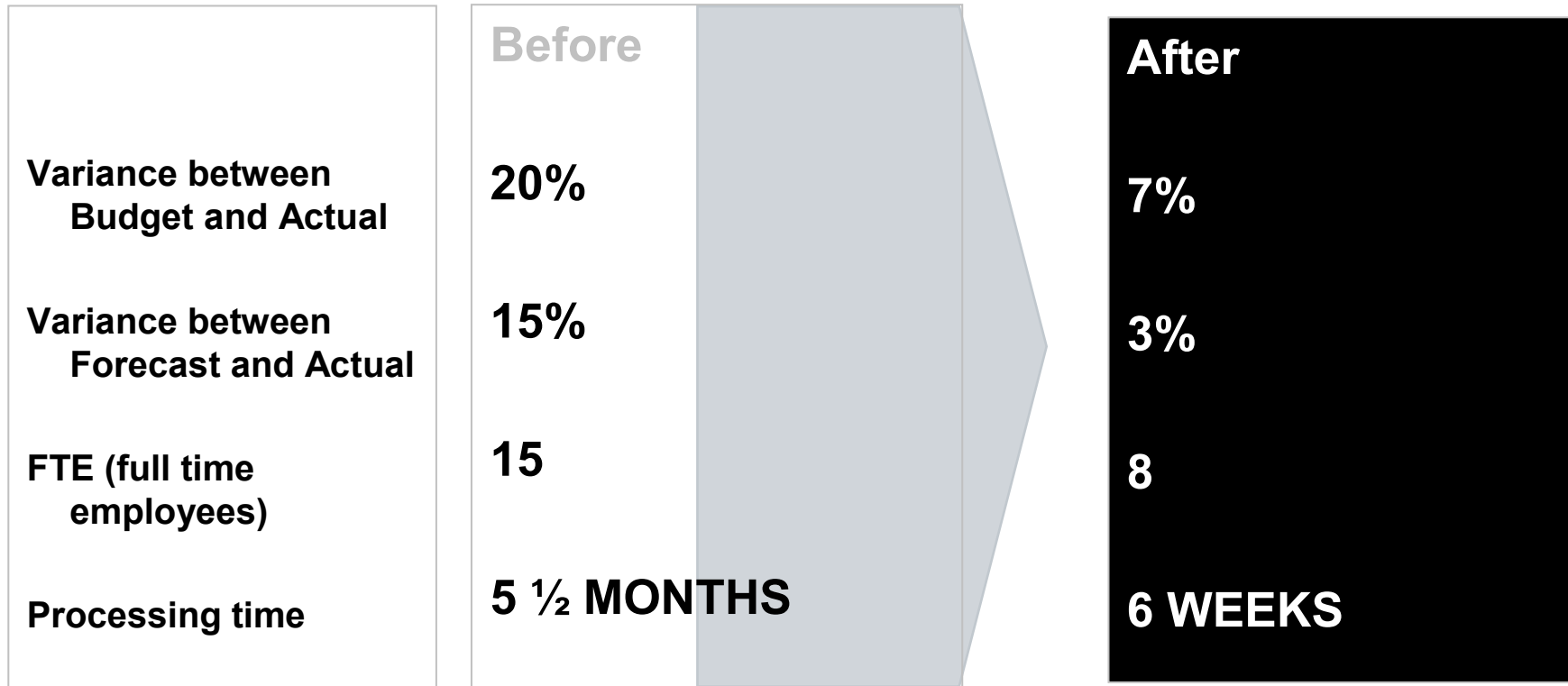


Extending The Value.....

**Improving Operational Planning To
Deliver Significant ROI Benefit With
Hyperion Planning**



- A leader in research, bringing in \$260 million annually
- State of Oregon's only academic health centre
- Nursing, Medicine programs ranked among nation's best



ROI: \$1.5 million annually



Extending The Value.....

**Improving Access To Hyperion
Enterprise System Information With The
PinPoint Add on Module From Ethx
Technology Group**



Pinpoint for Hyperion Enterprise From Ethx Technologies

“PinPoint provides the ability to get in to the guts of Enterprise and report system information in a manner that is easier to access and interpret than native Enterprise.”

Benefits

Assist with **Sarbanes-Oxley compliance**

Reduce **monthly close time**

Ensure **data accuracy**

Minimize **audit exposure**

Mark Hickman
Director of Financial Reporting
IHS Group



So.....

Go on.....

Tell us.....

What's changed now **Hyperion** is
part of **Oracle** ?

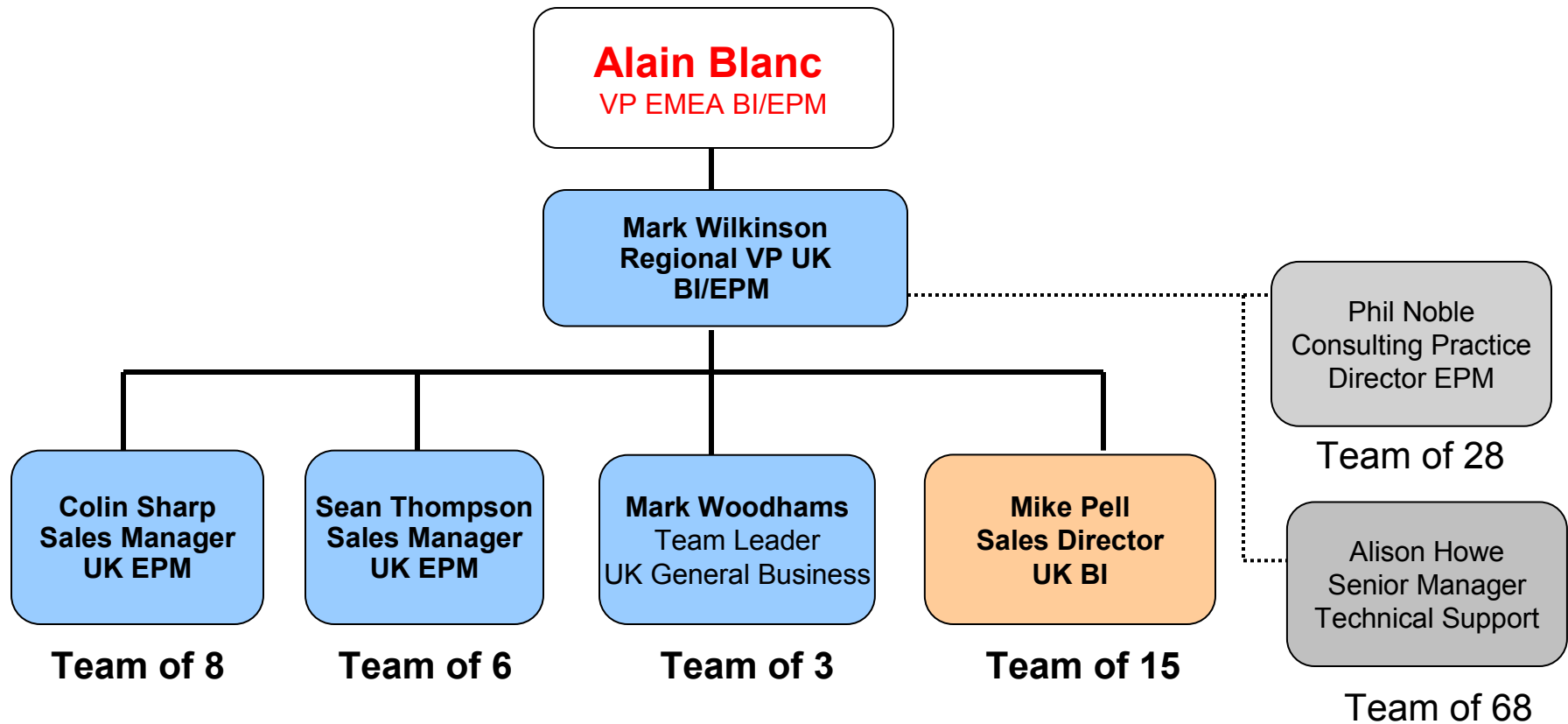




In A Nut Shell

- Acquisition is complete. Hyperion is fully part of Oracle !
- Clear vision for Enterprise Performance Management
- Hyperion is a Division Within Oracle
- Product Integration is well underway
- Delivering on previous commitments
- Hyperion Products are a very strategic element of the Oracle technology stack

Hyperion UK Organisation



Education & Training

- This is now delivered through Oracle University
www.oracle.com/uk/education

Instructor Led

= Public Courses

Private Events

= Tailored Courses

Certification

= For Qualification

Learning Paths

= Suggested Courses

The screenshot displays the Oracle University website for Hyperion training. The page is titled "Hyperion" and includes a navigation menu on the left with categories like "ORACLE UNIVERSITY", "100% Student Satisfaction", "Course Schedule", "Global Live WebClass", "Self-Study CD-ROM", "User Adoption Services", "Product Courses", "Database and Grid", "Fusion Middleware", "Development Tools", "Collaboration", "Data Warehouse", "Linux | Java", "E-Business Suite", "PeopleSoft Enterprise", "JD Edwards World", "Siebel", "Hyperion", "Retail Industry", "Communications Industry", "Utilities Industry", "Learning Paths", "Certification", "Training Formats", "Training Locations", "Learning Credits", "Customer Successes", "FAQs | Help", "Worldwide Sites", and "Sitemap". The main content area is titled "Hyperion" and describes training for Oracle's enterprise performance management software. It lists "TOPICS" such as Data Management, Analytics, Financial Consolidation, Financial Planning, and Reporting. It also features "LEARNING PATHS" for various roles and "CERTIFICATION" options, including Hyperion Essbase 7.1.2 Consultant Certified Expert, Hyperion System 9 BI+ R.D Administrator Certified Expert, Hyperion Planning 4.1 Implementation Consultant Certified Expert, Hyperion Planning 9.3 Applications Administrator Certified Expert, Hyperion Financial Management 4.1 Applications Administrator Certified Expert, Hyperion Financial Management 9.3 Applications Administrator Certified Expert, Hyperion Essbase 9.3 Developer Certified Expert, Hyperion System 9 BI+ 9.3 Administrator Certified Expert, Hyperion Planning 4.1 Applications Administrator Certified Expert, Hyperion Financial Management 4.1 Implementation Consultant Certified Expert, and Hyperion Financial Management 9.3 Applications Administrator Certified Expert. The page footer includes copyright information and a "Local intranet" link.

Support & Maintenance

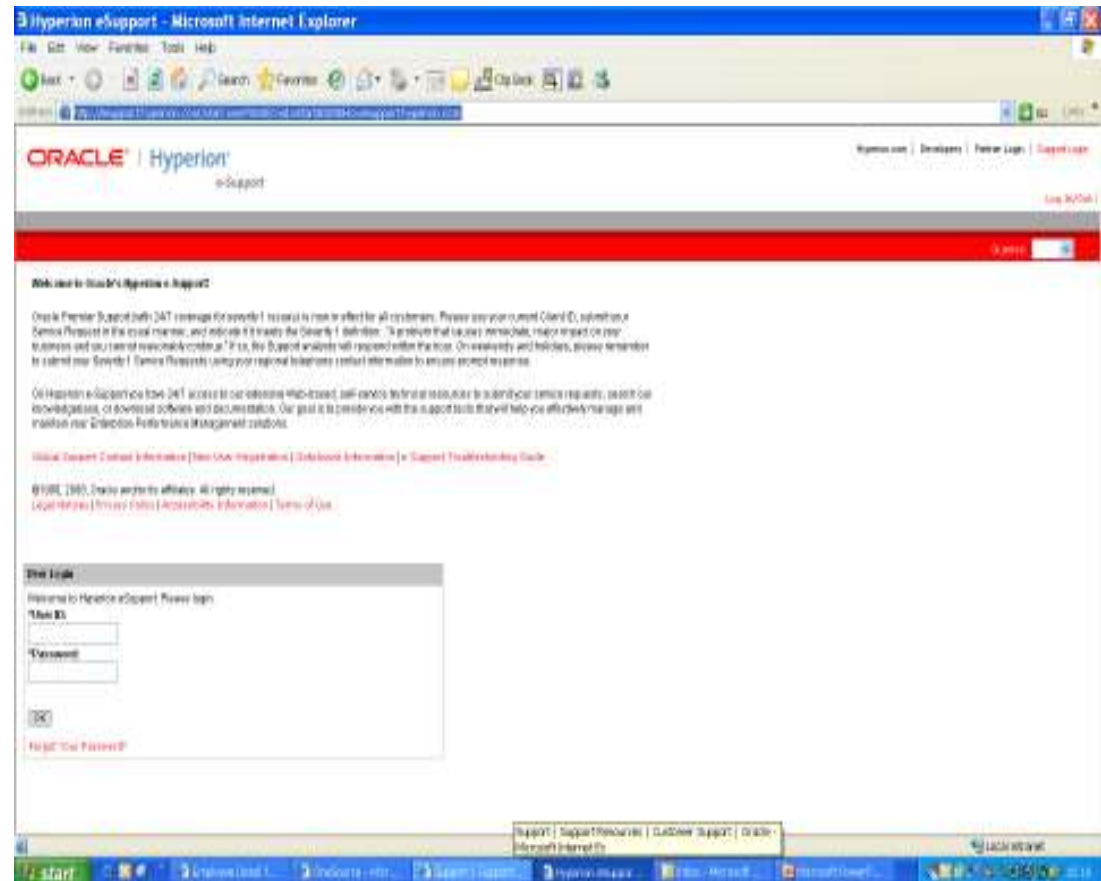
- Support is now delivered through Oracle's Hyperion e-support <http://esupport.hyperion.com> and 0207 458 0125

24/7 coverage for Severity 1 issues

24/7 on-line access to knowledgebase, software downloads, documentation

We still have our specialist team in Manchester. It's the same people and it includes our Enterprise team

BUT.... Things are changing. From 1st June. Oracle introduces a new support portal. Look out for MetaLink3 notifications





Diary Dates

- Oracle UK User Group Event 17th June 2008
- Repeat of today in Manchester 15th May 2008
- Essbase Workshop 16th May 2008
- Planning Workshop 6th and 11th June (Manchester & Edinburgh)...more to follow
- Oracle OpenWorld US September 2008
- UK Performance Forum October/Nov 2008 TBC
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- Subscribe to newsletters at
<http://www.oracle.com/newsletters/index.html>



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