

Planning and Budgeting Cloud Service

You don't know what you don't know...

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Qubix International Ltd



Today's Topics...

- The Challenges
- 5 Steps To Planning Brilliance
- Planning and Budgeting Cloud Service
- Live Demo
- Oracle Cloud Overview
- Introduction to Qubix Cloud Planning
- Closing Comments

The Challenges

5 Steps To Planning Brilliance

Planning and Budgeting Cloud Service

Live Demo

Oracle Cloud Overview

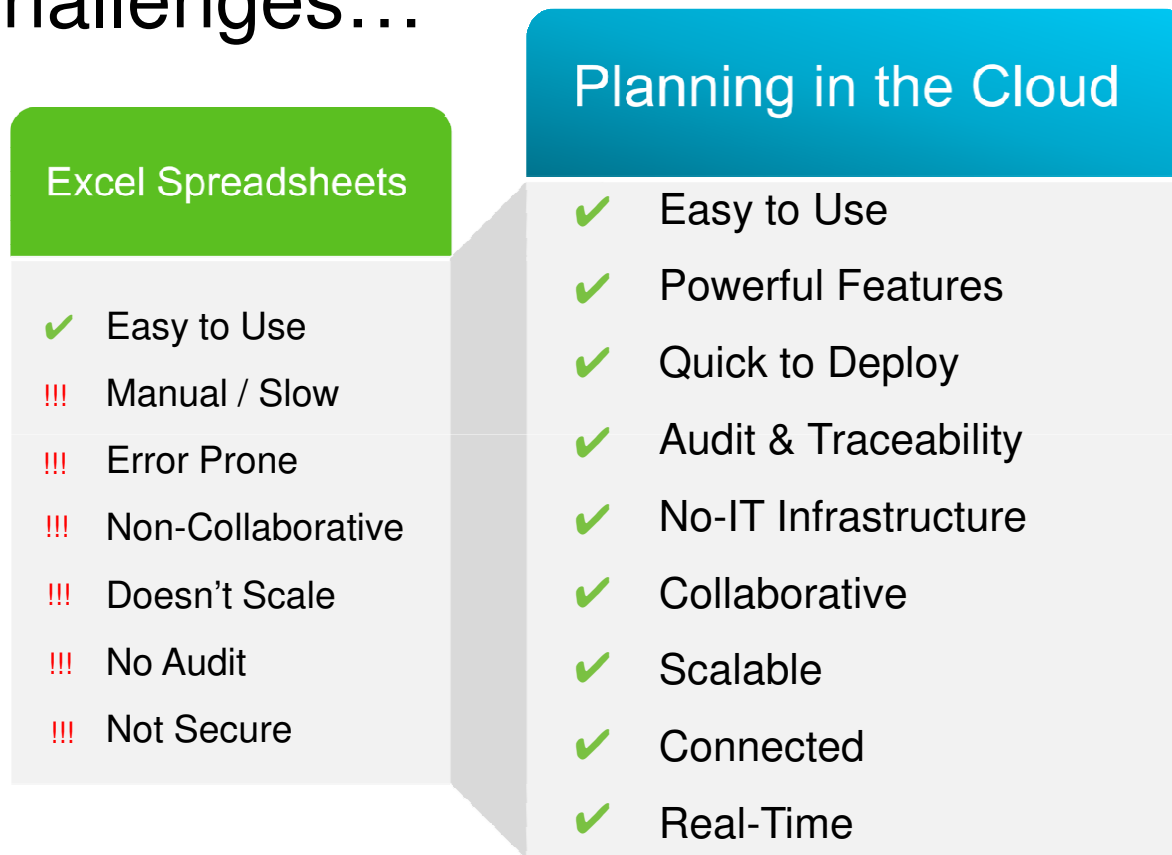
Introduction to Qubix Cloud Planning

Closing Comments

The Challenges...



The Challenges...



Plans always change...



- No one centralised source of the truth for budgets, forecasts, actuals, variances etc.
- Leadership insight is limited by the data they have access to and the timeliness of the information.
- “Data Validity” is always questioned - wasting valuable time.
- Planning data locked in spreadsheets, not accessible on-demand from anywhere at anytime.



The Challenges

5 Steps To Planning Brilliance

Planning and Budgeting Cloud Service

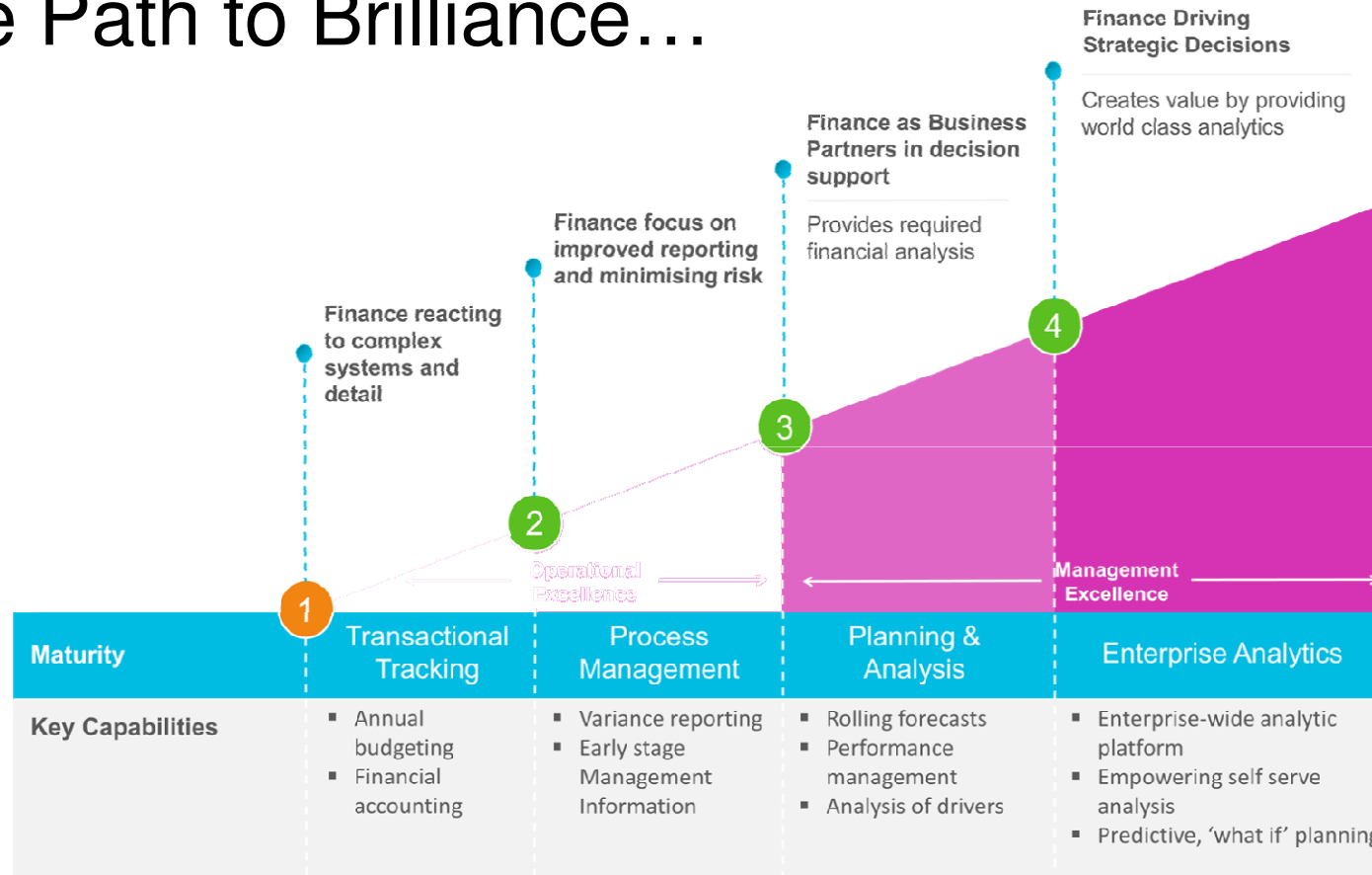
Live Demo

Oracle Cloud Overview

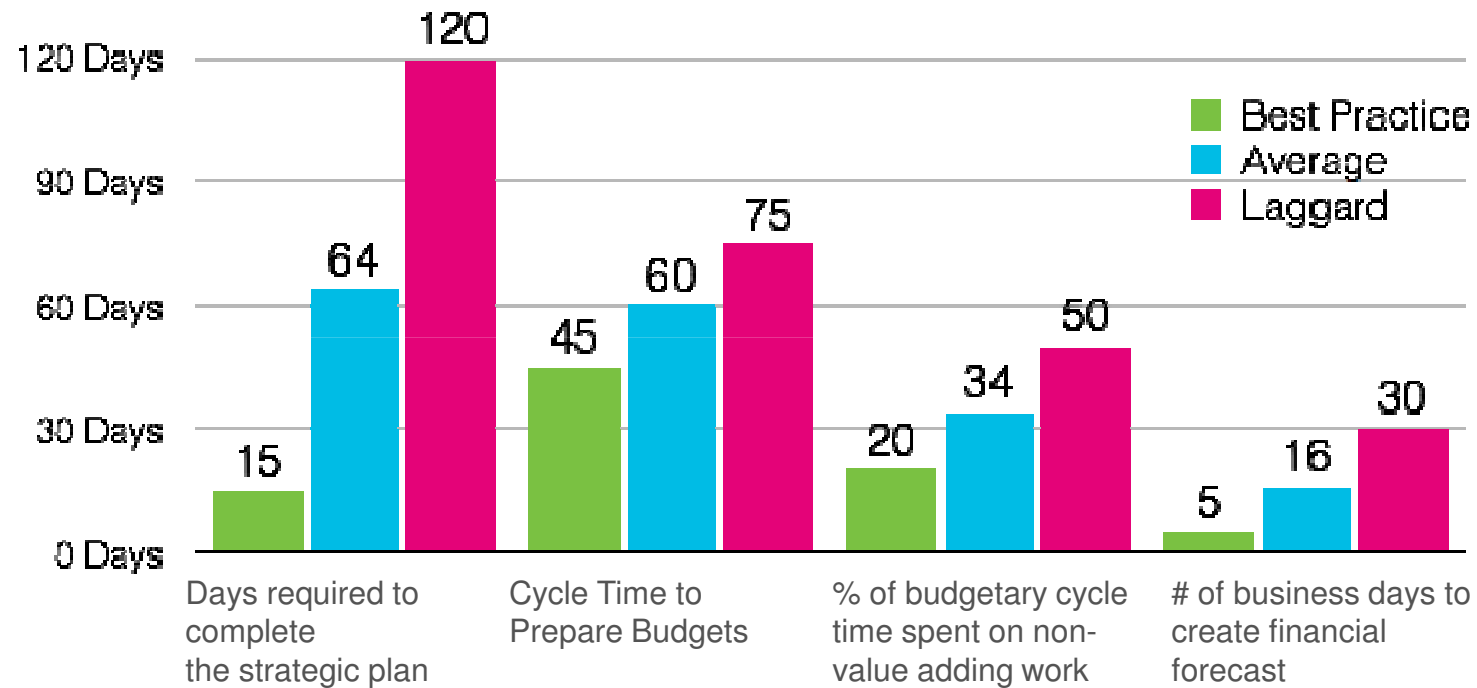
Introduction to Qubix Cloud Planning

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The Path to Brilliance...



World Class Planning Benchmarking...



Source: Hackett Group

Steps to Brilliance...

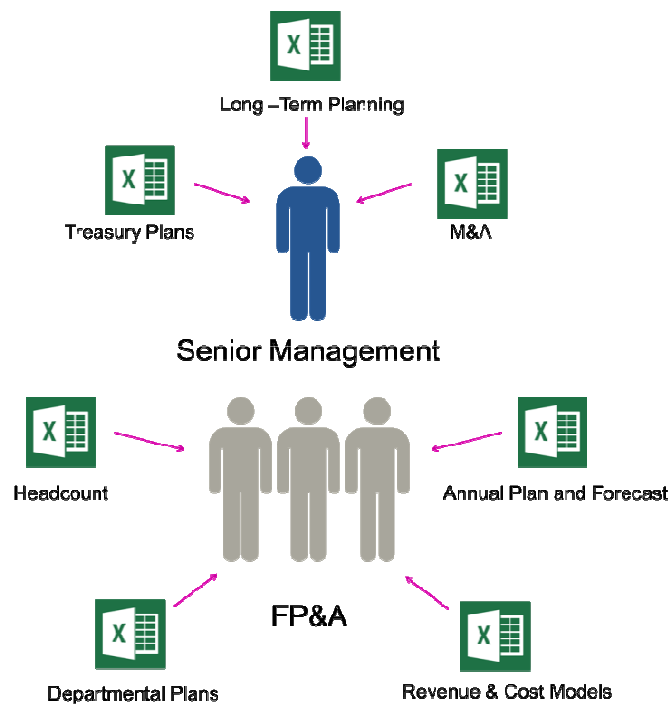


Best Practices	Metrics for Success
Align strategic and financial planning	<ul style="list-style-type: none"> Days/weeks to complete the strategic plan
Shorten the annual budget cycle	<ul style="list-style-type: none"> # of days/weeks/months to complete the annual budget # of FTEs to complete the annual budget % of time spent on data collection vs. analysis Planning costs as a % of finance costs
Employ a rolling forecast	<ul style="list-style-type: none"> Frequency of rolling forecast # of quarters in rolling forecast % forecast accuracy
Leverage driver-based planning & forecasting	<ul style="list-style-type: none"> # of budget drivers Frequency of driver updates
Drive planning across the enterprise	<ul style="list-style-type: none"> # of Finance and LOB managers participating in the planning/forecasting process # of metrics visible to managers to actively track performance against budget



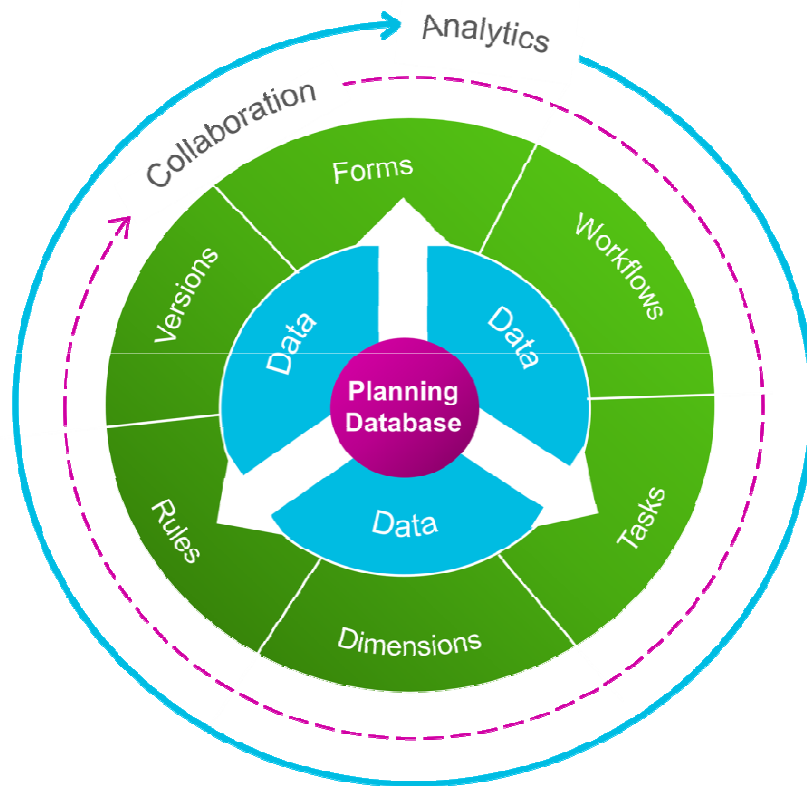
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Today's Disconnected Planning Process...



- **Time** – cycles take too long, missed opportunities and obsolete plans
- **Quality** – data integrity, lack of standardisation and communication issues
- **Flexibility** – lack of responsiveness to changes
- **Cost** – many wasted resources, questionable benefits.

Tomorrow's Integrated Planning Process...



- **Time** – planning cycles are materially reduced as a result of process management
- **Quality** – data integrity issues are removed, standardisation is the norm and discussion happens everywhere
- **Flexibility** – complete responsiveness to changes, with ability to remodel and perform “what-ifs” easily
- **Cost** – all planning costs are minimised

Key User Elements of a Planning App...

Component	What does it do?
Data Entry Forms	<ul style="list-style-type: none"> • Customisable forms to capture and interact with data
Planning Wizard (Task Lists)	<ul style="list-style-type: none"> • A check-list approach to guide planners through the process • Track and monitor progress of the process • Set due dates, reminders and alerts • Provide on-screen instructions to increase adoption
Workflow for Approvals	<ul style="list-style-type: none"> • Design the approval paths people follow (including thresholds) • Notify, delegate and manage out of office scenarios • Track approvals through the process
Calculation Manager	<ul style="list-style-type: none"> • Visual design of business rules • Reuse calculation components • Hundreds of built in functions and algorithms • Financial intelligence built in (understands financial data and calculations) • Time Intelligence (time series calculations are hard to do)
Reporting & Analytics	<ul style="list-style-type: none"> • Intuitive, powerful and highly graphical online analysis for all types of users • Production quality financial statements reporting • Easy and quick to build reports • On demand, real-time or batch reporting (HTML, PDF and online viewing)

Building Blocks of Planning...

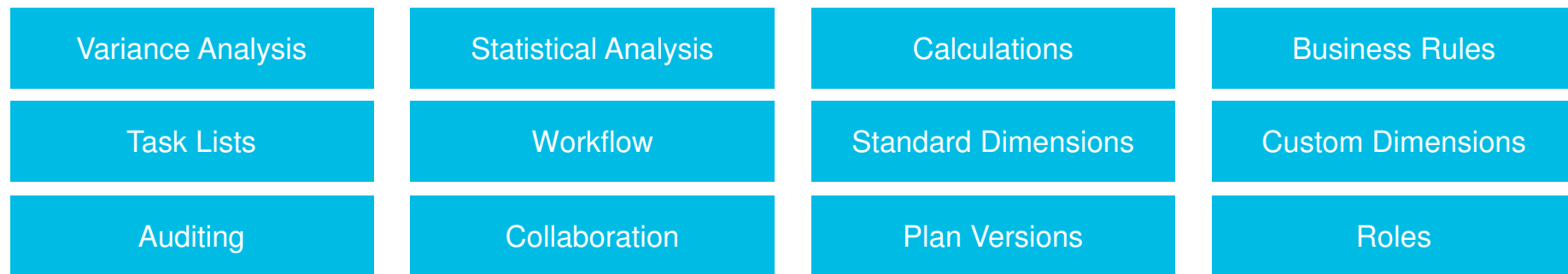
Client Side:

Web / Excel / Mobile

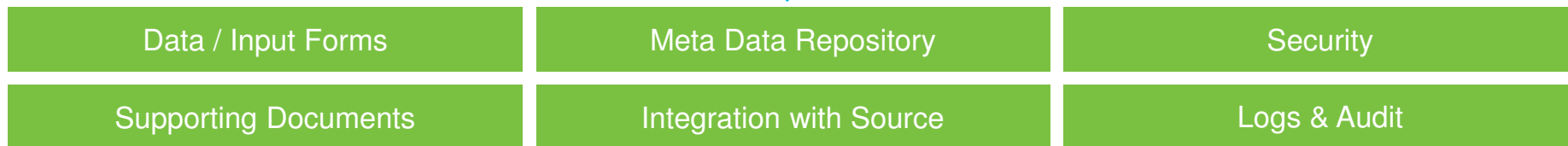


Cloud Side:

Fail-over & Load Balancing

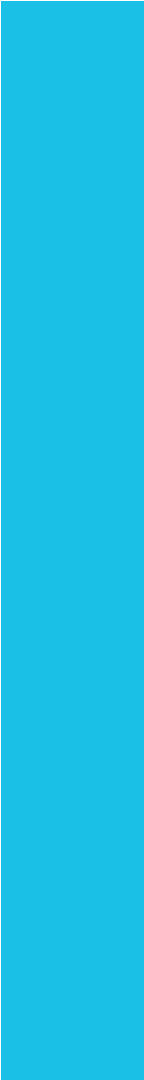


Data:





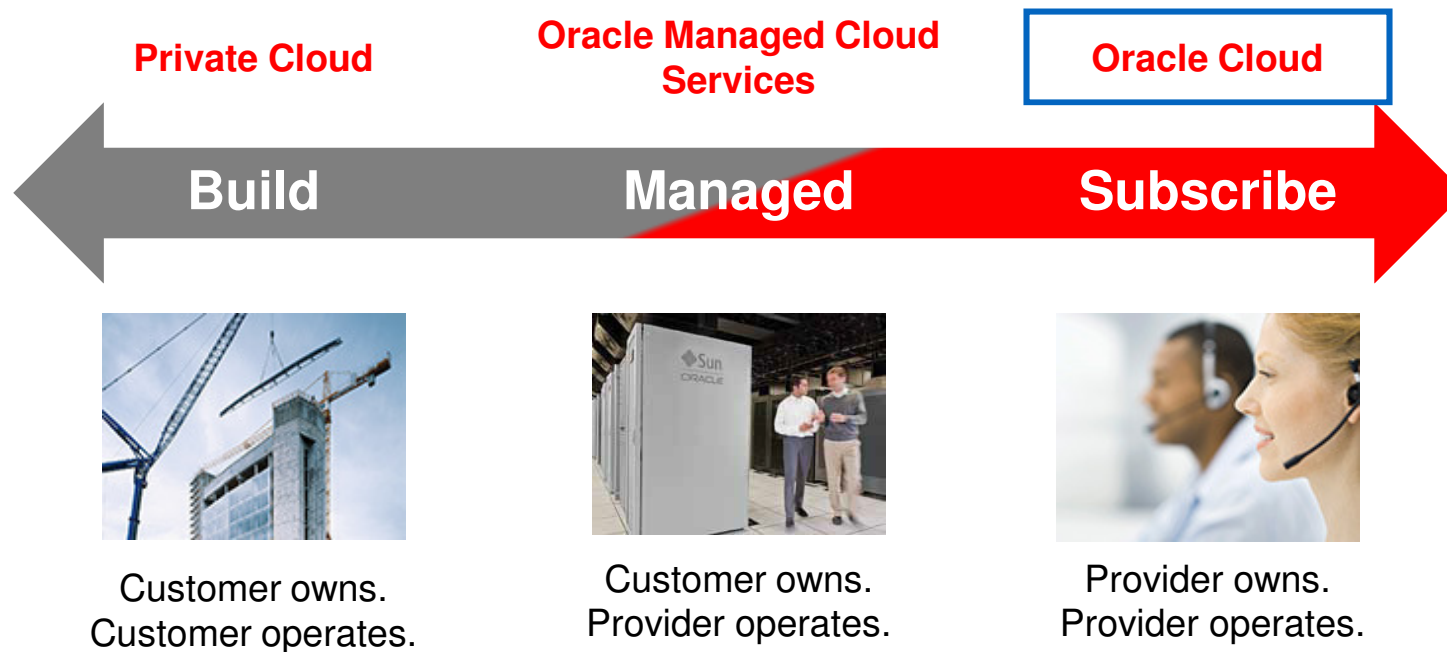
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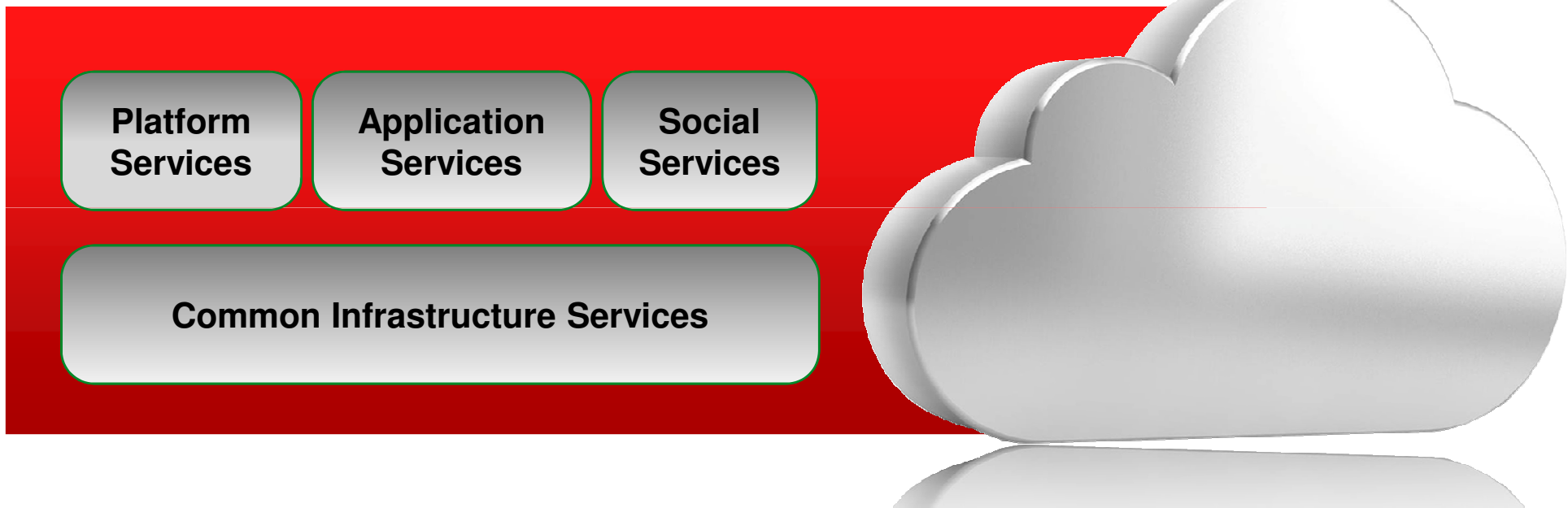
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Customers Have a Choice of Clouds

Customer Owned, Managed by Oracle, Oracle Operated



Oracle Cloud



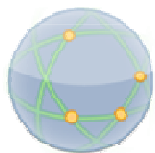
Why Oracle Cloud?

Runs All the Applications You Need on the Platform You Trust



Most Complete

Broad – spans Oracle’s application and platform portfolio
Best-in-class – based on Oracle’s industry leading cloud products
Integrated – built on a common, unified platform



Most Flexible and Modern

Standards-based – built on industry standards: Java, SQL, HTML5, Web
Extensible – build and deploy new apps or extend existing apps
Portable – migrate apps to and from on-premise



Enterprise-Grade

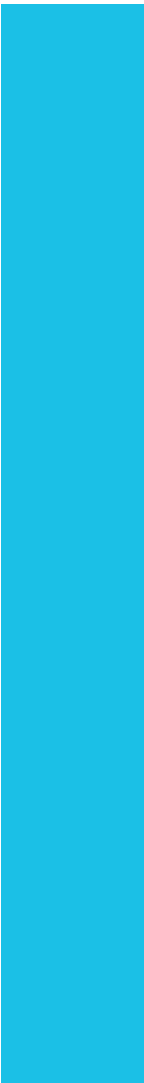
Secure – strict controls and policies to ensure data protection
Elastic – self-service, capacity on-demand with monthly subscription
Managed – fully automated operations and management

Extremely Easy to Use



cloud.oracle.com

- Monthly subscription
- Partner Management
- Instant provisioning
- Self-service management
- Self-service monitoring



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Key Capabilities...



Powerful

Everything you need in a planning application with the worlds most powerful multi-dimensional database as the engine.



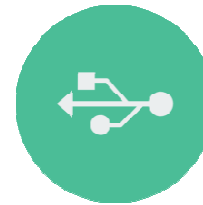
Real-Time

Stay on top of critical business events, model potential impacts and course correct in real time for the best results.



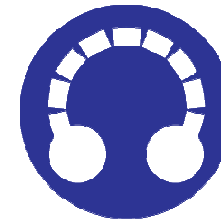
Collaborative

Anyone, anywhere, anytime. The most collaborative planning platform to drive user engagement.



Connected

Integration with every major accounting and ERP system, existing cloud services, applications and legacy systems.



Flexible

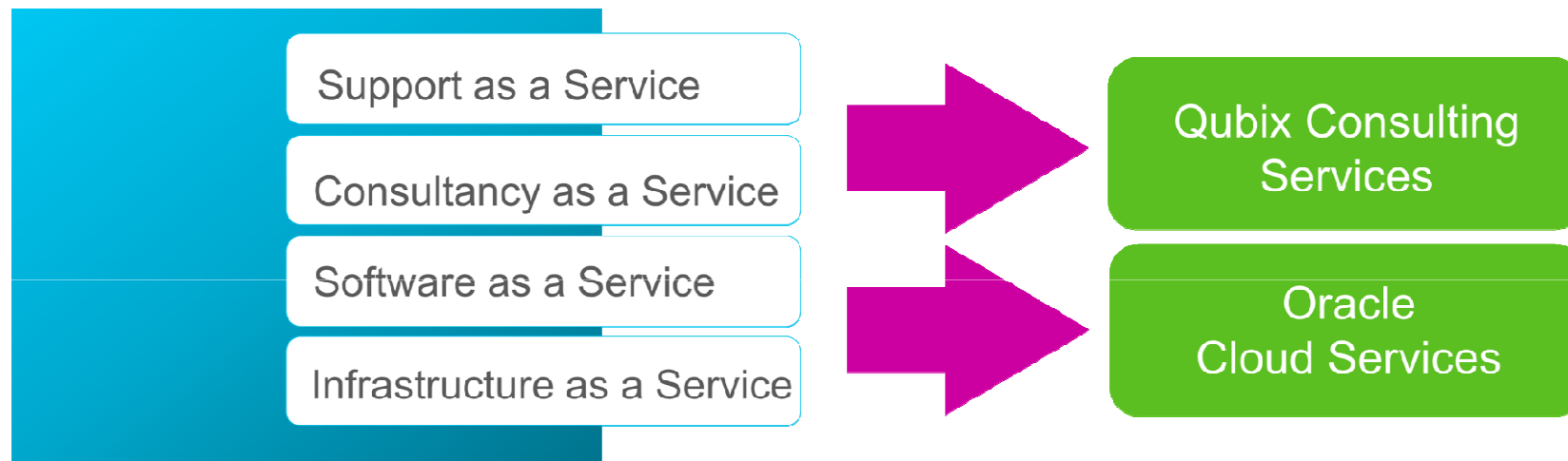
Designed to deliver the planning and user experience that works for your organisation. Ease of use without the compromise.



Secure

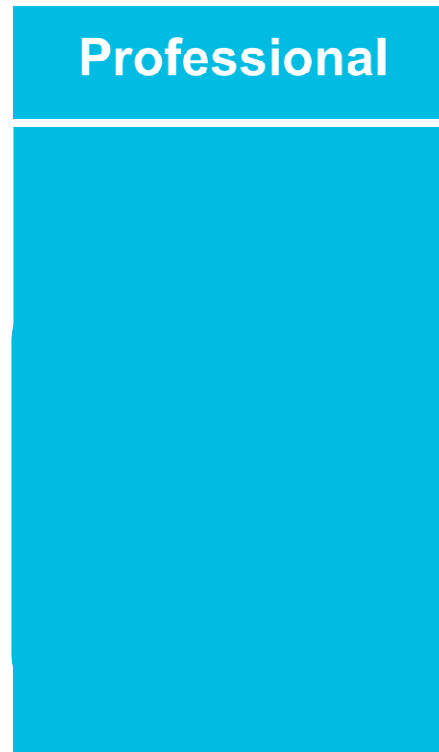
World class multi-layered protection at a network, infrastructure, application, user and data layer.

How does it work?



Infrastructure + Software + Implementation + Training + Support

A Plan to fit your needs...



Express Offering...

Express		
Minimum Subscribers	10	1
**Price Per Additional Subscriber		5
Volume Discounts Available	✓	-
Models	1	-
Dimensions	6	-
Scenarios	2	-
Input Screens	5	30
Business Rules	5	✓
		✓
		Task Lists
		Reports
		Multi Currency
		Additional Data Sources
		Workflow Approvals
		Historical Data
		Go Live Services
		Training
		Support

Professional Offering...

Professional		
Minimum Subscribers	10	5
**Price Per Additional Subscriber		10
Volume Discounts Available	✓	✓
Models	2	1
Dimensions	9	5
Scenarios	2	1 Year
Input Screens	10	60
Business Rules	10	✓
		✓
		Task Lists
		Reports
		Multi Currency
		Additional Data Sources
		Workflow Approvals
		Historical Data
		Go Live Services
		Training
		Support

Enterprise Offering...

Enterprise		
Minimum Subscribers	10	10
**Price Per Additional Subscriber		20
Volume Discounts Available	✓	✓
Models	3	3
Dimensions	9	10
Scenarios	4	3 Years
Input Screens	15	90
Business Rules	15	✓
		✓
		Task Lists
		Reports
		Multi Currency
		Additional Data Sources
		Workflow Approvals
		Historical Data
		Go Live Services
		Training
		Support

The Qubix App Store...

COST CENTER BUDGETING	BUDGETING FORECASTING AND REPORTING	STRATEGIC PLANNING
MEDIUM TERM PLANNING	PROFITABILITY ANALYSIS	WORKFORCE PLANNING
DEMAND & FORECAST PLANNING	CAPITAL PLANNING	REVENUE SCENARIO MODELLING

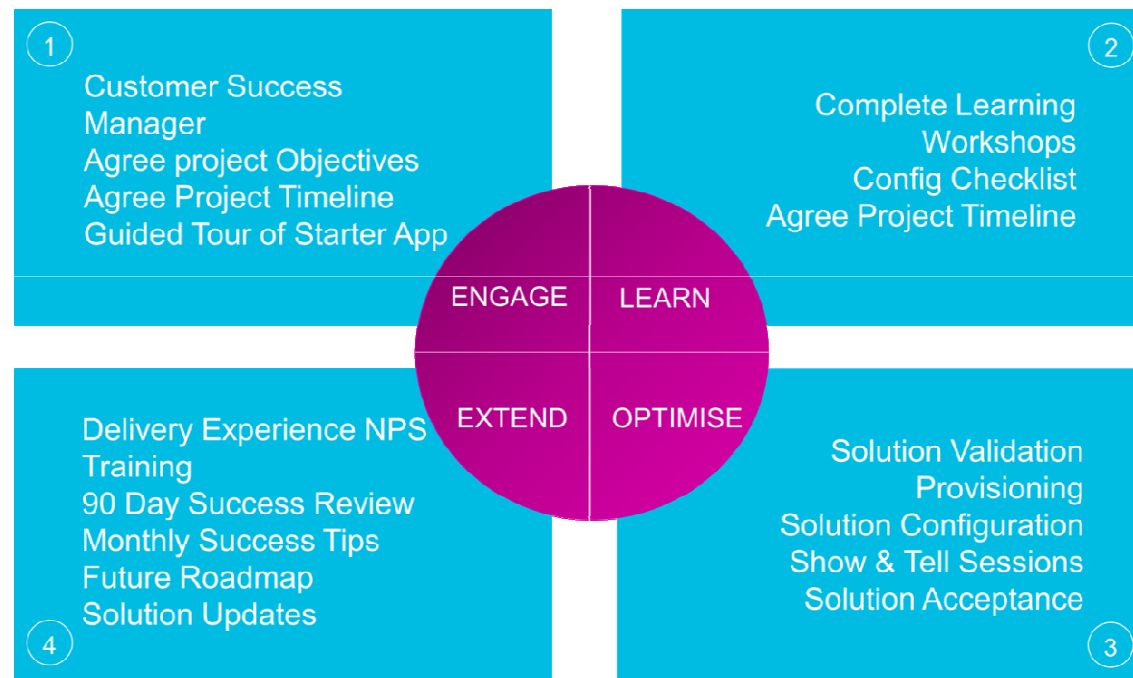
A growing collection of planning apps for a variety of needs.

Key Benefits

- ✓ speed time to benefit
- ✓ lower the total cost of ownership
- ✓ free with each subscription plan

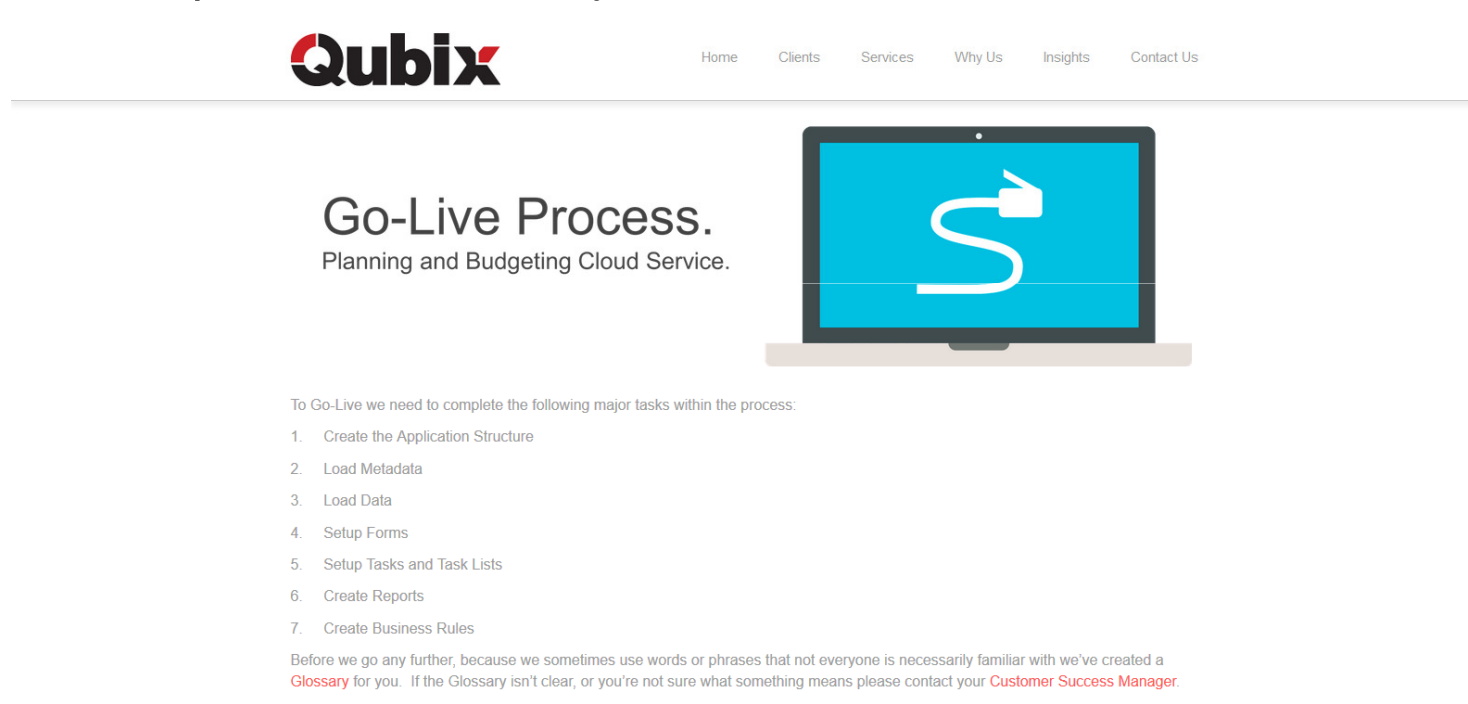
Customer Deployment Experience...

Go Live with “Customer Success Managers” in 30, 60 or 90 days.



Customer Deployment Experience...

Online Requirements Survey.....

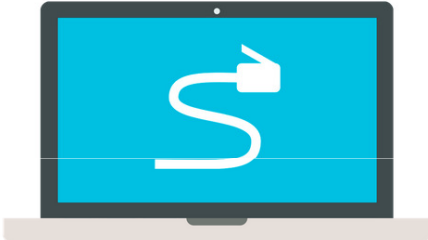


The screenshot shows the Qubix website's 'Go-Live Process' page. At the top left is the Qubix logo. To its right is a navigation menu with links for Home, Clients, Services, Why Us, Insights, and Contact Us. The main heading reads 'Go-Live Process. Planning and Budgeting Cloud Service.' Below this is an image of a laptop displaying a white 'S' with an arrow on a blue background. A list of seven tasks follows, and a paragraph at the bottom explains the purpose of a glossary.

Qubix Home Clients Services Why Us Insights Contact Us

Go-Live Process.

Planning and Budgeting Cloud Service.



To Go-Live we need to complete the following major tasks within the process:

1. Create the Application Structure
2. Load Metadata
3. Load Data
4. Setup Forms
5. Setup Tasks and Task Lists
6. Create Reports
7. Create Business Rules

Before we go any further, because we sometimes use words or phrases that not everyone is necessarily familiar with we've created a [Glossary](#) for you. If the Glossary isn't clear, or you're not sure what something means please contact your [Customer Success Manager](#).

Customer Deployment Experience...

Online Requirements Survey.....



The screenshot shows the Qubix website interface. At the top left is the Qubix logo. To its right is a navigation menu with links for Home, Clients, Services, Why Us, Insights, and Contact Us. Below the navigation is a section titled "Requirements Gathering Wizard" which contains six colored buttons: Planning (green), System Preference (grey), Data (blue), Security (red), Calculations (purple), and Reports (orange). Below this is a section titled "GO-LIVE ROADMAP | YOU'RE FINISHED!" which contains four buttons: Getting Started (pink), Go-Live Process (light blue), Your Tasks (light green), and Support Contact (red).



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Closing Comments...

Key Take Aways	
EPM Adoption	Qubix Cloud Planning powered by Oracle Planning and Budgeting Cloud Service lowers barriers associated with adopting a performance management solution
Simplicity	Easy to follow build task lists will have you up and running quickly and simply with all the benefits of a world class planning solution that is Hyperion.
Lower Cost	With the service managed in the oracle cloud there is no Hardware, Installation, Patching and Upgrade costs and fixed price, fixed scope deployments lowering the total cost of ownership without compromise.
Flexible	Add users, remove users, develop on the cloud, deploy on Premise, provides a huge amount of flexibility



Proven

- Oracle Platinum Partner
- 150+ Engagements
- 15+ Years of Success



Global

- North America
- Europe
- Middle East
- Australasia



Specialised

- Enterprise Performance Management
- Business Intelligence
- Cloud

Hvala



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