



I'M SPEAKING AT

ODTUG
Kscope19



SEATTLE, WASHINGTON • JUNE 23-27

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SEATTLE

 Washington State
Convention Center



Get Your Forecast Rolling at the Speed of Light

Who is Alexander Guinn?

2+ Years Administering Oracle-Hyperion Solutions @ Dentsply Sirona

- Specializes In:



- Enjoys:



About Dentsply Sirona

Largest Global Infrastructure in Dentistry

Committed to Leading Education & Innovation with Proven Solutions to Improve Efficiency and Advance Patient Care

- Education
- Development
- Studies
- Support
- Research
- Innovative Solutions

Who is Garren LaFond?

5+ Years Implementing Oracle-Hyperion EPM Solutions

- Specializes In:

ORACLE
HYPERION ESSBASE

ORACLE
HYPERION PLANNING



- Enjoys:



About SC&H Group

FOUNDED IN 1991	LARGEST ORACLE-HYPERION PRACTICE ON THE EAST COAST	COMMUNITY SERVICE: 25 AVERAGE HOURS PER EMPLOYEE	ONLY ORACLE PARTNER TO ACHIEVE CLOUDSELECT STATUS 2 CONSECUTIVE YEARS 2016 & 2017
200+ CLIENTS & 100% SUCCESS RATING		2018 BEST ACCOUNTING TODAY ACCOUNTING FIRMS	MOST ADMIRABLE CEO
CLIENT SERVICE: { "WORLD CLASS" "3X INDUSTRY AVERAGE"		BEST PLACES TO WORK →	▶ 1ST EVER ◀ FCCS IMPLEMENTATION
		ACCOUNTING TODAY BUSINESS JOURNAL	
		INSIDE ACCOUNTING	SERVING 46 OF THE FORTUNE 100
		BALTIMORE SUN	
		INC. MAGAZINE 2018	
 ORACLE-HYPERION EPM SPECIALISTS & PLATINUM PARTNER SINCE 2007			

Rolling Forecasts

What is a Rolling Forecast?

12-Month Rolling

	← Always Forecasting 12-Months Out →														
	Act 2019	Act 2019	Act 2019	Fcst 2019	Fcst 2019	Fcst 2019	Fcst 2019	Fcst 2019	Fcst 2019	Fcst 2019	Fcst 2019	Fcst 2019	Fcst 2020	Fcst 2020	Fcst 2020
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar
Sales	109,511	110,121	114,251	111,210	120,557	109,902	107,159	106,627	107,344	105,376	106,887	109,066	110,750	110,158	104,797
Gross Profit	57,991	58,853	54,915	55,140	55,875	57,136	60,238	54,091	52,663	54,174	55,208	52,263	57,591	52,247	55,233
SG&A	22,639	21,446	28,865	24,732	30,180	26,119	25,752	28,204	26,786	28,175	21,154	27,009	23,050	28,207	27,390
Net Income	35,352	37,407	26,050	30,408	25,695	31,017	34,486	25,887	25,877	25,999	34,054	25,254	34,541	24,040	27,843

Traditional Forecast

	Only Forecasts Across One Calendar Year											
	Act 2019	Act 2019	Act 2019	Fcst 2019	Fcst 2019	Fcst 2019	Fcst 2019	Fcst 2019	Fcst 2019	Fcst 2019	Fcst 2019	Fcst 2019
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Sales	109,511	110,121	114,251	111,210	120,557	109,902	107,159	106,627	107,344	105,376	106,887	109,066
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Rolling Forecast Key Considerations

More Precise Than



- Time and detail
- Who will be involved?

Easy As



- What results is the business looking for?
- Training/goal setting

Stop Rolling for Now

Even the Best Forecasts Make You



I Am Here to Help!

Old-Fashioned LaFond

2 Ounces Bib & Tucker Bourbon
½ Ounce Simple Syrup
1 TSP Nielsen Massey Vanilla Extract
1 Dash Angostura Aromatic Bitters
2 Dashes Angostura Orange Bitters



How to Maximize Application Flexibility

The Bear says: “If you plan on rolling, keep it Flexible.”



How should I keep it Flexible you ask?

Actualize the Forecast Using:

- Ruleset
- RTP
- LOOP/ENDLOOP

How to Maximize Application Flexibility

Requirements

- Forecast is completed quarterly
- Actuals only copied for quarter-end months



Requirements

Technical Components

- Ruleset
- Runtime Prompt
- Smart List
- LOOP/ENDLOOP

How to Maximize Application Flexibility

Q1 Rolling Forecast

	← Always Forecasting 12-Months Out →														
	Act 2019	Act 2019	Act 2019	Fcst 2019	Fcst 2019	Fcst 2019	Fcst 2019	Fcst 2019	Fcst 2019	Fcst 2019	Fcst 2019	Fcst 2019	Fcst 2020	Fcst 2020	Fcst 2020
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar
Sales	109,511	110,121	114,251	111,210	120,557	109,902	107,159	106,627	107,344	105,376	106,887	109,066	110,750	110,158	104,797
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Net Income	35,352	37,407	26,050	30,408	25,695	31,017	34,486	25,887	25,877	25,999	34,054	25,254	34,541	24,040	27,843

Q2 Rolling Forecast

	← Always Forecasting 12-Months Out →																	
	Act 2019	Act 2019	Act 2019	Act 2019	Act 2019	Act 2019	Fcst 2019	Fcst 2019	Fcst 2019	Fcst 2019	Fcst 2019	Fcst 2019	Fcst 2020	Fcst 2020	Fcst 2020	Fcst 2020	Fcst 2020	Fcst 2020
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
Sales	109,511	110,121	114,251	111,210	120,557	109,902	107,159	106,627	107,344	105,376	106,887	109,066	110,750	110,158	104,797	110,750	110,158	104,797
Gross Profit	57,991	58,853	54,915	55,140	55,875	57,136	60,238	54,091	52,663	54,174	55,208	52,263	57,591	52,247	55,233	57,591	52,247	55,233
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Net Income	35,352	37,407	26,050	30,408	25,695	31,017	34,486	25,887	25,877	25,999	34,054	25,254	34,541	24,040	27,843	34,541	24,040	27,843

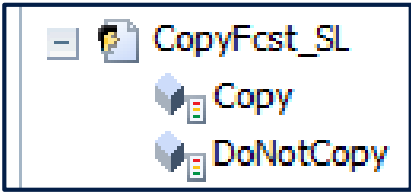
How to Maximize Application Flexibility

 RuleSet

Ruleset	
Copy Actual to Forecast	Copy fresh Actuals into the Forecast
Aggregate Forecast	Ensures that data appears correctly at upper level members in the Forecast
Currency Convert Forecast	

How to Maximize Application Flexibility

1



2

Properties of CopyFcst_SL

Category: Planning

Property	Value	
Label	Copy Act to Fcst SL	🔗
Start Value	0	🔗
Increment	1	✓
#Missing Drop Down Label	None	🔗
Display Order	ID	✓
#Missing Data Form Label	DropDown	✓
Auto Generate ID	<input type="checkbox"/>	🔗
Dimension Description		✓
Display Option	Name	🔗

3

Properties of Copy

Category: Planning

Property	Value	
Label	Copy Act to Fcst	🔗
Value	0	🔗

4

Properties of DoNotCopy

Category: Planning

Property	Value	
Label	Do Not Copy Act to Fcst	🔗
Value	1	🔗

5

Properties

Scope: PLAN

Name: rtp_CopyFcst

Group:

Type: Numeric

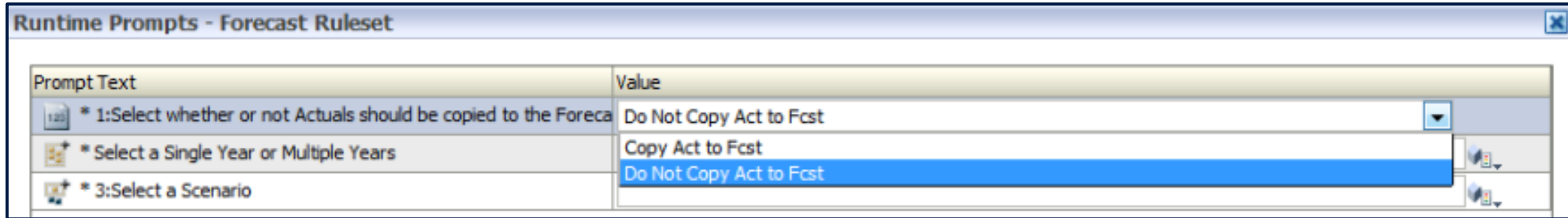
Smartlist: CopyFcst_SL

Use Last Entered Value Allow #Missing

Limits	Default Value	RTP	RTP Text
Copy,DoNotCopy	DoNotCopy	<input checked="" type="checkbox"/>	Select whether or not Actuals should be copied to the Forecast.

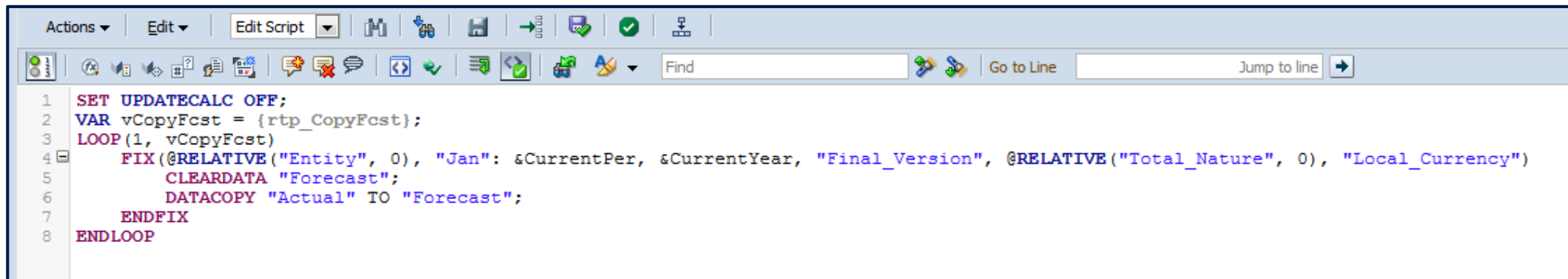
How to Maximize Application Flexibility

How the Run Time Prompt Displays in the Business Rule



Prompt Text	Value
1:Select whether or not Actuals should be copied to the Foreca	Do Not Copy Act to Fcst
2:Select a Single Year or Multiple Years	Copy Act to Fcst
3:Select a Scenario	Do Not Copy Act to Fcst

Configuration of the Actual to Forecast Business Rule



```
1 SET UPDATECALC OFF;
2 VAR vCopyFcst = {rtp_CopyFcst};
3 LOOP(1, vCopyFcst)
4     FIX(@RELATIVE("Entity", 0), "Jan": &CurrentPer, &CurrentYear, "Final_Version", @RELATIVE("Total_Nature", 0), "Local_Currency")
5     CLEARDATA "Forecast";
6     DATACOPY "Actual" TO "Forecast";
7     ENDFIX
8 ENDLLOOP
```


Let's Pause the Rolling Again...

Need a Break?



I Am Here to Help!

La Valarie

3 Raspberries, muddled

1 ½ Ounces Blanco Tequila

1 Ounce Fresh Squeezed Grapefruit Juice

¾ Ounce Fresh Squeezed Lime Juice

¾ Ounce Simple Syrup



What is Hybrid Essbase?



The Case for Implementing Hybrid Essbase



Hybrid Essbase Design Considerations

Versioning

- Available starting with Hyperion 11.1.2.3.500
- Fully supported with 11.1.2.4
- Limited availability in EPBCS

Hybrid Essbase Design Considerations

Database Composition

- Ideal
 - Large and simple databases
 - Mainly user input
 - Several aggregating sparse dimensions
 - Minimal calculations - aggregations and currency conversions
- Not Ideal
 - Calculations focused on upper level members*

Hybrid Essbase Design Considerations

Testing

- Set aside ample time:
 - Performance testing
 - Unit testing

```
Essbase config settings (essbase.cfg)
; The following entry specifies the full path to JVM.DLL
;JvmModuleLocation $J(EPM_ORACLE_HOME)\..jdk160_35\jre\bin\server\jvm.dll
BPM_Oracle_DriverDescriptor "DataDirect 7.1 Oracle Wire Protocol"
BPM_DB2_DriverDescriptor "DataDirect 7.1 DB2 Wire Protocol"
BPM_SQLServer_DriverDescriptor "DataDirect 7.1 SQL Server Wire Protocol"
;BPM_SQLServer_DriverDescriptor "SQL Server"
;BPM_Netezza_DriverDescriptor "NetezzaSQL"
BPM_Teradata_DriverDescriptor "Teradata"
;BPM_ORACLEBI_DriverDescriptor "Oracle BI Server 11g_OHXXXX"
;BPM_ORACLEBI_DriverDescriptor "Oracle BI Server"
BPM_MySQL_DriverDescriptor "DataDirect 7.1 MySQL Wire Protocol"

UnicodeEnable

UnicodeEnable

AuthenticationModule CSS
AGENTPORT 1423
SERVERPORTBEGIN 32768
SERVERPORTEND 33768
AGENTDESC hypservice

CALCLOCKBLOCKHIGH 1000
CALCLOCKBLOCKDEFAULT 500
CALCLOCKBLOCKLOW 250

ASODYNAMICAGGINBSO DemoApp FULL
```

How to Enable Hybrid Essbase

- 1 Level 0 Data Backup
- 2 Clear Data from Essbase
- 3 Restart Essbase Services
- 4 Essbase Configuration File (Hybrid is Application-Specific)



How to Enable Hybrid Essbase

5 Must set sparse parents to dynamic calc instead of store

6 Check application log file to ensure Hybrid is on and working

7 Ensure that upper level sparse members from these dimensions are not being used in calculations

Remove from FIX statements

Remove from Cross Dimensional Operators

Member Properties

Member(s): Baltimore ← Sparse Parent

Information Attributes Associations UDAs Formula

Information

- Member information
 - Name: Baltimore
 - Two-Pass calculation: false
 - Type: Numeric
 - Select Text List: Select
 - Associate format string: <Click here to edit this field>
 - Comment: <Click here to edit this field>
 - Consolidation: (+) Addition
 - Data Storage: **Dynamic Calc**
 - Qualified shared member name: <Not editable for this member>
 - Currency name: <Click here to edit this field>
- Aliases
 - Default <Click here to edit this field>
 - SLAliases HSP_ID_50097

```
[Thu Mar 01 09:47:31 2018]Local/DemoApp/Main/admin@Native  
Directory/43324/Info(1204002)  
Hybrid Aggregation Mode enabled.
```


Evaluate Key Essbase Functions

- EXCLUDE – Good for not copying or calculating members

```
Actions | Edit | Edit Script | [Icons] | Find
1 | FIX (@RELATIVE( "NetIncome", 0), @RELATIVE( "AcqDiv_Model", 0), @RELATIVE( "Discontinued_Products_Model", 0))
2 |     EXCLUDE ("DVOAdj", "LoadDVO", "ORM_DVOAdj")
3 |     **Script Body**
4 |     ENDEXCLUDE
5 | ENDFIX
```

- @SUM, @RELATIVE – Good if converting to Hybrid

```
Actions | Edit | Edit Script | [Icons] | Find
1 | FIX(@SUM(@RELATIVE("Baltimore",0)))
2 |     FIX (@RELATIVE( "NetIncome", 0), @RELATIVE( "AcqDiv_Model", 0), @RELATIVE( "Discontinued_Products_Model", 0))
3 |     EXCLUDE ("DVOAdj", "LoadDVO", "ORM_DVOAdj")
4 |     **Script Body**
5 |     ENDEXCLUDE
6 |     ENDFIX
7 | ENDFIX
```



The Results?

- Tremendous benefit
 - Database details
 - Contains 11 dimensions
 - 5 of which are aggregating sparse
 - Converted 1 dimension
 - Database size went from 160 GB to 55 GB
 - 200% increase in calculation speed

Hybrid

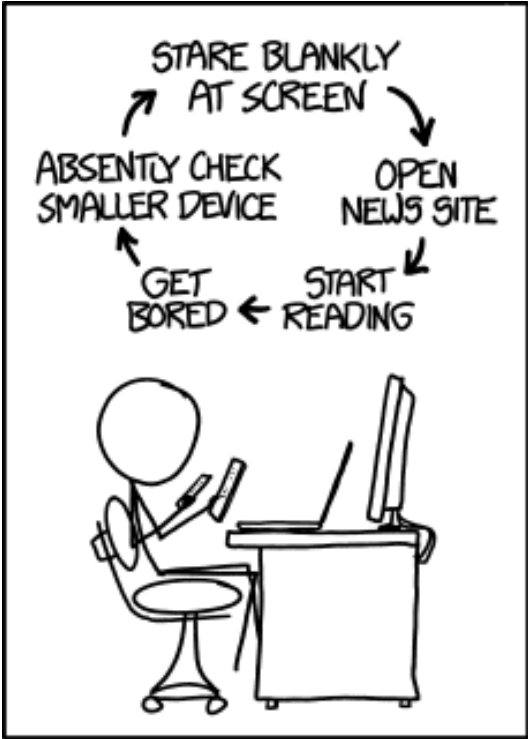


BSO



Moral of the Story?

Stop Doing This



...And Get Rolling.



POWERFUL MINDS

Your Presenters



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Stop By and See Us in the Exhibit Hall!

SC&H @ Booth #110

“Live” Fish Toss Contest

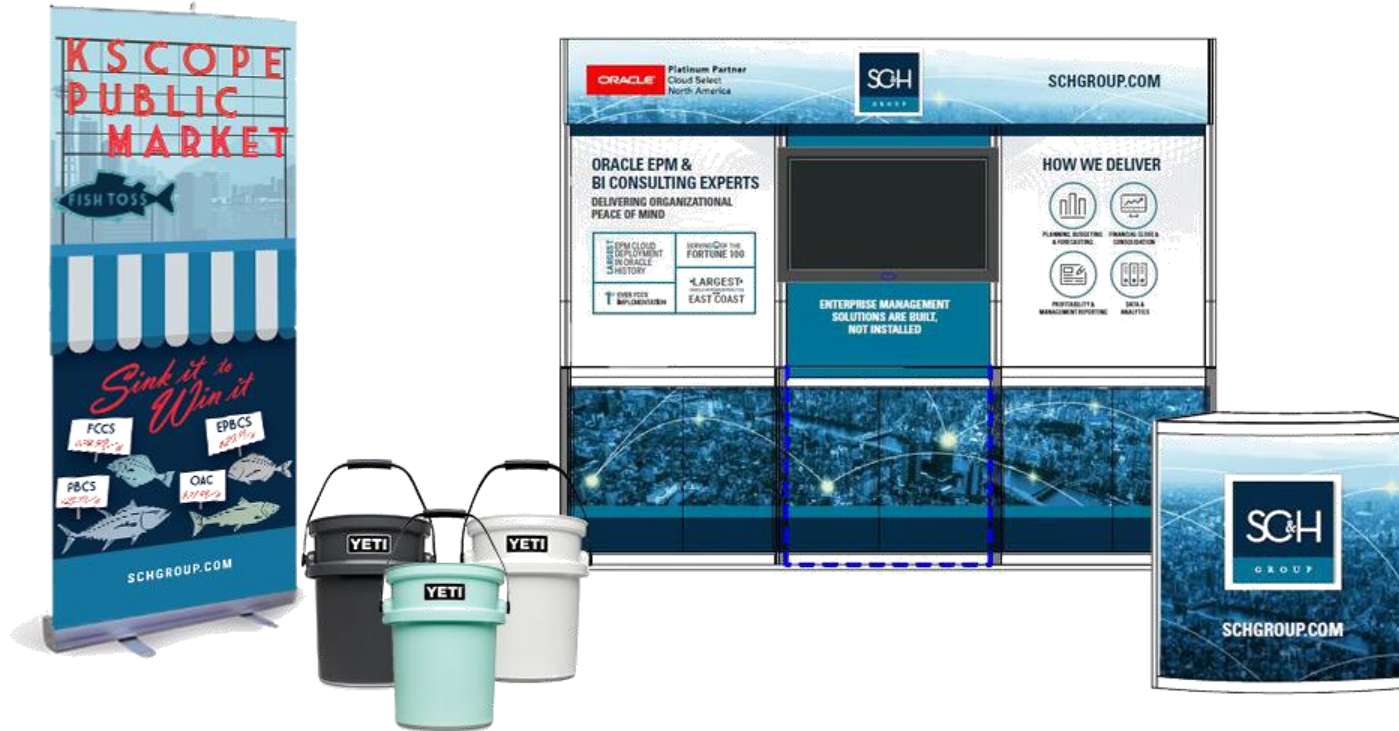
Make 3 Shots:

- Win Starbucks Gift Card
- Entered for Chance to Win 1 of 3 Yeti Buckets

Boat Keychains!

Swedish Fish!

Koozies!





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