



I'M SPEAKING AT

**ODTUG**  
**Kscope19**



SEATTLE, WASHINGTON • JUNE 23-27

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# SEATTLE



# Your Best Project Yet

Taking Your Project Planning Process to the Cloud



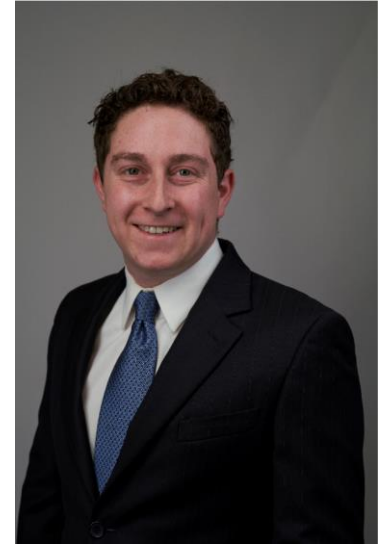
# Agenda

What We'll Cover Today

- |    |                               |    |                             |
|----|-------------------------------|----|-----------------------------|
| 1. | Introduction                  | 5. | Projects Module Walkthrough |
| 2. | Why We're Here Today          | 6. | Data Maps                   |
| 3. | Projects Module Configuration | 7. | Real World Client Example   |
| 4. | Projects Module Metadata      | 8. | Conclusion                  |

# Who is Jake Shapiro

- Senior consultant at SC&H Group in the Business Performance Management group
- Avid Baltimore sports fan
- Graduated from the University of Maryland, go Terps!
- One of few left handed EPM consultants



# About SC&H Group

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

# Why We're Here Today

Get Out of Excel, and into the Cloud!

# Get Out of Excel...



# ...And into the Cloud!

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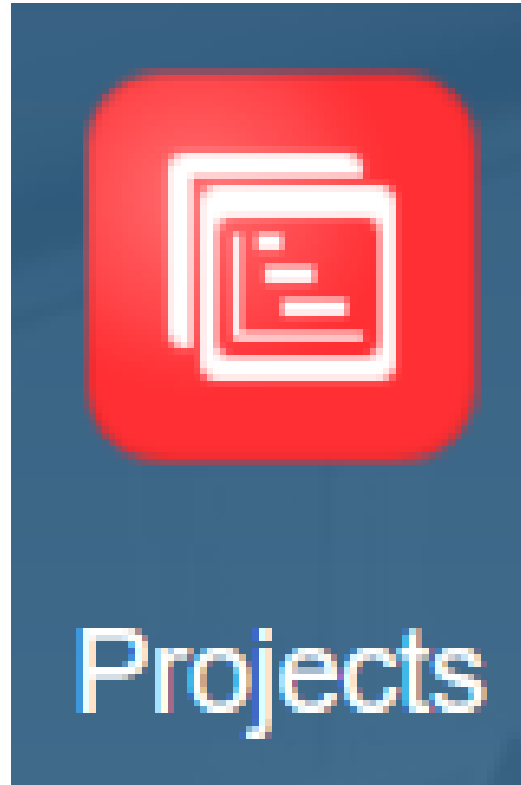
# ...And into the Cloud!

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# ...And into the Cloud!

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# Projects Module Configuration

# ...And into the Cloud!

**Projects - Enable Features ?**

☒ **Project Type**  
Select the project types for planning. [more](#)

☒ Contract

Internal Projects☒ Capital☒ Indirect

☒ **Revenue**  
Provides the ability to manage revenue. [more](#)

☒ Direct Input☒ Driver Based

☒ **Project Benefits**  
Tracks qualitative and quantitative project benefits. [more](#)

☒ Financial☒ Non-Financial

☒ **Expense**  
Select project related expenses to plan. [more](#)

Driver Based☒ Labor

☒ Standard Rates from Workforce☒ Employee




☒ Equipment

☒ Standard Rates from Capital

☒ Material

☒ Direct Input

☒ **Rolling Forecast**  
Enables rolling forecast to allow continuous planning. [more](#)

Map/Rename Dimensions			
Map existing dimensions and enable custom dimensions. <a href="#">more</a>			
Enable Dimension	Source Dimension	Target Dimension	
<input checked="" type="checkbox"/>	Project	Project	
<input checked="" type="checkbox"/>	Resource Class	Resource Class	
<input checked="" type="checkbox"/>	Project Element	Project Element	
<input type="checkbox"/>	Program		
<input type="checkbox"/>	Vendor		
<input type="checkbox"/>	Phases		



# Project Types

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- Contract Projects
  - Planning for revenue-generating projects
  - Contract projects can be managed by:
    - Cost plus projects
    - Time and materials projects
    - Fixed price contracts
- Capital Projects
  - Planning for projects with capital assets
  - Offers functionality to capitalize assets
- Indirect Projects
  - Planning for expense-driven internal projects

# Revenue Planning

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- In the Projects module, revenue planning is only available for Contract Projects
- The revenue planning options are:
  - Direct Input
    - Planning for project revenue by directly submitting data
  - Driver Based
    - Using revenue drivers and global assumptions to drive revenue planning

# Project Benefits

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- Project Benefits allow users to perform analysis on the benefits of non-revenue generating projects (Capital and Indirect)
- While non-revenue generating projects do not directly increase revenue on the P&L, there may be benefits that indirectly lead to increases in revenue that you want to track
- The Project Benefits planning options are:
  - Financial
    - Allows users to quantify the financial benefits of a non-revenue generating project
  - Non-Financial
    - Allows users to plan for the non-financial benefits that can be used to validate a project and measure its overall success

# Expense Planning

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- The expense planning options in the Projects module are:
  - Direct Input – planning for project expenses by directly submitting data
  - Driver Based – using expense drivers to plan for project expenses
    - Labor – driver based planning for labor expense
    - Equipment – driver based planning for equipment expenses
    - Material – driver based planning for materials expenses
  - There is also functionality to utilize other EPBCS modules to generate project expense drivers
    - Standard Rates from Workforce – driver based planning using standard rates from the Workforce module
    - Employee – ability to assign specific employees to projects and assign their expenses to the specific project
    - Standard Rates from Capital – driver based planning using standard rates from the Capital module for equipment expense planning



# Rolling Forecast

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- The Rolling Forecast functionality allows for continuous planning at the following increments:
  - Monthly
    - 12 months
    - 18 months
    - 24 months
  - Quarterly
    - 4 quarters
    - 6 quarters
    - 8 quarters
- The forms generated by the Projects module will update as the rolling forecast range is updated so that the entire rolling forecast range can be viewed during the planning process

# Coffee Break #1

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# Dimensions

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- The dimensions section allows users to map existing dimensions to Projects dimensions, rename base dimensions, and add custom dimensions
- All mappings, renames, and enabling of dimensions must be done at the time of configuration
  - Projects
    - The dimension where projects will be stored
    - The hierarchy is organized by project type
  - Resource Class
    - Used to differentiate between the various driver types used in project planning
  - Project Element
    - Holds detailed line item information for project revenue and expense planning

# Dimensions

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- Users can enable up to three dimensions: Program, Stages, or Vendor
  - Program
    - The Program dimension is an attribute dimension
    - Used to group projects for informational reporting purposes
  - Stages
    - Allows users to break down projects by various phases
  - Vendor
    - Allows users to plan projects with vendor detail



# Projects *Module Metadata*

# Projects Metadata

- Upon configuration, the EPBCS application will automatically create new metadata based on the configuration options selected
- This metadata includes entirely new dimensions, members within those dimensions, and a new account hierarchy dedicated to the Projects module

Name
▲ Project
▲ Total Project
▲ All Project
▲ Contract Projects
▶ Cost Plus Projects
▶ Time and Material Projects
▶ Fixed Price Contracts
▲ Internal Projects
▶ Indirect Projects
▶ Capital Projects

▲ Accounts - Project	
▶ OPF_Project Assumptions	Project Assumptions
▶ OPF_Project Expense Planning	Project Expense Planning
▶ OPF_Project Revenue Planning	Project Revenue Planning
▶ OPF_Project Benefit Assumptions	Project Benefit Assumptions
▶ OPF_Impact on Financial Statements	Impact on Financial Statements
▶ OPF_Cross Module Integration	
▶ OPF_Project Measures	Project Measures

# Projects Metadata

- Additional metadata will be created if additional configuration options are enabled at a later time.
- Some of the metadata is dependent on configuration options related to integration with the other EPBCS modules.

Name	Alias (Default)
Project Element	
▶ OPF_Assumption Elements	
▶ OPF_Standard Assumption Drivers	Assumption Form Drivers
▶ OPF_Total Project Element	Total Project Element
▶ OPF_Total Line Items	Total Lines
▶ OPF_Base Element	Base Element
▶ OPF_Base Recognition Element	
▶ OPF_Project Impact	Project Impact
▶ OPF_Capitalized	Capitalized
▶ OPF_Non Capitalized	Non Capitalized
▶ No Project Element	
▶ OPF_Performance Obligation	Performance Obligation

Name	Alias (Default)
Resource Class	
▶ OPF_Summary Resources	Summary Resources
▶ OPF_Labor	Labor
▶ OPF_Equipments	Equipments
▶ OPF_Materials	Materials
▶ OPF_Other	Other
▶ OPF_Direct Entry	Direct Entry
▶ OPF_Cost Plus	Cost Plus
▶ OPF_Total Resource Class	Total Resource Class
▶ OPF_Detailed Resources	Detailed Resources
▶ OPF_Base Resource	Base Resource
▶ OPF_Direct Resource	Direct Resource
▶ No Resource Class	

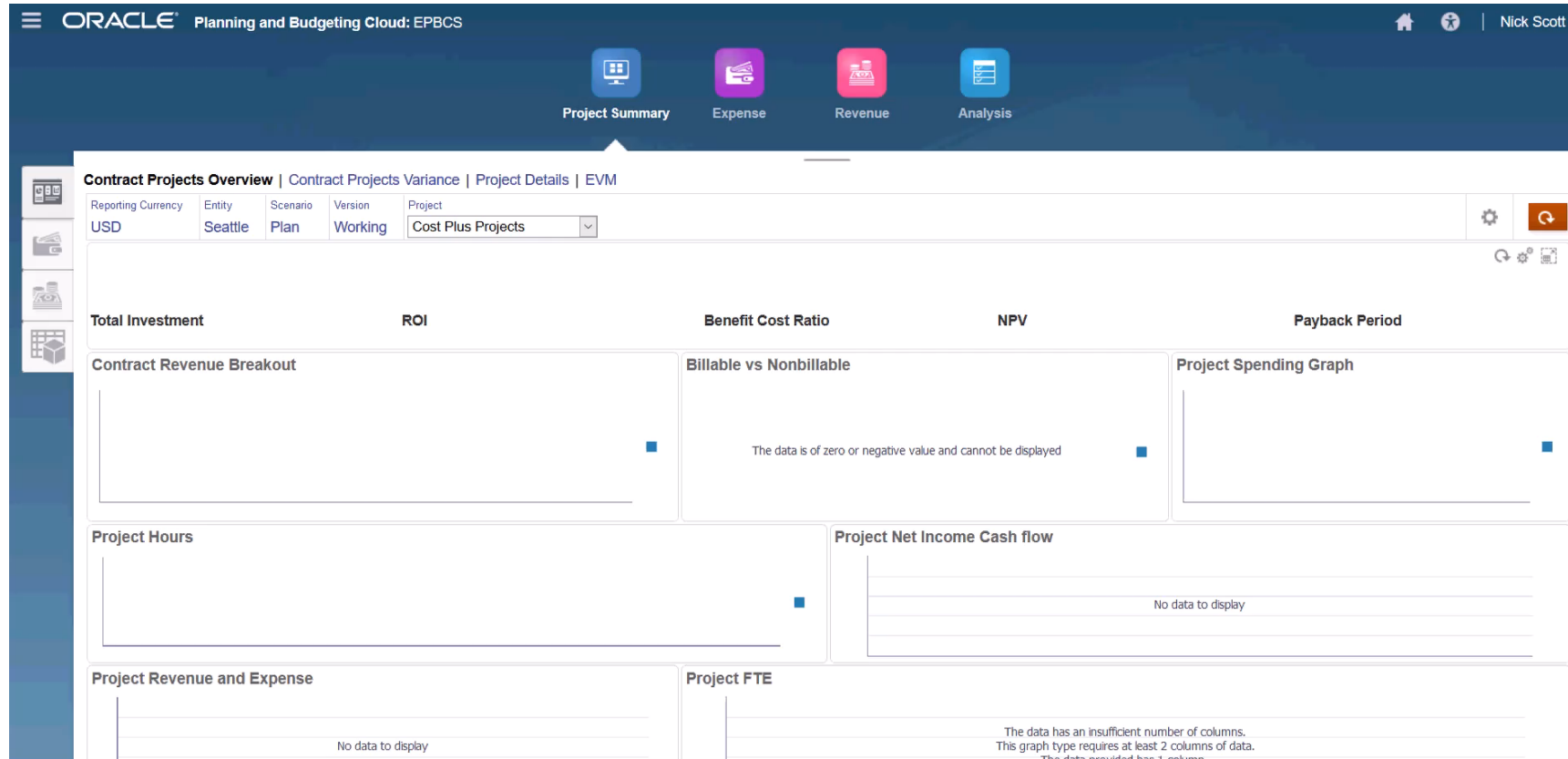
Name	Alias (Default)
Stages	
▶ Total Stages	
▶ All Stages	
▶ Stage 1	Design
▶ Stage 2	Build
▶ Stage 3	Testing
▶ Stage 4	Training
▶ Stage 5	Other
▶ No Stages	

# Projects Module Walkthrough



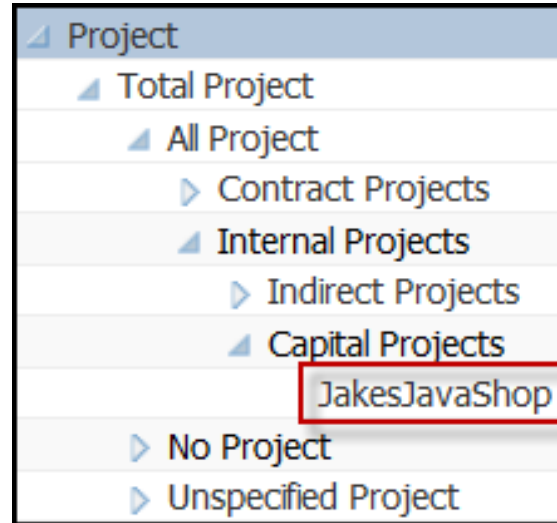
# Projects Module Walkthrough

## Let's Get Brewing



# Now That's Groovy

- The out-of-the-box functionality of EPBCS utilizes the Groovy scripting language throughout the modules.
- Groovy rules can do things that Essbase calc scripts cannot.



# Approved!

[illegible]

# Coffee Break #2



Living his best life

# What's that Going to Cost?

ORACLE Planning and Budgeting Cloud: EPBCS

Project Summary Expense Revenue Analysis

Labor | Material | Equipment | Other

## Expense Assumptions

Scenario Plan Version Working Currency USD Entity Seattle Years FY19 Project JakesJavaShop

Actions Save Refresh

Data Ad hoc Format

	No Year													
	Phase	Job	Employee Resource	Assignment Start Date	Assignment End Date	FTE	Assignment Location	Skill Set						
	Assumptions	Assumptions	Assumptions	Assumptions	Assumptions	Assumptions	Assumptions	Assumptions						
Line 1														
Line 2														
Line 3														
Line 4														
Line 5														
Line 6														
Line 7														
Line 8														
Line 9														
Line 10														
Total Lines														

# Driver Based Planning

- Total Labor Expense = Hourly Cost \* Hours per day \* Working Days per Month \* Months
- Total Labor Expense = \$25 \* 8 hours per day \* 22 Working Days per Month \* 5 Months = \$22,000

	FY19			FY20		
	Labor Standard Hourly Cost	On Site Standard Billing Rate	Off Site Standard Billing Rate	Labor Standard Hourly Cost	On Site Standard Billing Rate	Off Site Standard Billing Rate
Project Manager	25	25	25	25	25	25

	FY19	FY20
Hours per day	8	8
Hours per Week	40	40
Working Days per Month	22	22

FY19	FY20
⊕ Total Labor Expense	
YearTotal	YearTotal
22,000	35,200

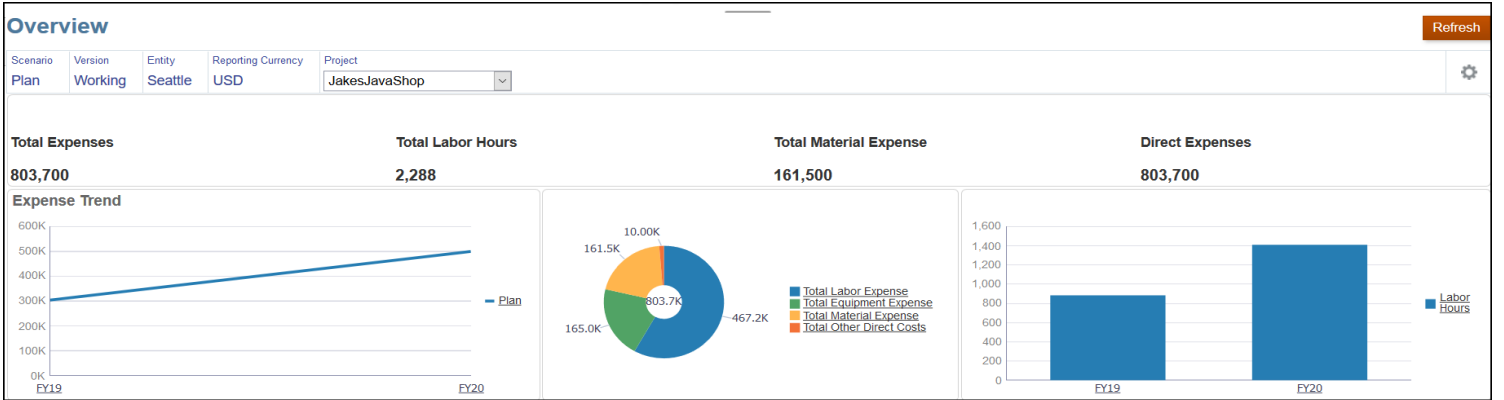
# Expense Planning

- Expense planning can be completed through direct entry, driver based calculations, or a combination of both.
- Dashboards and reports will update automatically as expenses are adjusted and calculated.

Direct Entry | Project Financial Benefits | Project Non Financial Benefits

**Expense Direct Entry** ⓘ

Scenario Plan	Version Working	Entity Seattle	Currency USD	Project JakesJavaShop	
	No Year		FY19	FY20	
	Phase	Expense Type			
	Assumptions	Assumptions	⊕ YearTotal	⊕ YearTotal	
Line 1	Design	Labor Expense	65,000		
Line 2	Build	Labor Expense	100,000	225,000	
Line 3	Build	Material Expense	66,000	95,500	
Line 4	Build	Equipment Expense	50,000	115,000	
Line 5	Testing	Labor Expense		10,000	
Line 6	Testing	Miscellaneous Expense		5,000	
Line 7	Training	Labor Expense		10,000	
Line 8	Training	Miscellaneous Expense		5,000	





# The Module Had Its Coffee this Morning!

ORACLE Planning and Budgeting Cloud: EPBCS Nick Scott

Project Summary Expense Revenue Analysis

Labor | Material | Equipment | **Other**

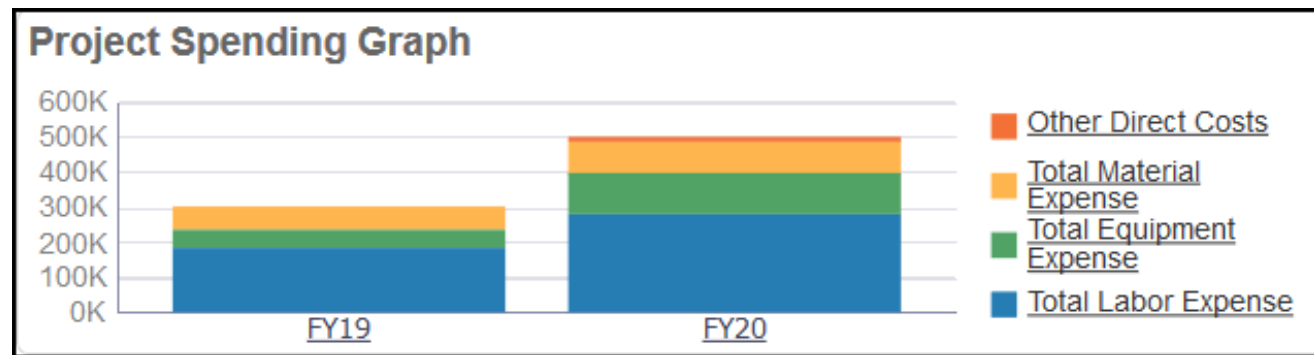
Entity: Seattle Scenario: Plan Years: FY19 Version: Working Currency: USD Project: JakesJavaShop

Actions Save Refresh

	No Year				FY19	FY19	FY20						
	Phase	Resource Name	Expense Cash Flow Incidence	Custom Other Expense Assumptions	Other Expenses	Other Expenses							
	Assumptions	Assumptions	Assumptions	Assumptions	YearTotal	YearTotal	YearTotal						
Line 1													
Line 2													
Line 3													
Line 4													
Line 5													
Line 6													
Line 7													
Line 8													
Line 9													
Line 10													
Total Lines													

# That's a Latte Information!

- These out-of-the-box calculations and dashboards in the Projects module make analysis more efficient.



Scenario	Version	Reporting Currency	Entity	Project
Plan	Working	USD	Seattle	Jakes.JavaShop
ROI	NPV		Payback Period	Project Benefit
-100%	-622,905		0	-803,700
				Project Cash Flow
				-642,200

# The Whipped Cream on Top!

- Even though the project is categorized as a non-revenue generating project, that does not mean that the project will not have financial benefits for the organization.
- The Projects module allows for financial and non-financial benefit planning to see a more complete and accurate picture of a project's value.

Entity	Scenario	Version	Currency	Project			
Seattle	Plan	Working	USD	JakesJavaShop			
	No Year			FY19	FY20	All Year	
	Impacted Account	Financial Benefits	Financial Benefit Amount		Financial Benefit Amount		
	Assumptions	Assumptions	⊕ YearTotal		⊕ YearTotal	YearTotal	
	Impact Line 1	Product Revenue	Revenue from Jake's Java Shop		1,000,000	1,000,000	
	Impact Line 2						
	Impact Line 3						
	Impact Line 4						
Project Impact					1,000,000	1,000,000	

Scenario	Version	Reporting Currency	Entity	Project
Plan	Working	USD	Seattle	JakesJavaShop
ROI	NPV		Payback Period	Project Benefit
24.42%	329,476		0	196,300
			Project Cash Flow	
			357,800	

# Get that Order Out the Door



Data Maps in EPBCS

# Data Maps in EPBCS

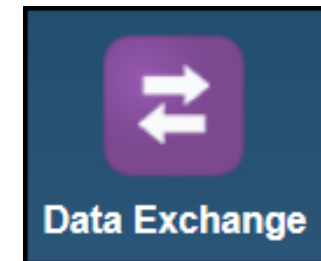
- Data maps are used to move data between source and target cubes within an application.
- In EPBCS, data maps can be used to move data between the various enabled modules.
- The out-of-the-box functionality allows for a seamless integration process to get the enterprise wide benefits of EPBCS.

**PFP\_WFP\_Integration\_All** Actions Save and Close Cancel

MRA for transferring data from Project module to Workforce module

 Source EPBCS OEP_PFP	 Target EPBCS OEP_WFP
Account ▼ Descendants(OPF_Workforce Project Integration Accounts)	Account <span>✕</span>
Currency ▼ ILV0Descendants(Currency)	Currency <span>✕</span>
OPF_NamedEmployeeWF ▼ OPF_Employee Resource_WF ▼	Employee <span>✕</span>

OPF_Cross Module Integration	
▶ OPF_Financial Integration Accounts	Financial Integration Accounts
▶ OPF_Workforce Project Integration Accounts	Workforce Project Integration Accounts
▶ OPF_Capital Project Integration	Capital Project Integration
▶ OPF_Project Expense Drivers	Project Expense Drivers



# Real World Client Example

# Let the Projects Module Grow With You

- Implemented the Projects and Capital modules at an e-commerce client that had ~\$3B in revenue in 2018.
- Company has grown to ~\$4B in revenue since then.
- As the company has continued to grow, the dynamic capabilities of the modules have allowed for a seamless project and capital planning process to support this growth.





# Let the Projects Module Grow With You

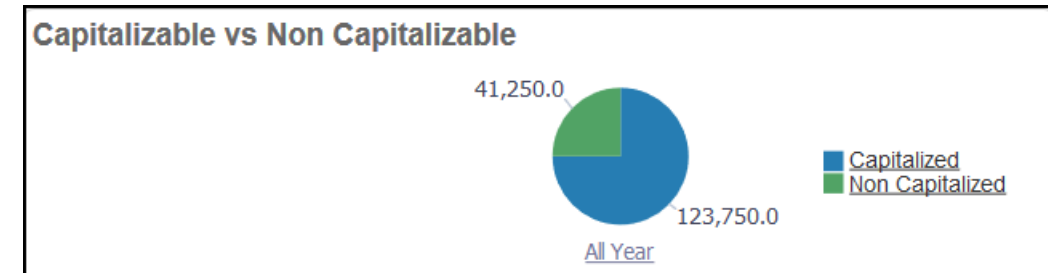
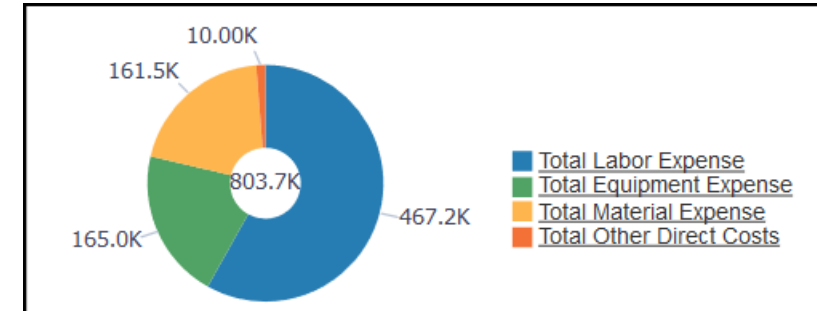
- Integrated Projects and Capital in order to plan for projects by Asset Category.
- Wrote 3 custom business rules
- Created 30 custom accounts total between the modules

All Asset Category	
AC160501	060501 - FF&E
OpEqpmt	Operational Equipment
NonOpEqpmt	Non-Operational Equipment
Rack	Racking
SortConv	Sorter/Conveyor
OffFurniture	Office Furniture
TV	Television
OthFF&E	Other FF&E
AC161501	161501 - Hardware
Comp	Computers
Radio	Radio
Scanner	Scanners
ITInfra	IT Infrastructure
OthHW	Other Hardware
AC162001	162001 - Internet Domain
IntDom	Internet Domain
OthIntDom	Other Internet Domain
AC162501	162501 - Software
SWLic	Software Licenses
SWDev	Software Development
OthSW	Other Software
AC161001	161001 - LHI
Buildouts	Buildouts
WireCable	Wiring/Cabling
OthLI	Other Leasehold Improvements
AC163001	163001 - Construction in Process
CIP	Construction in Process
OthCIP	Other Construction in Process

# Conclusion

# Your Best Project Yet

- The out-of-the-box functionality allows for fast and efficient implementations.
- A standardized-cloud based application that facilitates both actual reporting and planning for project revenue and expenses.
- Dynamic calculation and reporting capabilities that provide strategic personnel with greater insight into project results.



# Your Best Project Yet!

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POWERFUL MINDS

# Your Dedicated Advisor



**Jake Shapiro**

Senior Consultant

Business Performance Management

✉ [jshapiro@schgroup.com](mailto:jshapiro@schgroup.com)

📞 410-988-1387

Stop By and See Us in the Exhibit Hall!

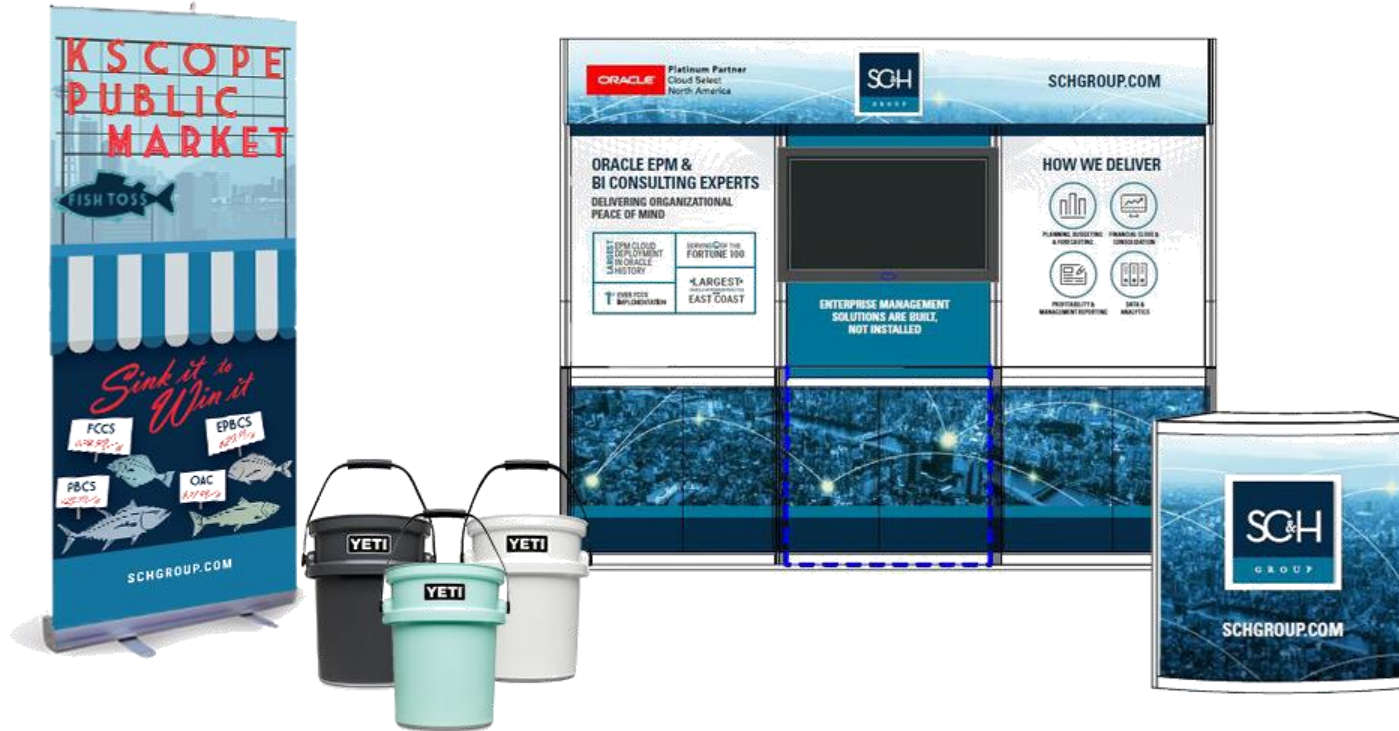
# SC&H @ Booth #110

## “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!





**POWERFUL MINDS. PASSIONATE TEAMS. PROVEN RESULTS.**





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