

## Planning and Budgeting Cloud Service

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

**Neil Sellers**

**Qubix International Ltd**

October 2014



# 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

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# The Challenges...

## Excel Spreadsheets

- ✓ Easy to Use
- !!! Manual / Slow
- !!! Error Prone
- !!! Non-Collaborative
- !!! Doesn't Scale
- !!! No Audit
- !!! Not Secure

## Planning in the Cloud

- ✓ Easy to Use
- ✓ Powerful Features
- ✓ Quick to Deploy
- ✓ Audit & Traceability
- ✓ No-IT Infrastructure
- ✓ Collaborative
- ✓ Scalable
- ✓ Connected
- ✓ Real-Time

The Challenges

## 5 Steps To Planning Brilliance

Planning and Budgeting Cloud Service

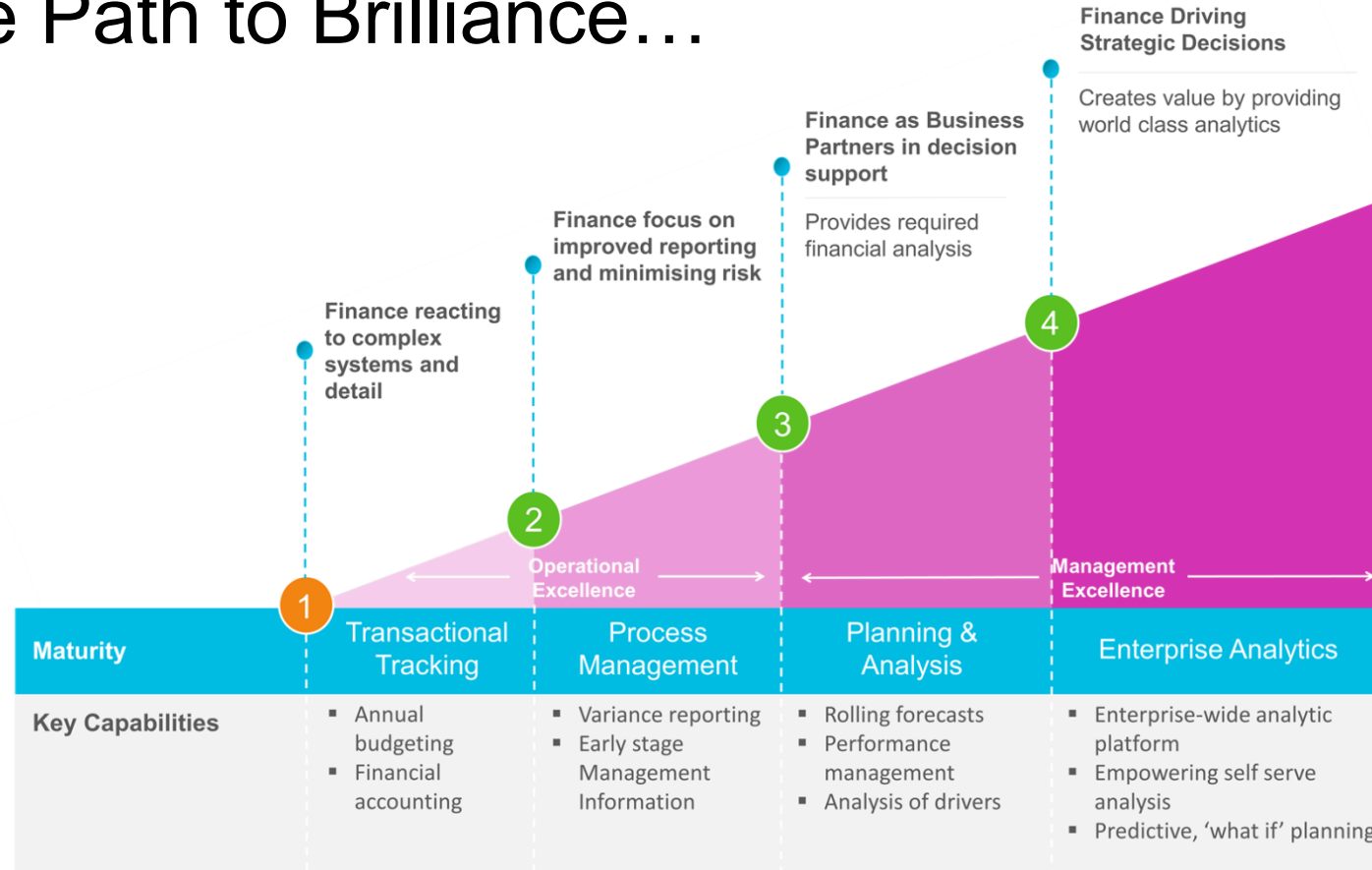
Live Demo

Oracle Cloud Overview

Introduction to Qubix Cloud Planning

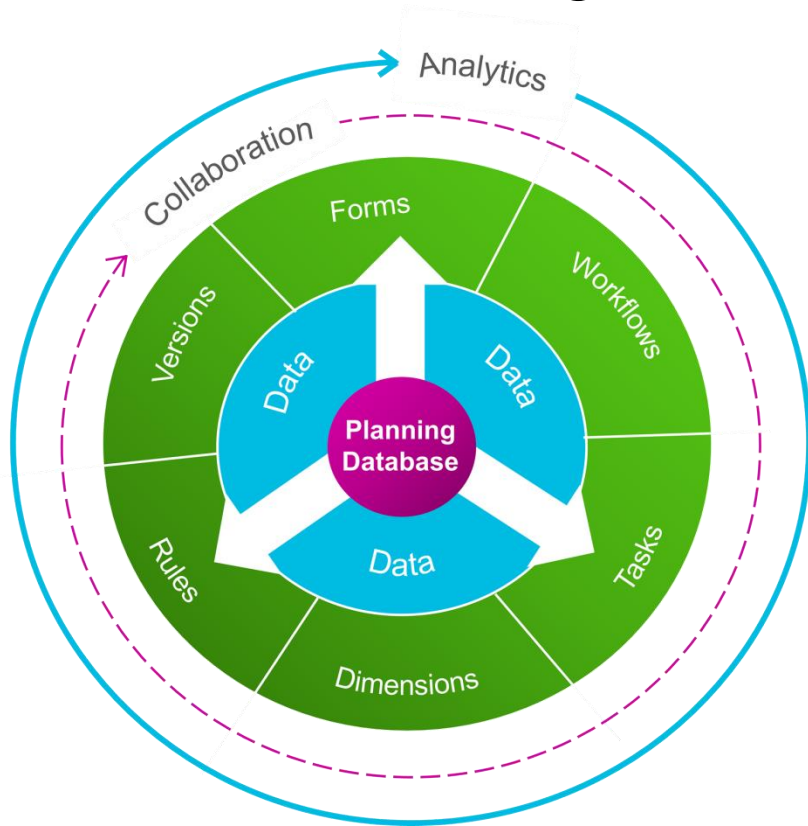
Closing Comments

# The Path to Brilliance...



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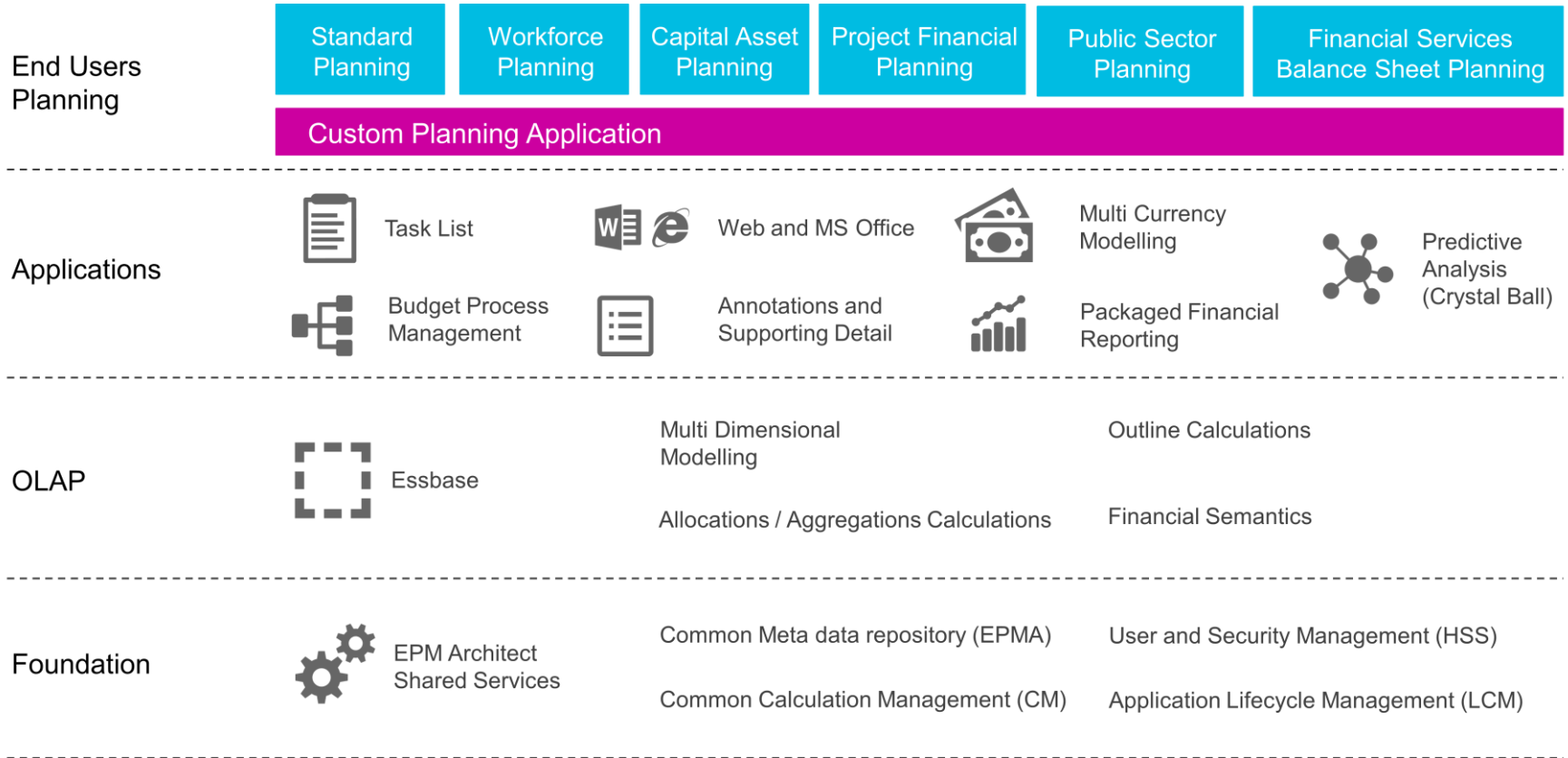
# Tomorrow's Integrated Planning Process...



- **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



# Hyperion Planning Functional Blocks

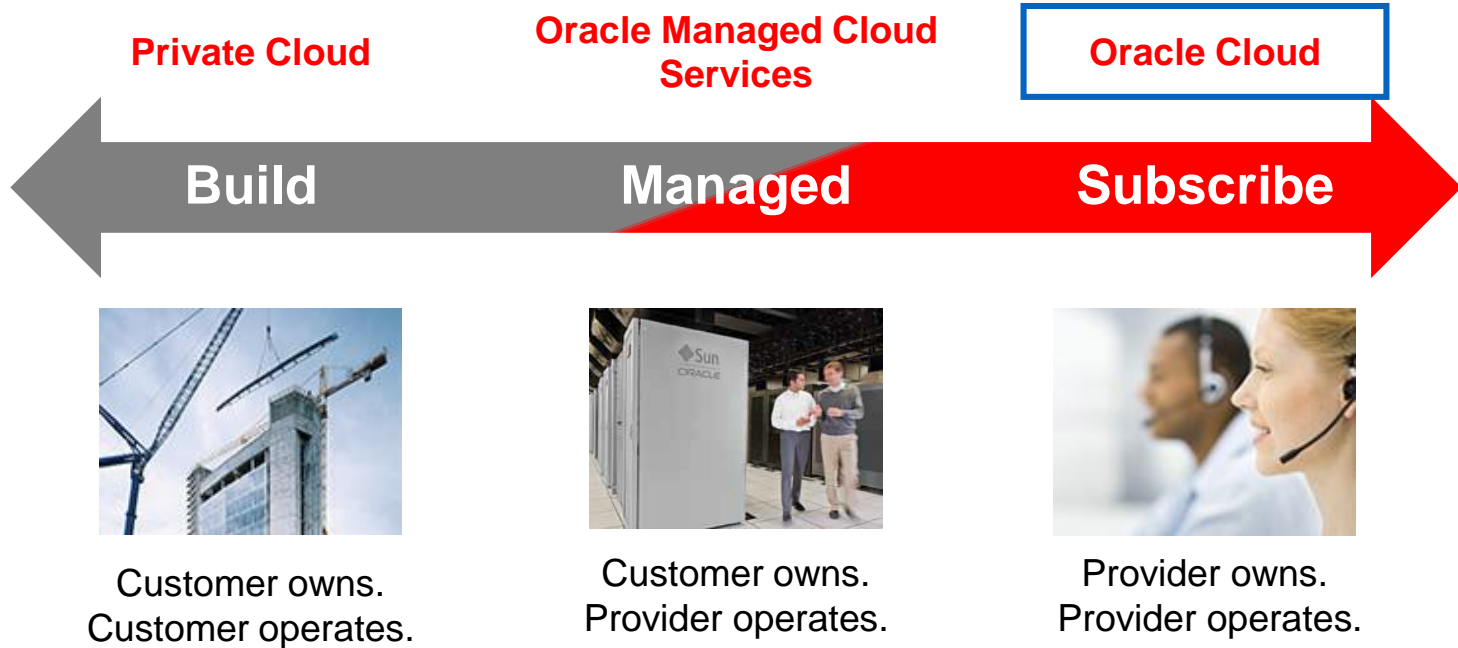


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# Customers Have a Choice of Clouds

Customer Owned, Managed by Oracle, Oracle Operated



# Oracle Cloud

**Platform  
Services**

**Application  
Services**

**Social  
Services**

**Common Infrastructure Services**



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# Strategy...

- We see an opportunity to retell the Hyperion Planning story.
- We see an opportunity to re-imagine how consulting is delivered.
- We see an opportunity to simplify deployments, lower the total cost of ownership and deliver all of this without compromise.

# Qubix Cloud Services



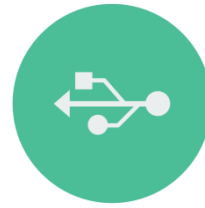
Powerful



Real-Time



Collaborative



Connected



Flexible



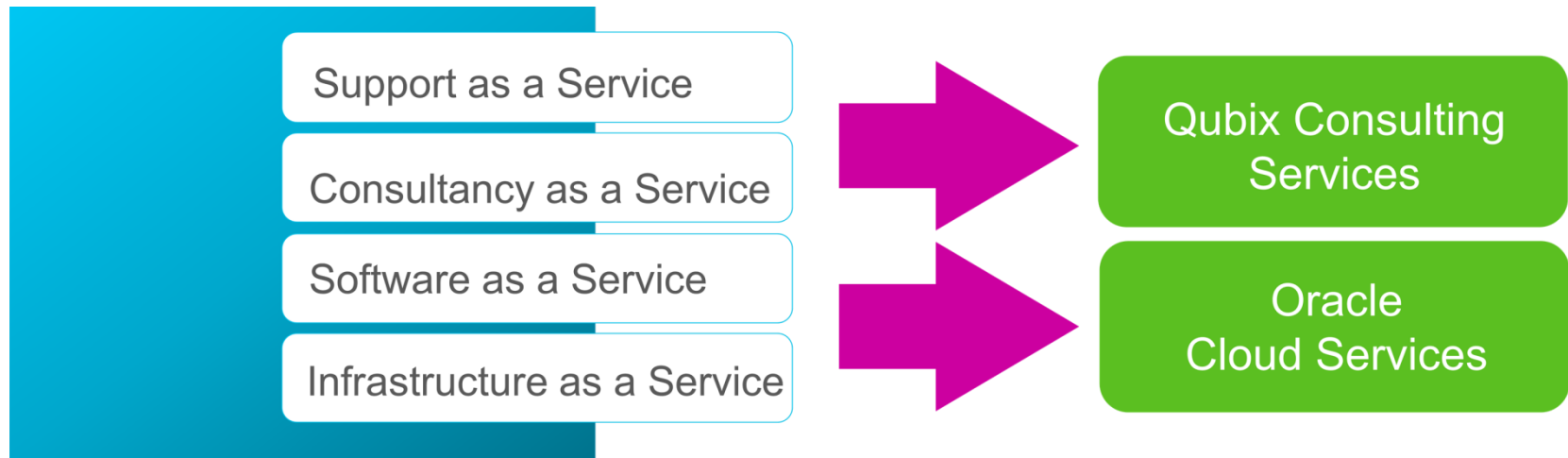
Secure

A new approach to better suit Cloud expectations



# How does it work?

PBCS fixed scope implementation and rapid delivery



Infrastructure + Software + Implementation + Training + Support

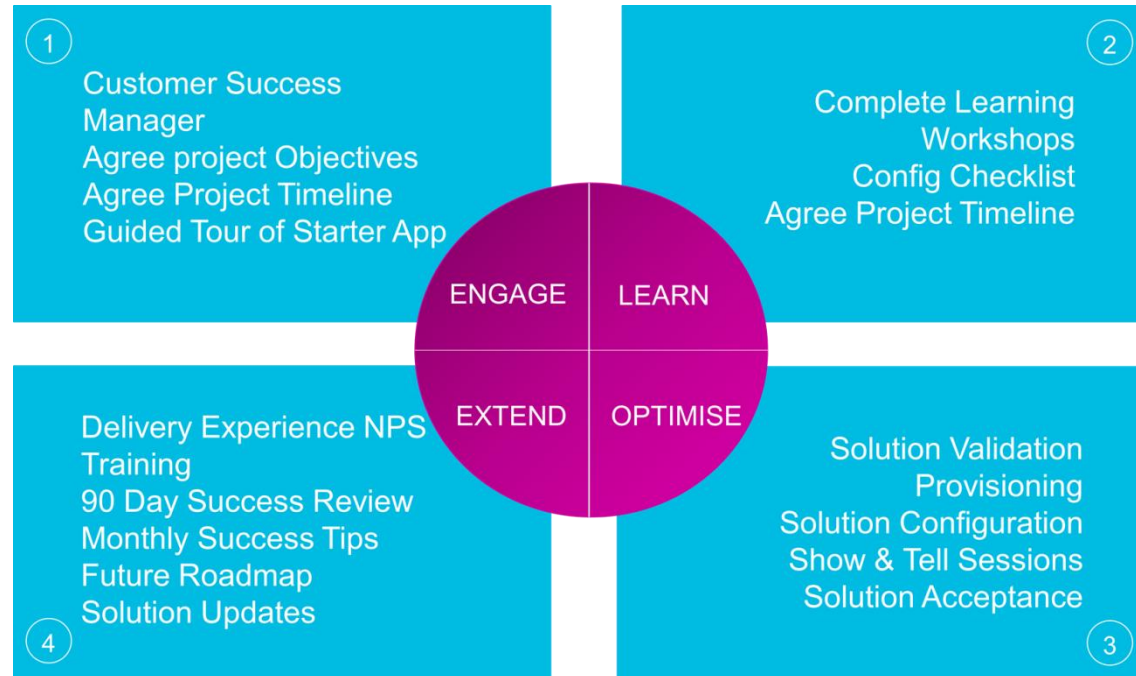
# A Plan to fit your needs...

- Customer Success Manager
- Requirements Wizard
- Go Live Portal
- Qubix Cloudbridge
- Starter Applications
- Support and Training



# Customer Deployment Model...

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

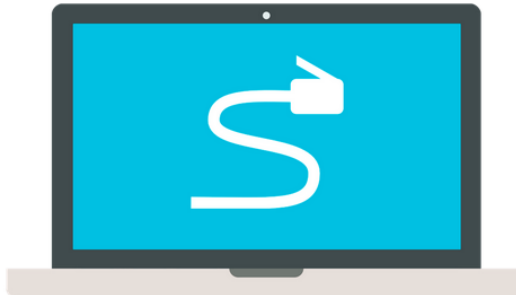


# Go Live Portal....

[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](#).

# Requirements Gathering Wizard

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## Requirements Gathering Wizard

Planning



System  
Preference



Data



Security



Calculations



Reports



## GO-LIVE ROADMAP | YOU'RE FINISHED!

Getting  
Started



Go-Live  
Process



Your  
Tasks



Support  
Contact



# The Qubix App Store...



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

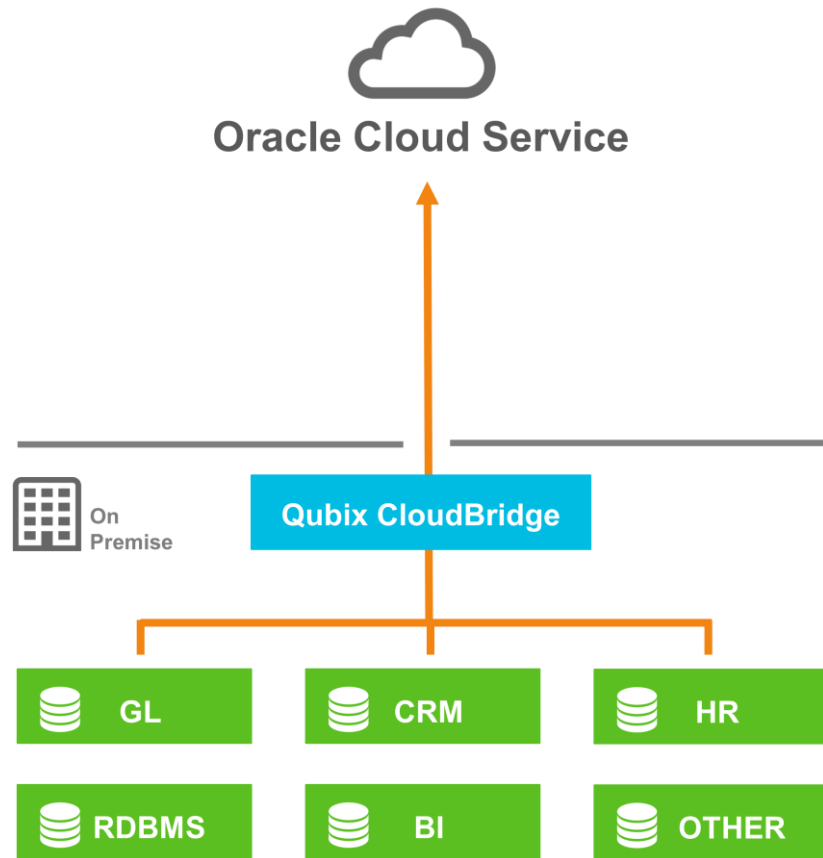
## Key Benefits

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

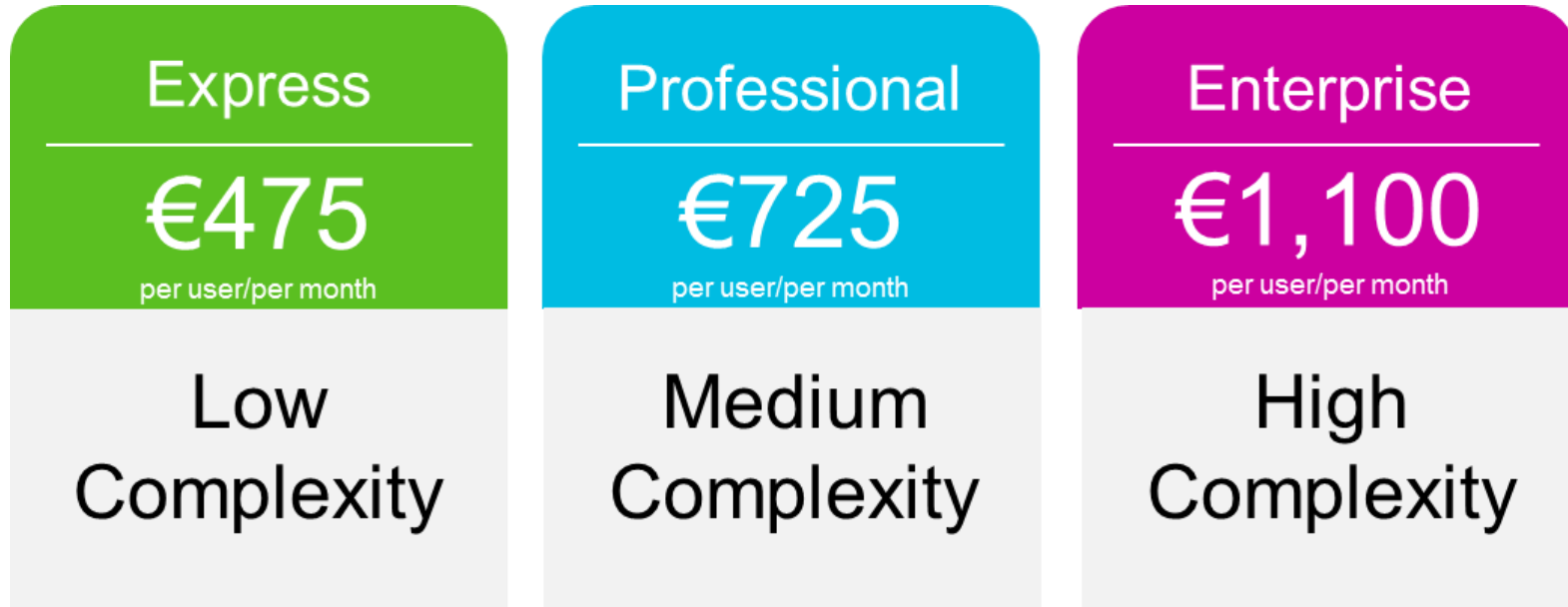
# Qubix CloudBridge



A Package to get your “On Premise” source systems and Excel spreadsheet data structured and through to PBCS quickly and easily.



# 1<sup>st</sup> Year Product Offering...



Price for first 10 “Base” Subscribers, then a €100 per user / per month for additional users above 10 subscribers



# Express Offering...

Express		
€475		
per user/per month		
Minimum Subscribers	10	1
**Price Per Additional Subscriber	€100 per month	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

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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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