

ORACLE Xmas



# Oracle Fusion ERP Analytics (aka Fusion Analytics Warehouse)

CLUB UTILISATEURS ORACLE

**Stefania FRIGERIO – ERPM Principal Sales Engineer**  
**14 Décembre 2021**



## SAFE HARBOR

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**Stefania Frigerio**  
Principal Sales Engineer  
ERPM - Finance





# Answering the tough questions

- How can cash flow and working capital be improved? How can payments be collected faster?
- Where to find cost savings opportunities with tightening expense initiatives?
- What are the drivers of profitability in our workforce and supply chain?
- How to identify process efficiencies to increase productivity?





## Struggling to keep pace with change

81%

of organizations spend majority of time dealing with data instead of analysis and action <sup>1</sup>

175

zettabytes of data the world is anticipated to reach by 2025 <sup>2</sup>

73%

of enterprise data goes unanalyzed due to disconnected data silos. <sup>3</sup>

#1

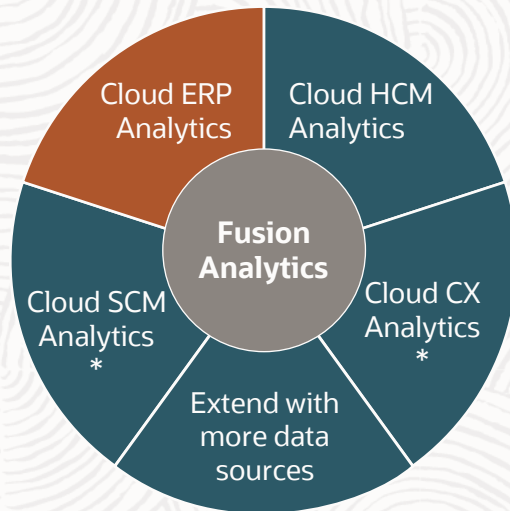
priority of CFOs in 2021 is advanced data analytics technologies and tools <sup>4</sup>

1 – IDC, Data Literacy: A Foundation for Succeeding in a Data-Driven World  
2 – Finance 2030: Four imperatives for the next decade. McKinsey, November 2020  
3 – Forrester report  
4 – Gartner Top Priorities for Finance Leaders in 2021 [its affiliates](#)





# Why Fusion Analytics?



**Pre-built, ready to go**  
data foundation, visualizations  
to help reduce complexity

**Unified and cross functional**  
single extensible data model  
to eliminate data silos

**Intuitively personalized**  
Immersive, self-learning user  
experience with layered security

# Jump start your analysis

Spend Analysis Across Many Dimensions (Category, Business Unit, Geography, Time Period, etc.)

## General Ledger

- Revenue
- Operating expense
- Net income
- EBITDA
- Payroll cost
- Net working capital
- DSO, DPO, DIO
- Current and quick ratio

## Accounts Receivable

- AR outstanding
- AR average days outstanding
- AR aging
- AR current due, overdue
- AR average invoices amount
- AR receipts
- AR debit/credit memos amounts
- AR distribution amount

## Accounts Payable

- AP current due, overdue
- AP avg supplier payment days
- AP turnover
- AP aging
- AP on time & overdue payments
- AP discount taken and lost %
- AP average days on hold
- AP % interest penalties paid

## Spend

- Addressable Spend
- PO Matched Spend
- Agreement Leakage Spend
- Negotiated Spend %
- Average Spend Per Invoice
- Top ten suppliers
- PO Matched Spend %
- Max, Min, Average Unit Price

## Employee Expense

- Total and avg expense amount
- Credit card expense amount
- Cash expense amount
- Manual and auto audit %
- Expense approval cycle time
- Expense filing cycle time
- Cash expense reimburse cycle time
- Avg days late

## Use Cases



Identify profitability & cost drivers  
Optimize cash & working capital  
Easily drill across finance (ie subledger details)



Gain in-depth revenue insights  
Reduce days sales outstanding  
Improve AR aging and turnover performance



Improve payment performance  
Optimize days payable outstanding  
Discover insights into aging trends



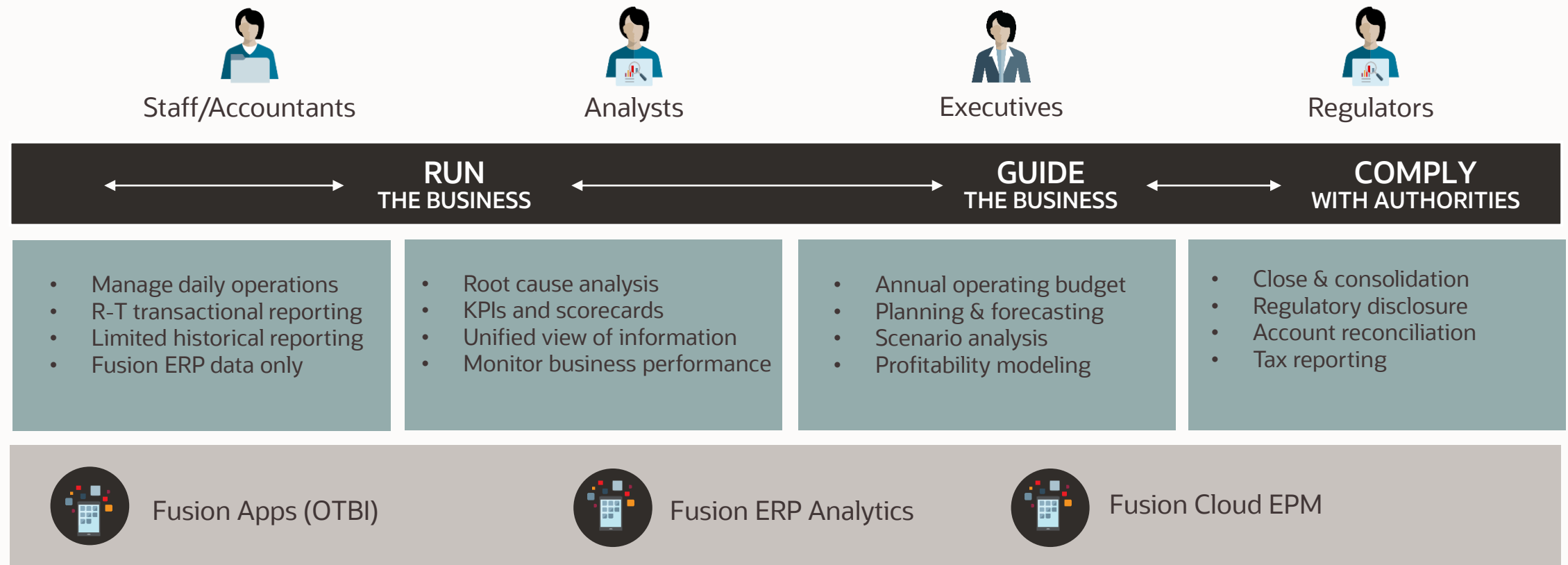
Uncover hidden cost savings  
Minimize risk, ensure compliance  
Improve procure-to-pay efficiency



Identify fraud and noncompliance  
Enforce policy adherence  
Track expense cycle performance

# Oracle Covers the Complete Spectrum of Analytics Solutions for Finance

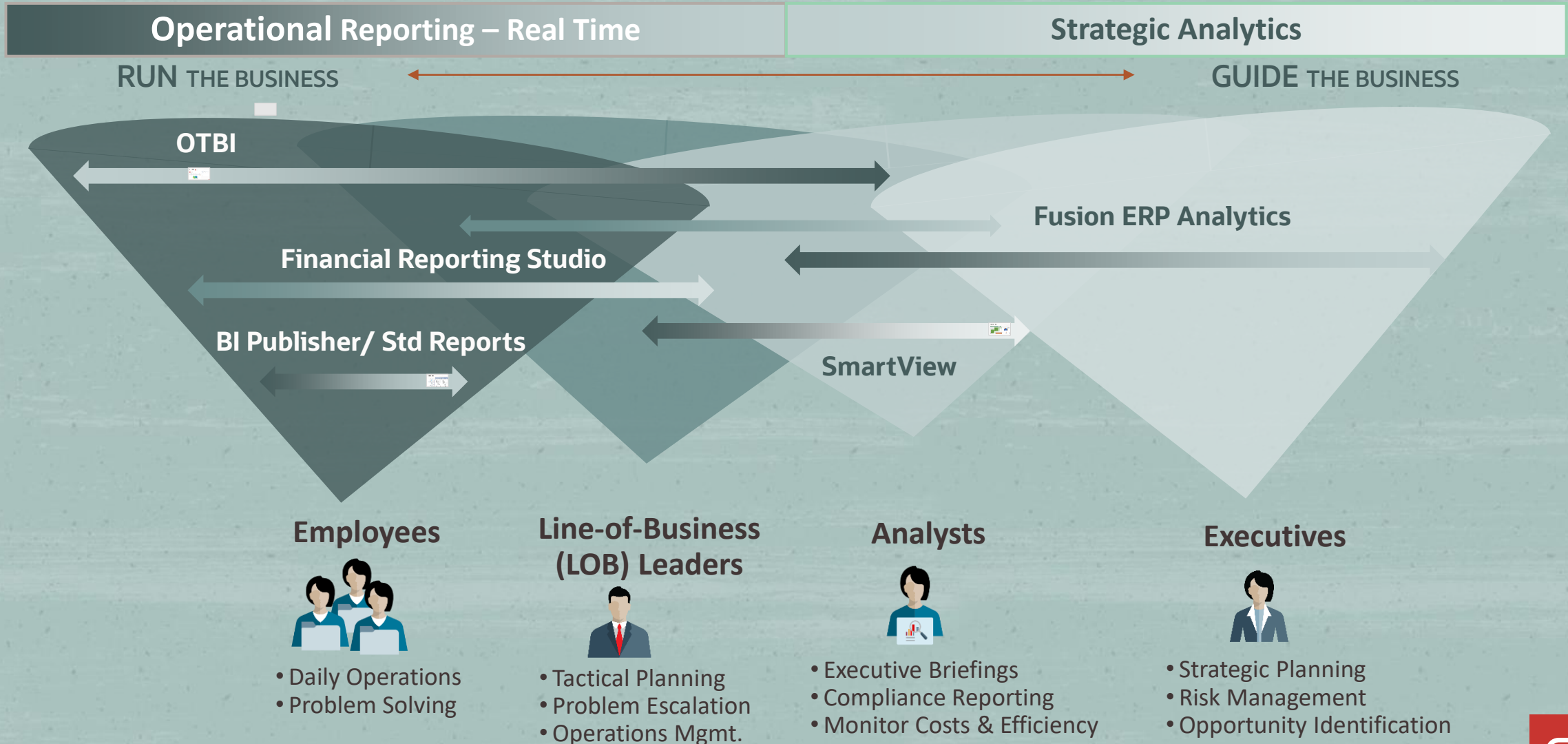
Answering simple and bold questions for everyone in the organization





# Oracle Covers the Complete Spectrum of Analytics Solutions for Finance

Answering simple and bold questions for everyone in the organization



# OTBI - Examples



## Analyse de la Marge

GBTPLA    GBT Plateforme

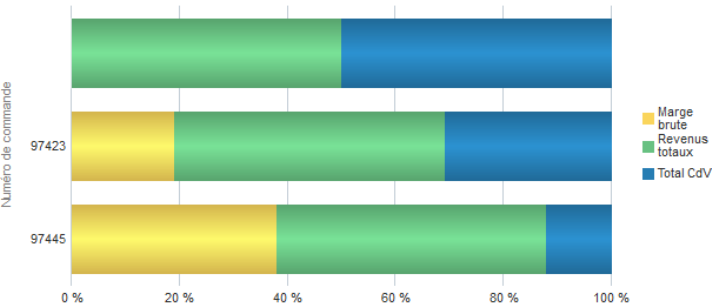
CdV Constaté	CdV non Constaté	Total CdV	Revenus constatés	Revenus non constatés	Revenus totaux	Numéro de commande	Numéro de facture	Marge brute	% de marge brute
38 156,65	-24 598,90	13 557,75	38 156,65	0,00	38 156,65			24 598,90	64,47

GBTPOI    GBT Poire

CdV Constaté	CdV non Constaté	Total CdV	Revenus constatés	Revenus non constatés	Revenus totaux	Numéro de commande	Numéro de facture	Marge brute	% de marge brute
280 313,45	0,00	280 313,45	452 503,00	0,00	452 503,00	97423	99390	172 189,55	38,05
102 810,25	0,00	102 810,25	424 503,00	0,00	424 503,00	97445	100390	321 692,75	75,78
38 156,65	0,00	38 156,65	38 156,65	0,00	38 156,65			0,00	0,00

Nom de l'organisation logistique    GBT Poire

Total CdV, Revenus totaux, Marge brute



## Analyse Coûts d'Approche

Nom de l'unité opérationnelle    US1 Business Unit

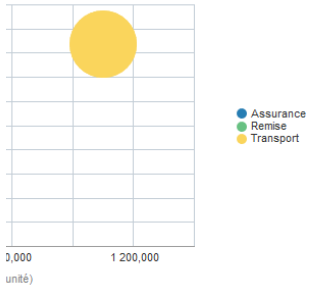
Nom de l'organisation logistique    GBT Poire

Nom de	Description de	N°	Date de	Numéro de	Quantités Reçues	UdM principale	Charges estimées	Charges réelles	Charge estimée (unité)	Charge Réelle (unité)	Ecart par unité	Ecart par Unité en %
					2	ZZU	1 077	960	538,5	480	-58,5	-10,86 %
					3	ZZU	1 615,5	1 440	538,5	480	-58,5	-10,86 %
					2	ZZU	-430,8		-215,4			
					3	ZZU	-646,2		-215,4			
					2	ZZU	2 154	2 200	1 077	1 100	23	2,14 %
					3	ZZU	3 231	3 300	1 077	1 100	23	2,14 %

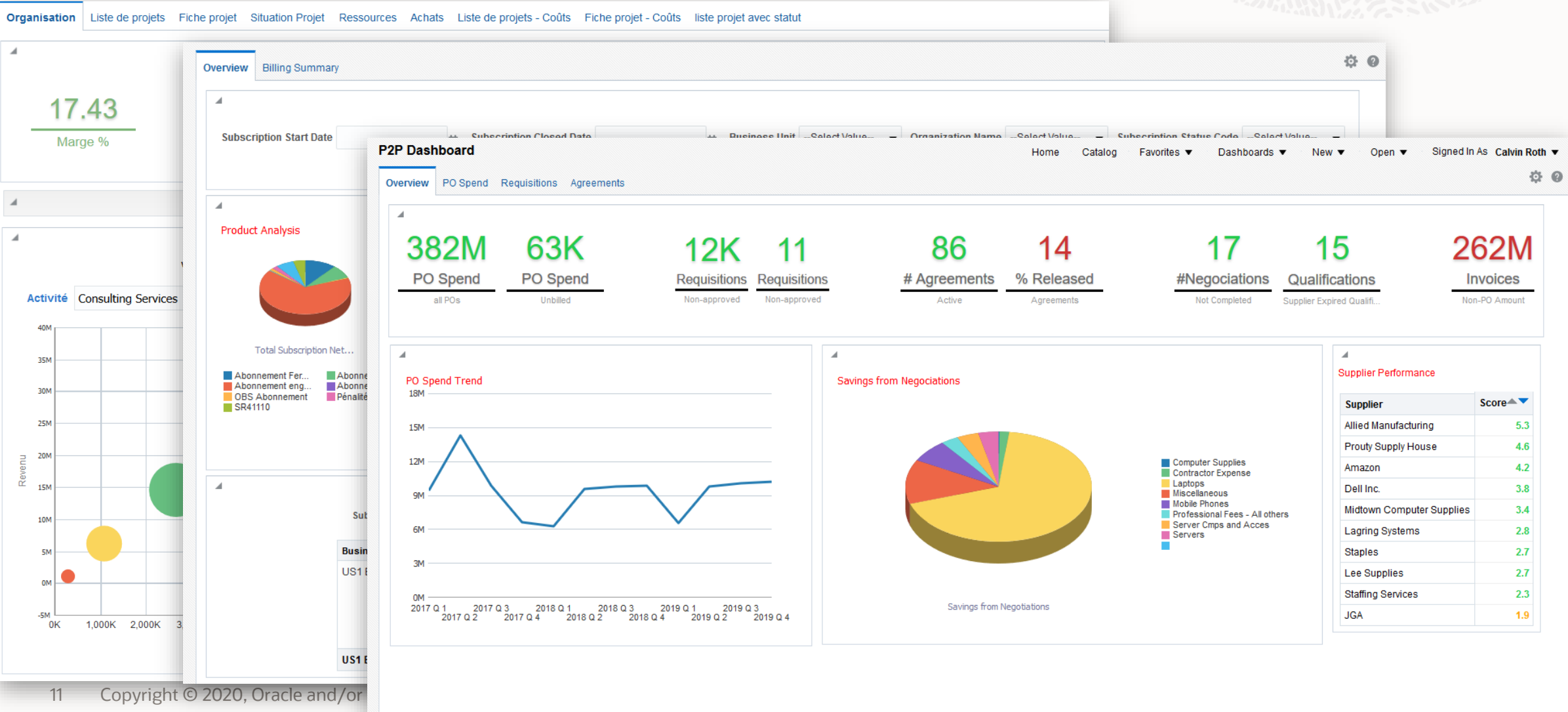
Nom de l'organisation logistique    GBT Poire

Nom de l'article    GBT3900

Part par Unité en %

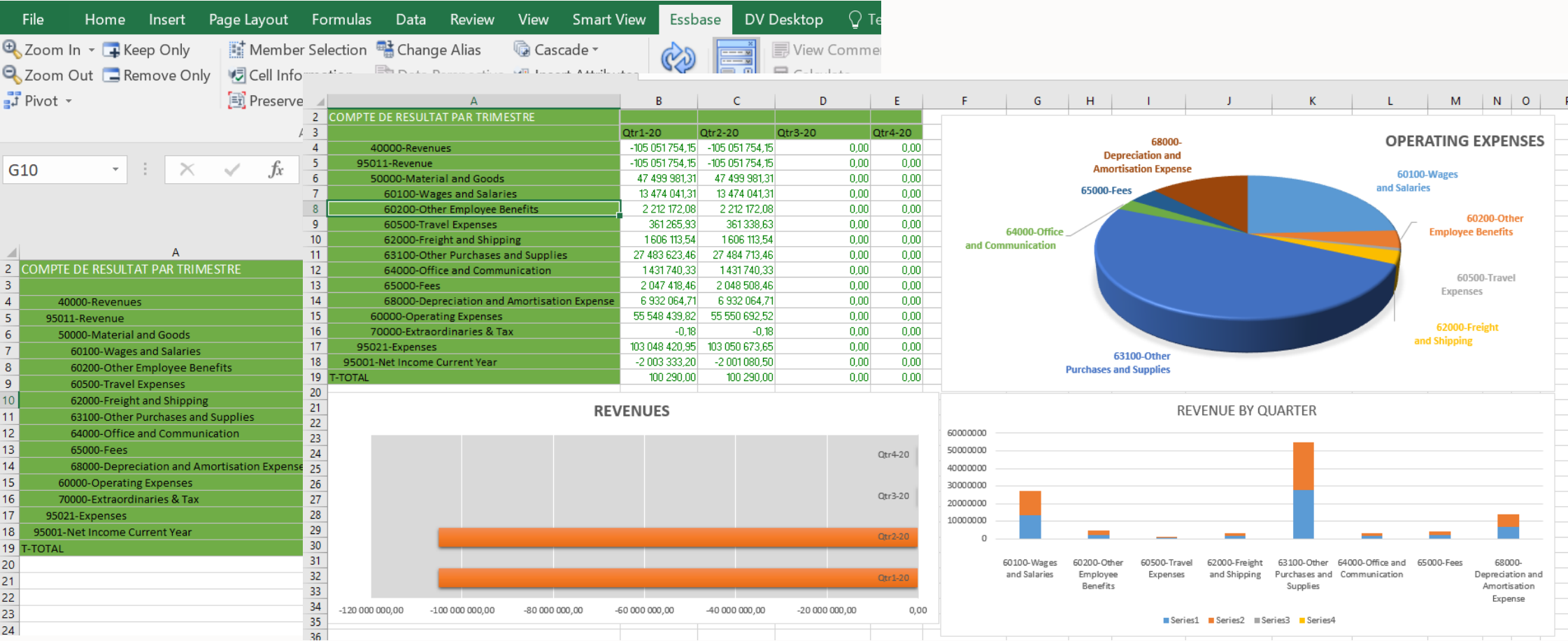


# OTBI – Examples





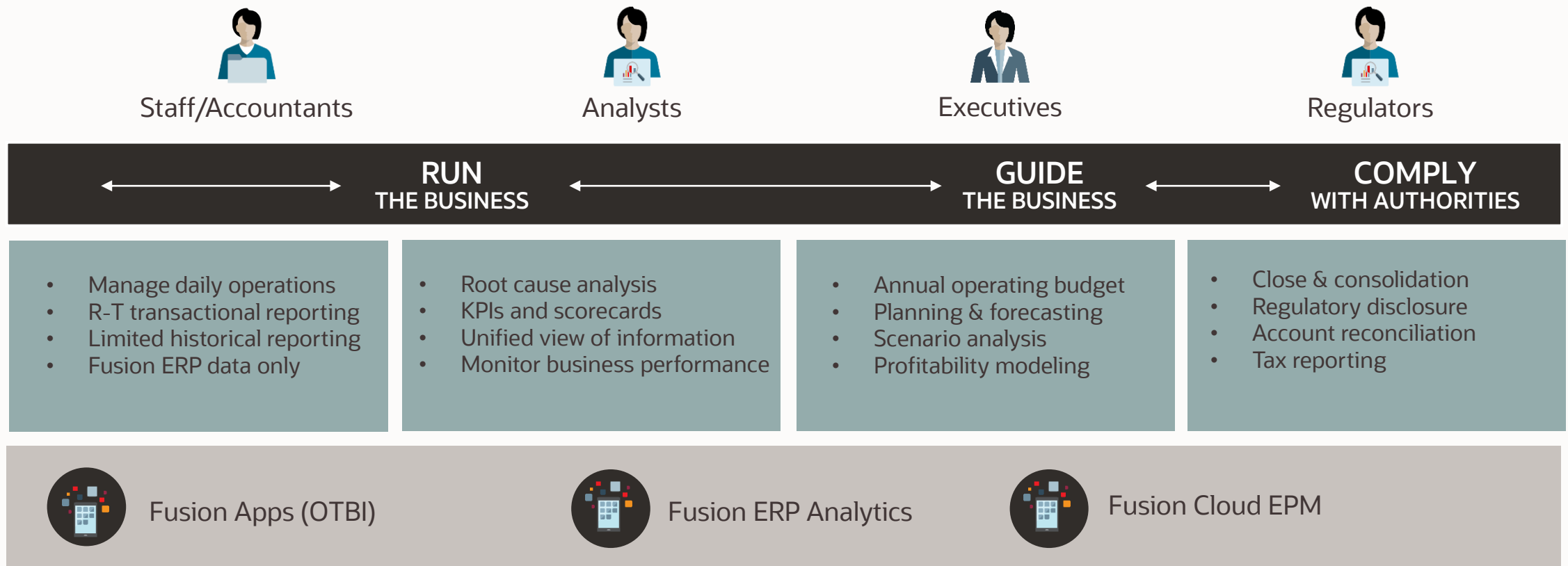
# Smart View - Examples





# Oracle Covers the Complete Spectrum of Analytics Solutions for Finance

Answering simple and bold questions for everyone in the organization



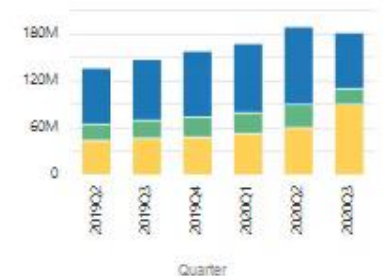


# Decks

Workforce Overall Diversity and Inclusion Profit and Loss **My P&L** Financial Ratios Balance Sheet Analytics Update Payables My Working Capital Workforce Managem

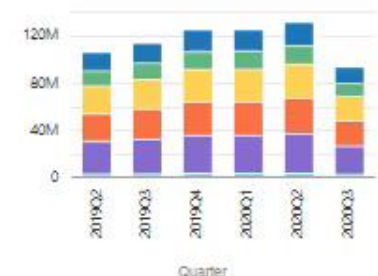
## Revenue

**181.31M** 132.3% of Target  
2020Q3



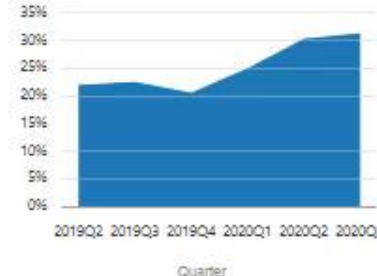
## Cost of Revenue

**93.32M** -28.87% QoQ ▼  
2020Q3



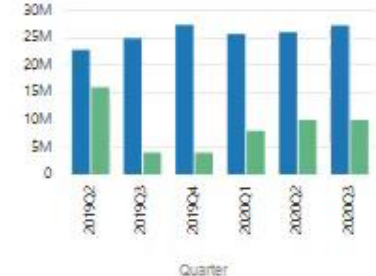
## Gross Margin %

**31%**  
2020Q3



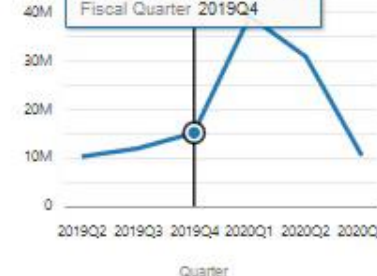
## OPEX

**37.32M** 5.34M Above Target  
2020Q3 +28.73% YoY ▲



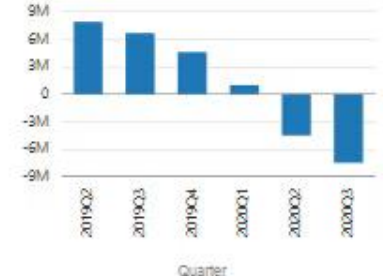
## EBITDA

**10.50M** -12.22% YoY ▼  
2020Q3



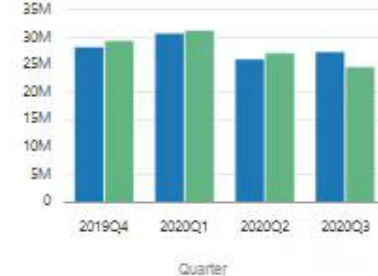
## Net Income

**-7.50M** -66.67% QoQ ▼  
2020Q3



## OPEX CP

**27.31M** 111.2% of Target  
2020Q3 +4.99% QoQ ▲



# Nearly 100 Customers in 1<sup>st</sup> Year

- 63 for ERP
- 32 for HCM
- 13 joint ERP + HCM
- 40+ billion records/mo.

## Fusion ERP Analytics



## Fusion HCM Analytics





## Tacoma, Washington | USA Professional Services

TrueBlue makes decisions faster

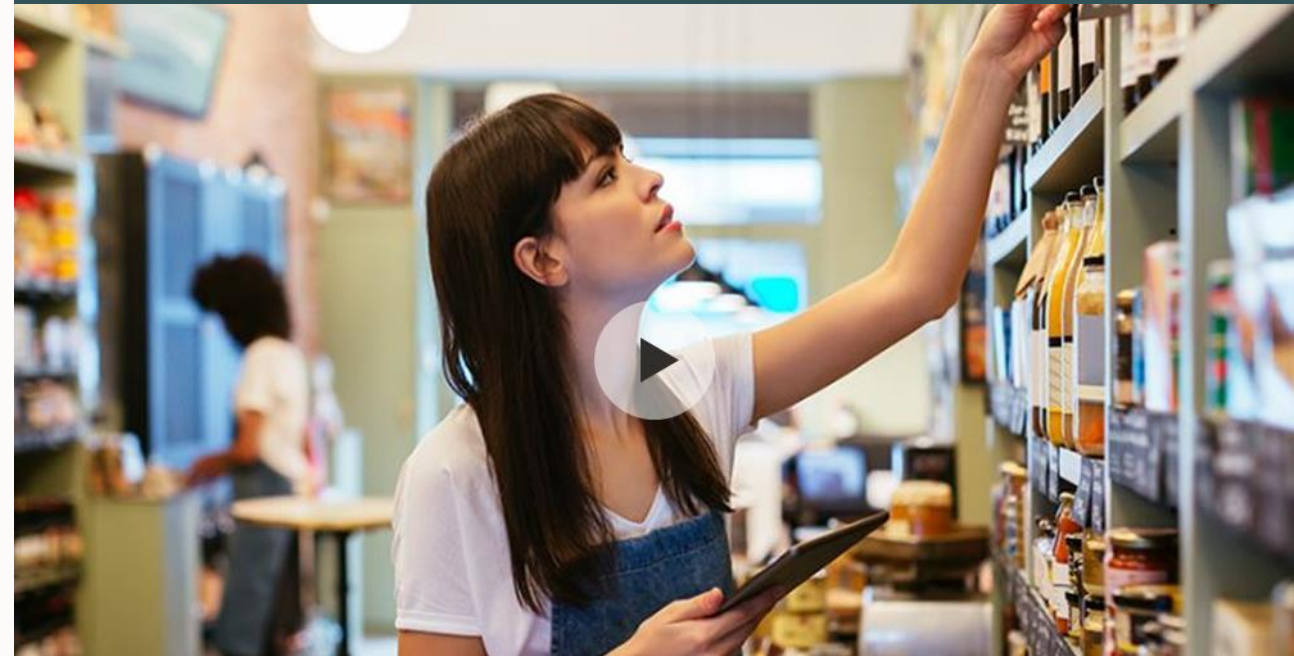
### Value

Business  
benefits  
realized

50% faster delivering management reporting

Improved data integrity issues

Cohesion between people, revenue, and growth  
strategies for cross-functional analysis



“We are going to deliver a view into the quarterly results for the first time using Oracle Fusion ERP Analytics in a way that will be really compelling and will provide executives with a quicker view into reality.”

**Norman Frey**

Senior Vice President, Chief Accounting Officer, TrueBlue





## Personas

- *Champion*: Director of Applications
- *LOB*: CFO, CHRO
- *IT*: CIO, Director of IT

## About & Challenges

- Highly acquisitive company, IT systems strategy needed to align with the ability to standardize.
- Could not find a platform that was cost effective to own and quick to provision for with their Oracle Cloud Applications purchase
- Lack of ability to form a data lake across Financial and HR Systems for analytics

The customer had previously used Power BI, MicroStrategy, and SAS. The pre-built integration with Fusion HCM and Fusion ERP sold them on switching.

## Solution / Main Drivers

- **Oracle Fusion ERP & HCM Analytics** delivered critical out of the box reporting and a platform to replicate the commercial insights analytics.
- DP World standardize on Fusion in 2017 and needed an analytics solution to standardize with their roadmap

## Use Cases

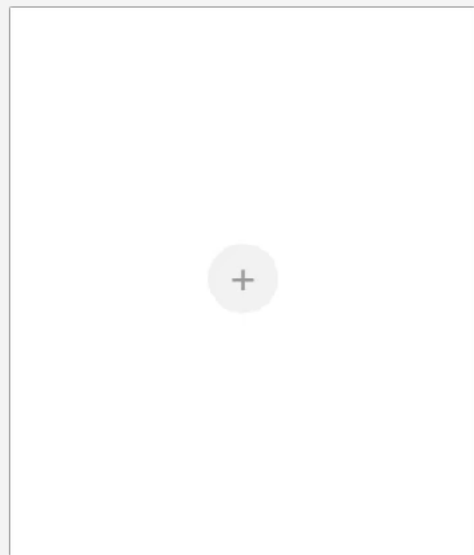
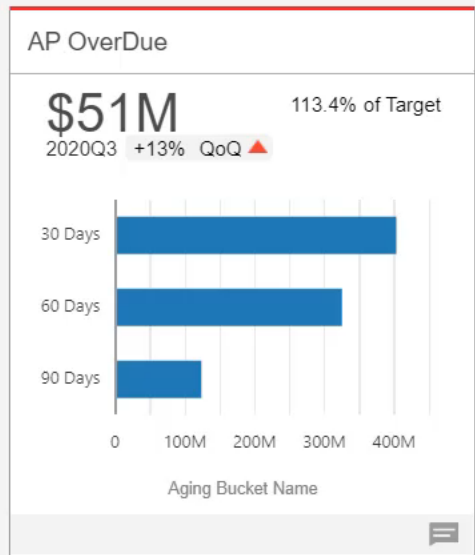
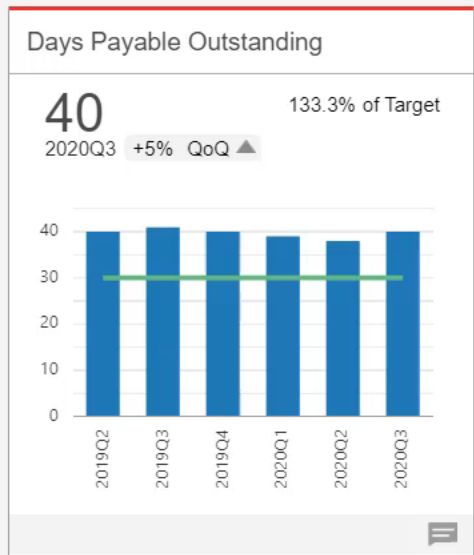
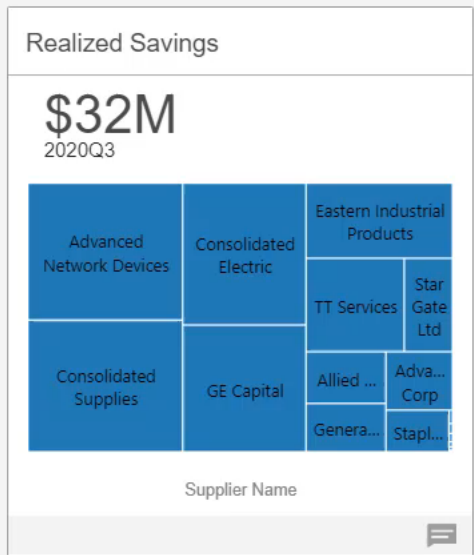
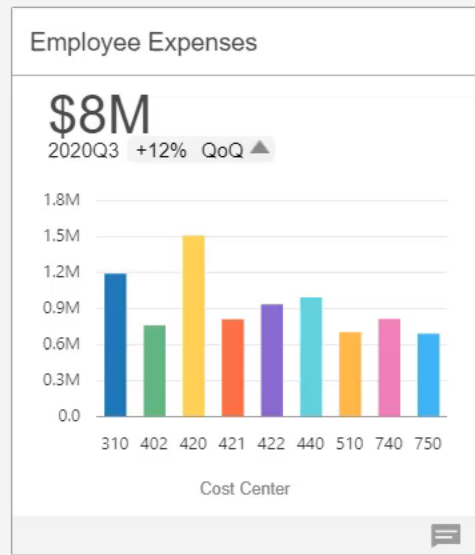
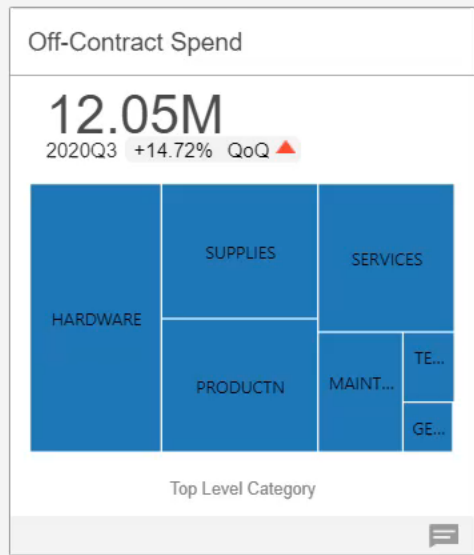
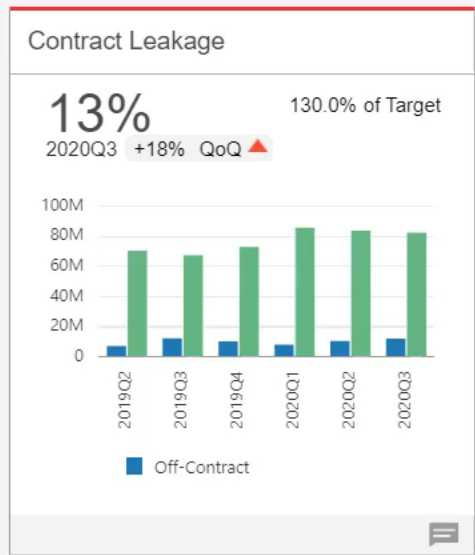
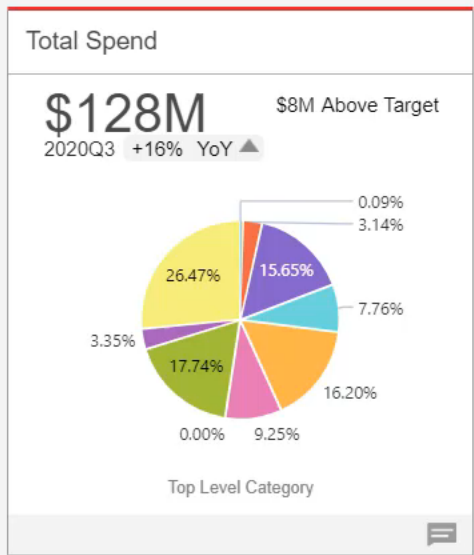
- **HCM Analytics**: Recruitment, succession planning, and attrition
- **SCM Analytics**: Container capacity demand
- **Cross-Domain Analysis**: Finance, Supply Chain, Procurement

## Lessons Learned

- Leverage time to value proposition when comparing when comparing to other “Build it yourself” vendors

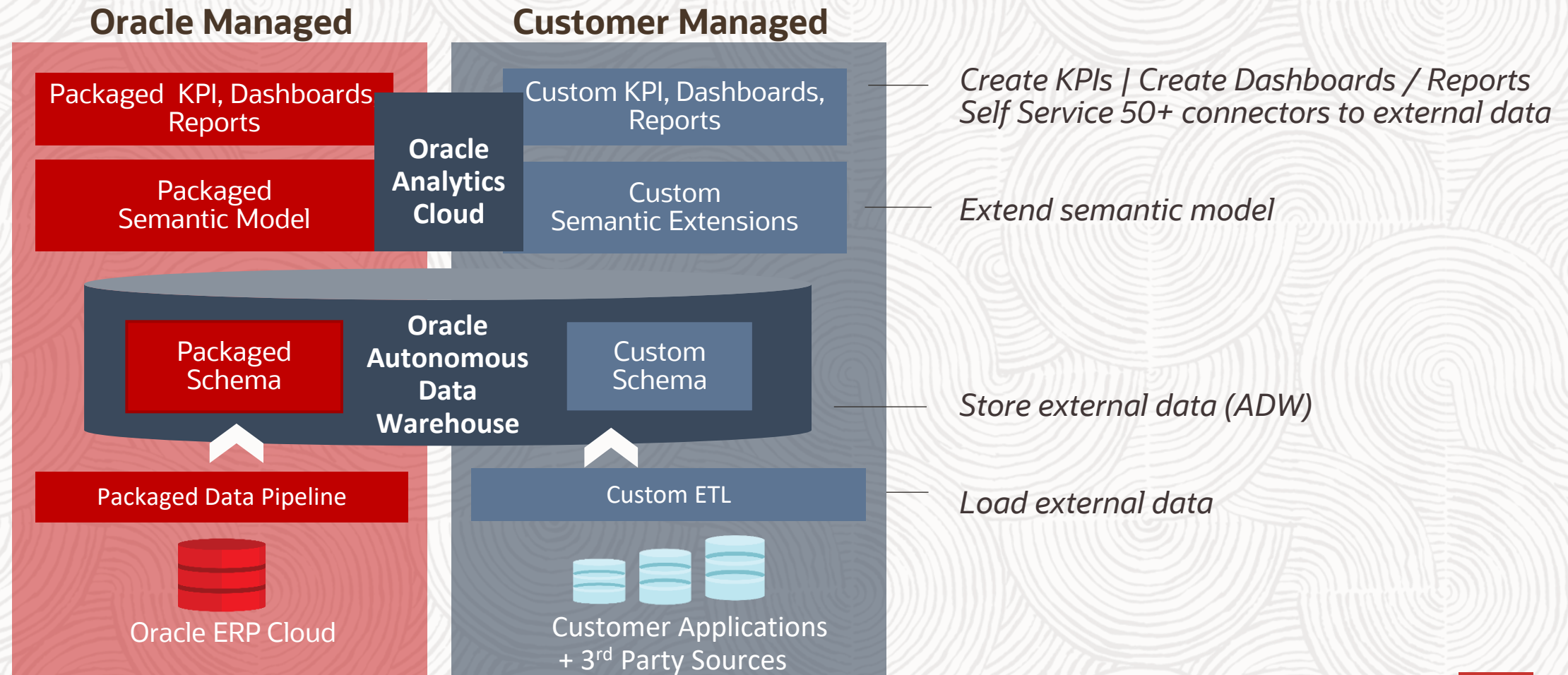


Decks



# Adapt to fit your Business “Details”

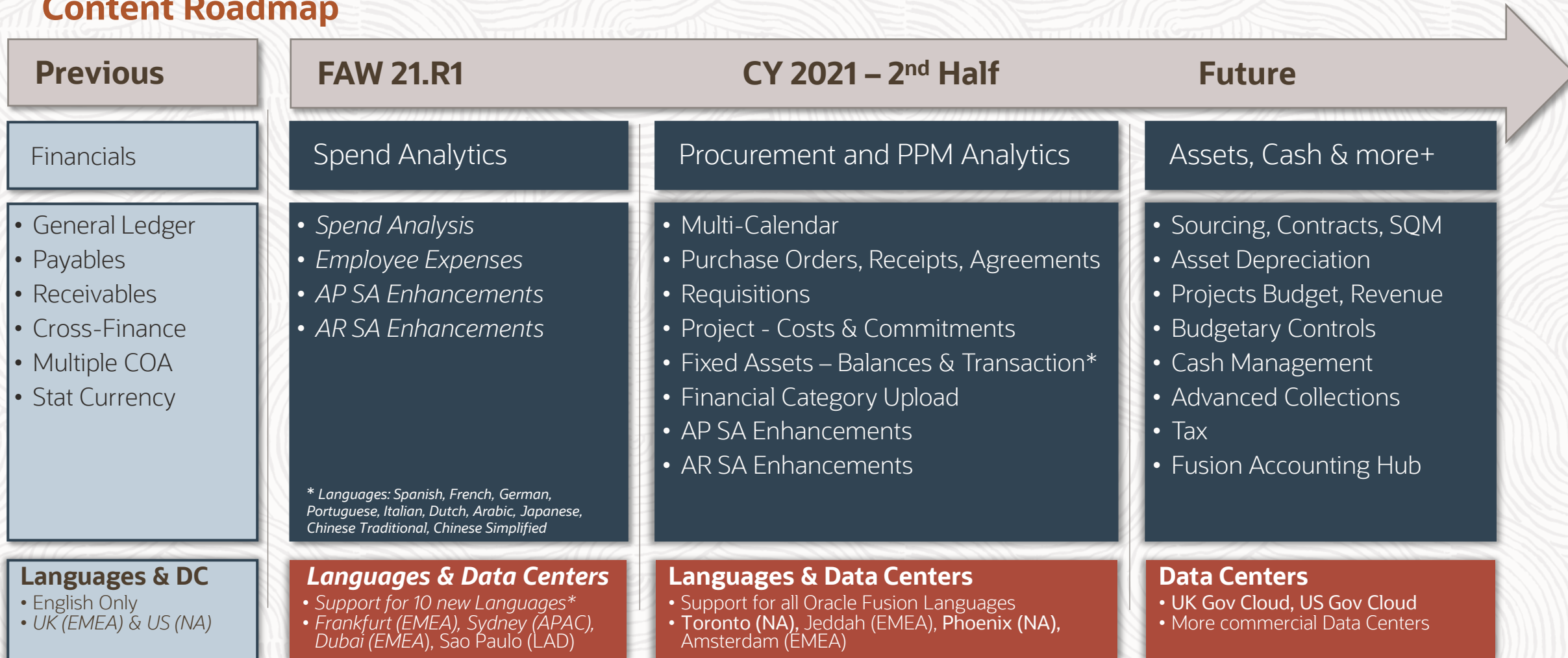
## Pre-Built AND Extensible





# Oracle Fusion ERP Analytics

## Content Roadmap



The above is intended to outline our general product direction. It is intended for information purposes only and may not be incorporated into any contract. It is not a commitment to deliver any material, code, or functionality, and should not be relied upon in making purchasing decisions. The development, release, timing, and pricing of any features or functionality described for Oracle's products may change and remains at the sole discretion of Oracle Corporation.



## Why Analytics for ERP?

- ✓ Pre-built, ready to go
- ✓ Unified and cross-functional
- ✓ Intuitively personalized





# Thank you