

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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Statements in this presentation relating to Oracle's future plans, expectations, beliefs, intentions, and prospects are "forward-looking statements" and are subject to material risks and uncertainties. A detailed discussion of these factors and other risks that affect our business is contained in Oracle's Securities and Exchange Commission (SEC) filings, including our most recent reports on Form 10-K and Form 10-Q under the heading "Risk Factors." These filings are available on the SEC's website or on Oracle's website at <http://www.oracle.com/investor>. All information in this presentation is current as of October 2021 and Oracle undertakes no duty to update any statement in light of new information or future events.





**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>

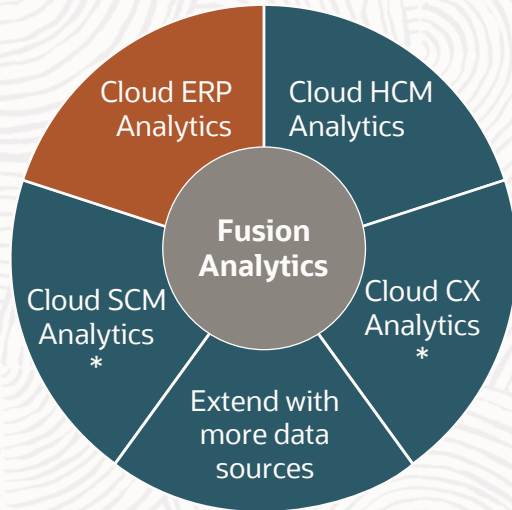
#1

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



# 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

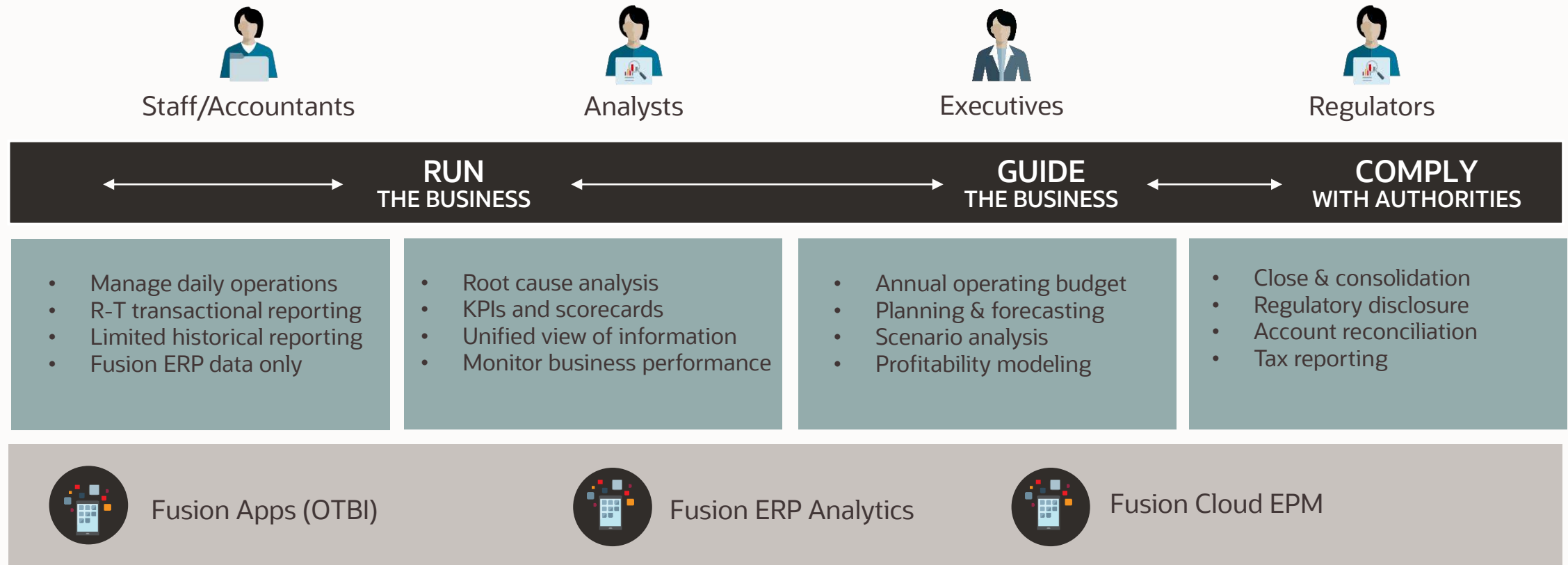


Identify fraud and noncompliance  
Enforce policy adherence  
Track expense cycle performance



# Oracle Covers the Complete Spectrum of Analytics Solutions for Finance

Answering simple and bold questions for everyone in the organization





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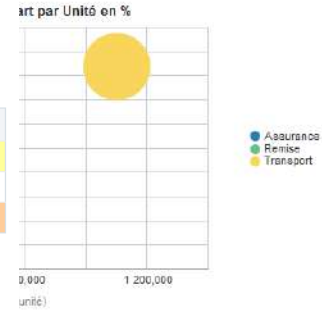
# OTBI - Examples

## 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	-645,2		-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



## Analyse de la Marge

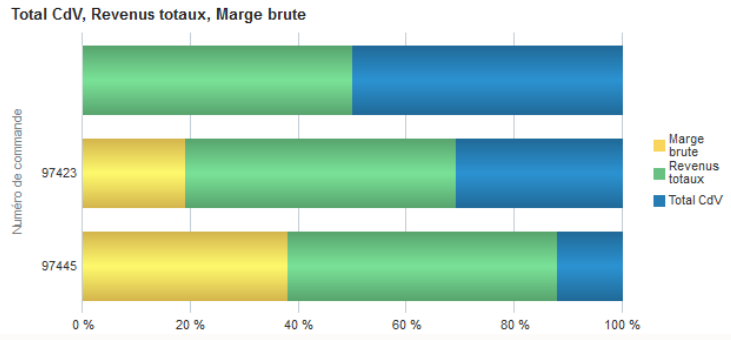
GBTPLA GBT Plateforme

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



# OTBI – Examples



**Organisation** Liste de projets Fiche projet Situation Projet Ressources Achats Liste de projets - Coûts Fiche projet - Coûts liste projet avec statut

**Overview** Billing Summary

Subscription Start Date Subscription Closed Date Business Unit Organization Name Subscription Status Code

**P2P Dashboard** Home Catalog Favoriles Dashboards New Open Signed In As Calvin Roth

**Overview** PO Spend Requisitions Agreements

**17.43** Marge %  
**382M** PO Spend (all POs)  
**63K** PO Spend (Unbilled)  
**12K** Requisitions (Non-approved)  
**11** Requisitions (Non-approved)  
**86** # Agreements (Active)  
**14** % Released (Agreements)  
**17** #Negotiations (Not Completed)  
**15** Qualifications (Supplier Expired Qualif...)  
**262M** Invoices (Non-PO Amount)

**Product Analysis**

Total Subscription Net...

**Activité Consulting Services**

Revenue

**PO Spend Trend**

**Savings from Negotiations**

**Supplier Performance**

Supplier	Score
Allied Manufacturing	5.3
Prouty Supply House	4.6
Amazon	4.2
Dell Inc.	3.8
Midtown Computer Supplies	3.4
Lagring Systems	2.8
Staples	2.7
Lee Supplies	2.7
Staffing Services	2.3
JGA	1.9



# Smart View - Examples



File Home Insert Page Layout Formulas Data Review View Smart View Essbase DV Desktop

Zoom In Keep Only Member Selection Change Alias Cascade View Comments  
Zoom Out Remove Only Cell Information Data Presentation Smart Attributes  
Pivot Preserve

	A	B	C	D	E
2	COMPTE DE RESULTAT PAR TRIMESTRE				
3		Qtr1-20	Qtr2-20	Qtr3-20	Qtr4-20
4	40000-Revenues	-105 051 754,15	-105 051 754,15	0,00	0,00
5	95011-Revenue	-105 051 754,15	-105 051 754,15	0,00	0,00
6	50000-Material and Goods	47 499 981,31	47 499 981,31	0,00	0,00
7	60100-Wages and Salaries	13 474 041,31	13 474 041,31	0,00	0,00
8	60200-Other Employee Benefits	2 212 172,08	2 212 172,08	0,00	0,00
9	60500-Travel Expenses	361 265,93	361 338,63	0,00	0,00
10	62000-Freight and Shipping	1 606 113,54	1 606 113,54	0,00	0,00
11	63100-Other Purchases and Supplies	27 483 623,46	27 484 713,46	0,00	0,00
12	64000-Office and Communication	1 431 740,33	1 431 740,33	0,00	0,00
13	65000-Fees	2 047 418,46	2 048 508,46	0,00	0,00
14	68000-Depreciation and Amortisation Expense	6 932 064,71	6 932 064,71	0,00	0,00
15	60000-Operating Expenses	55 548 439,82	55 550 632,52	0,00	0,00
16	70000-Extraordinaries & Tax	-0,18	-0,18	0,00	0,00
17	95021-Expenses	103 048 420,95	103 050 673,65	0,00	0,00
18	95001-Net Income Current Year	-2 003 333,20	-2 001 080,50	0,00	0,00
19	T-TOTAL	100 290,00	100 290,00	0,00	0,00

	A	B	C	D	E
2	COMPTE DE RESULTAT PAR TRIMESTRE				
3					
4	40000-Revenues				
5	95011-Revenue				
6	50000-Material and Goods				
7	60100-Wages and Salaries				
8	60200-Other Employee Benefits				
9	60500-Travel Expenses				
10	62000-Freight and Shipping				
11	63100-Other Purchases and Supplies				
12	64000-Office and Communication				
13	65000-Fees				
14	68000-Depreciation and Amortisation Expense				
15	60000-Operating Expenses				
16	70000-Extraordinaries & Tax				
17	95021-Expenses				
18	95001-Net Income Current Year				
19	T-TOTAL				


# BI Publisher - Examples



ORACLE

Period 1/1  
Company  
Tax Registration Number  
Taxpayer ID  
Currency  
Ledger

Tax Rule  
Tax Rate Code  
Account Number

Supplier Number	Supplier Name
1264	Office Depot
1264	Office Depot
1379	Brake
1379	Brake

Tax Rule  
Tax Rate Code  
Account Number

ORACLE  
France Primary Ledger

Modèle de données

Propriétés

- Ensembles de données
  - Q\_REPORT\_PARAM
  - Q\_Inv
  - Q\_Invoice
  - Q\_Customer
  - Q\_Sel\_Options
  - Q\_Sel\_Credit\_Option
  - Q\_SETUP
- Déclencheurs événementiels
  - afterParameterForm
  - beforeReportTrigger
  - afterReportTrigger
- Champs flexibles
  - ACCT\_BAL\_APROMPT
  - ACCT\_BAL\_LPROMPT
  - flex\_type\_inv
  - flex\_type\_inv\_desc
  - flex\_type
  - flex\_type\_desc
- Liste de valeurs (LOV)
  - P\_MIN\_PRECISION
  - P\_IN\_SUMMARY\_DP
  - P\_IN\_FORMAT\_OPTI
  - P\_IN\_AS\_OF\_DATE
  - P\_IN\_BLOCKET\_TYPI
  - P\_CREDIT\_OPTION
  - P\_IN\_AMT\_DUE\_LO
  - P\_IN\_AMT\_DUE\_HI
  - P\_IN\_INVOICE\_TYPI
  - P\_IN\_INVOICE\_TYPI
- Paramètres
  - Set\_Min\_Precision
  - Set\_In\_Summary\_Dp
  - Set\_In\_Format\_Opti
  - Set\_In\_As\_Of\_Date
  - Set\_In\_Blocket\_Typ
  - Set\_Credit\_Option
  - Set\_In\_Amt\_Due\_Lo
  - Set\_In\_Amt\_Due\_Hi
  - Set\_In\_Invoice\_Typ
  - Set\_In\_Invoice\_Typ

Payables Invoice Aging Report

Report Date: 6/25/19 1:24 PM  
Page: 1 of 2

Home Insert Design Layout References Mailings Review View Smart View Design Layout

Supplier Number Supplier or

Diagramme Structure Données

lookup\_orq\_id  
include\_credit\_nigh  
in\_on\_account\_low  
credit\_option\_meaning  
Set\_Credit\_Options

Functional\_Currency\_Proc  
convert\_flag  
ACCT\_BAL\_APROMPT  
ACCT\_FLEX\_BAL\_SEG  
Report\_Name  
Sub\_Title  
App\_max\_id  
Adj\_Max\_id  
Ps\_Max\_id  
Set\_Unid\_phrase  
Set\_Bucket\_Titles  
Set\_Ftr\_label  
Set\_columns  
Set\_Currency  
UNID\_CH

TSRH

<?import xdoxsl://Common Content/Templates/Workflow Notification Subtemplate.xsb?>

<?call-template:FusionHeaderLogo?>

TSRH

TSRH1P2P3P4P5Purchase Order Approval

HeaderAmount

HeaderUPCAmount

Supplier

Contract deviations exist  
Funds check warning  
Funds override is required from approver  
Not all attachments included

RH<?call-template:FusionActionLinks?>

TSRHBuyer Buyer

Requester RequesterEC

Requester MultipleEC

Requisition RequisitionEC

Requisition MultipleEC

Description DescriptionEC

Purchase Order C Document NumberECC Document NumberEC

Justification JustificationEC

TSRHLines

for-each lineLineDescription

LineAmount

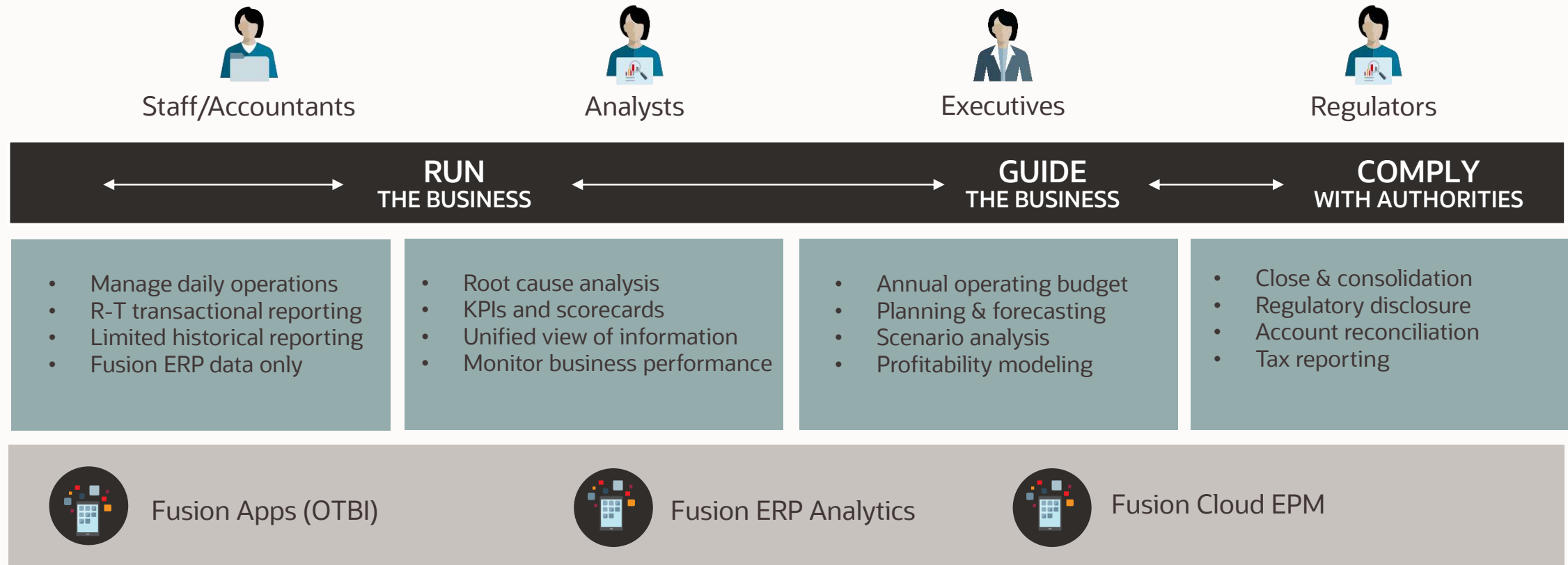
Amount Changed

HeaderAmountChangeECC



# Oracle Covers the Complete Spectrum of Analytics Solutions for Finance

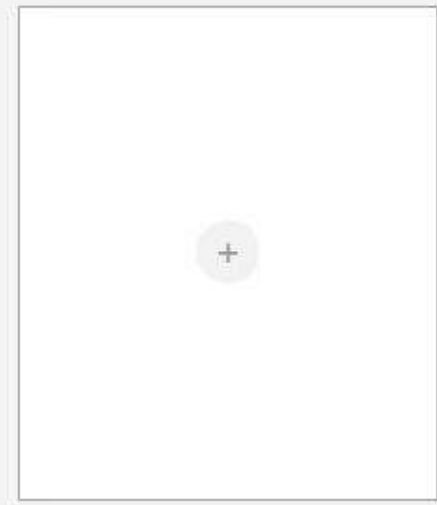
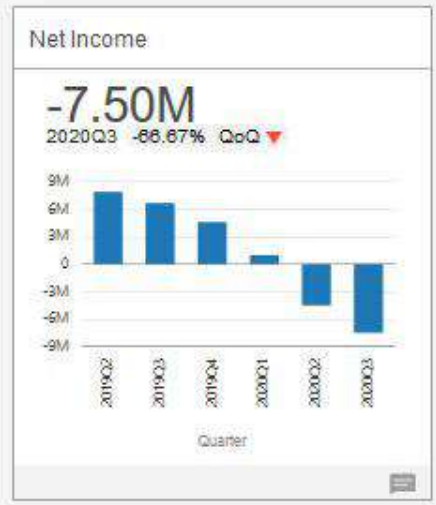
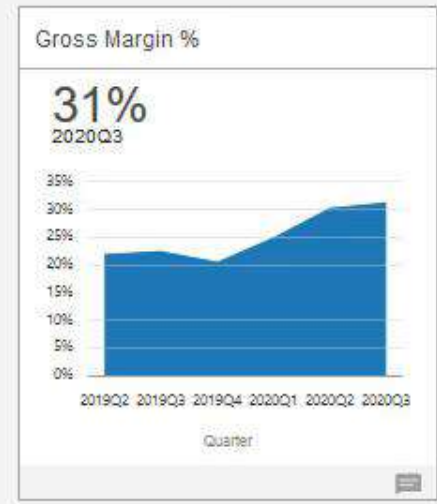
Answering simple and bold questions for everyone in the organization





# Decks

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

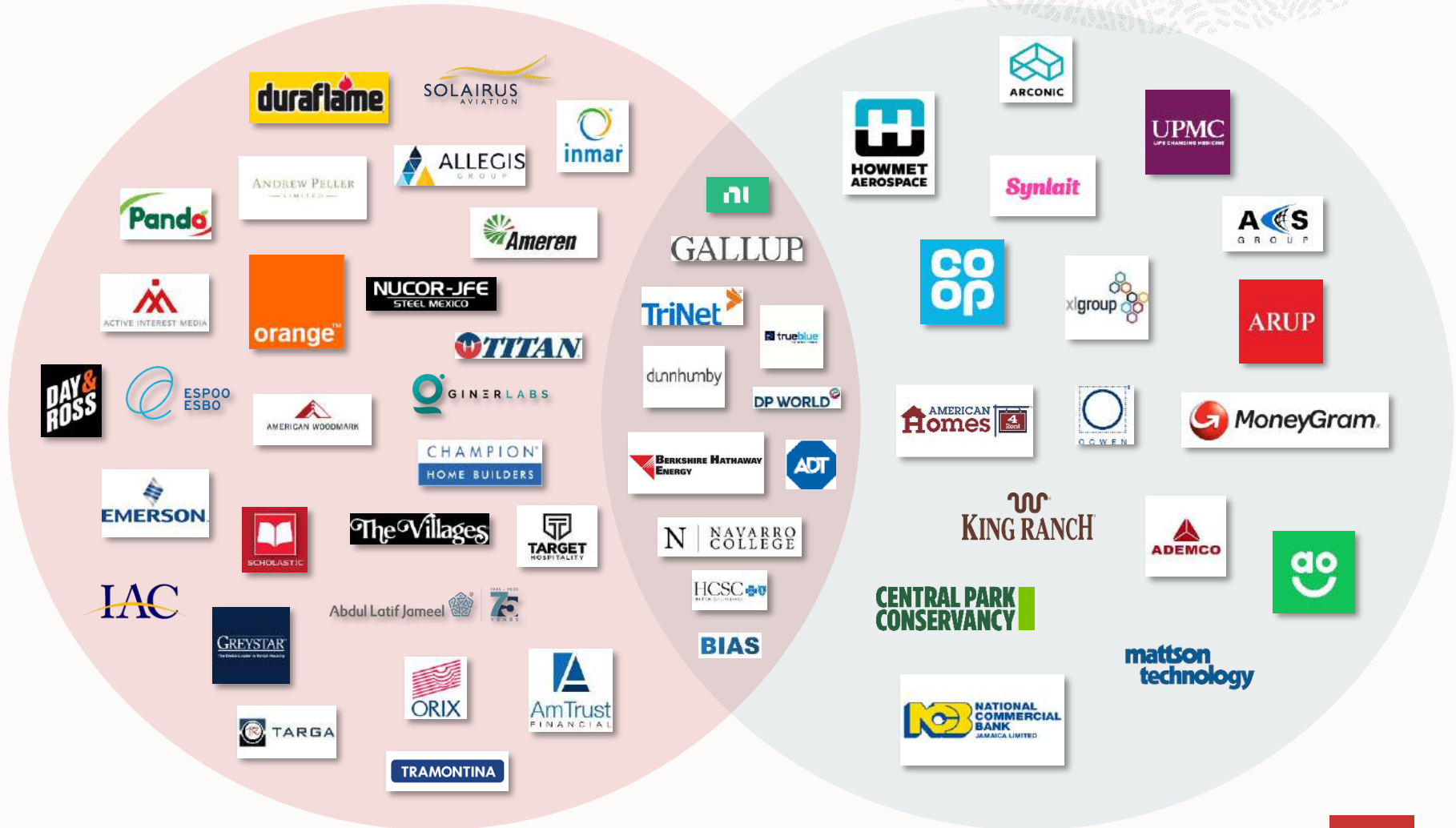


# Nearly 100 Customers in 1<sup>st</sup> Year

- 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

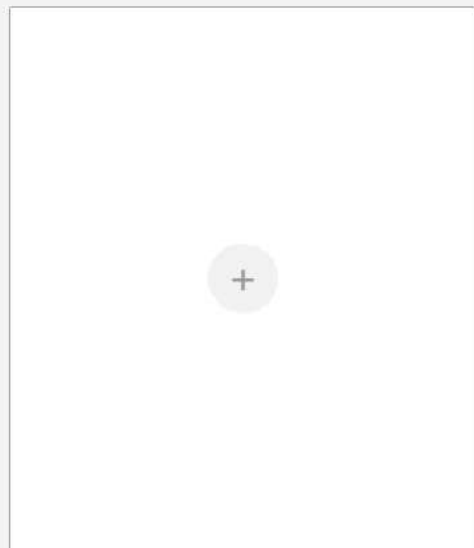
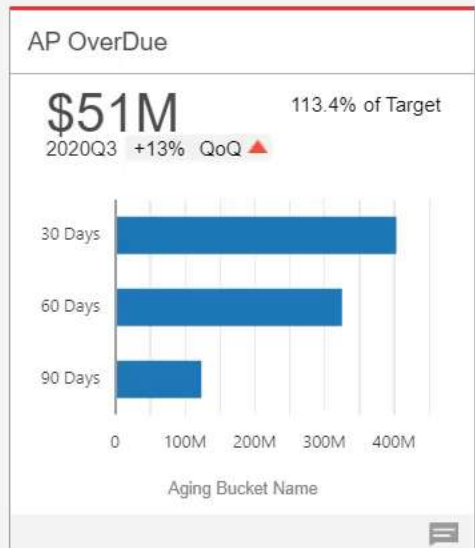
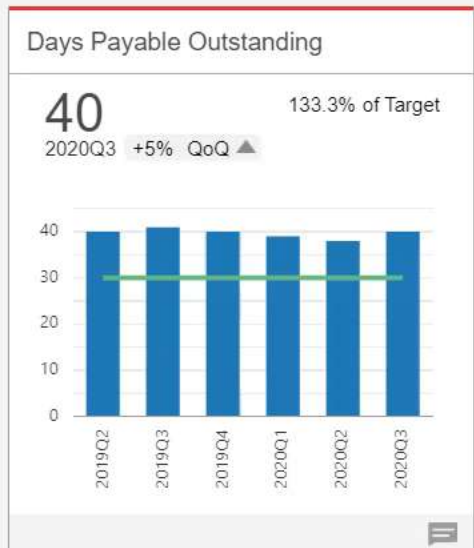
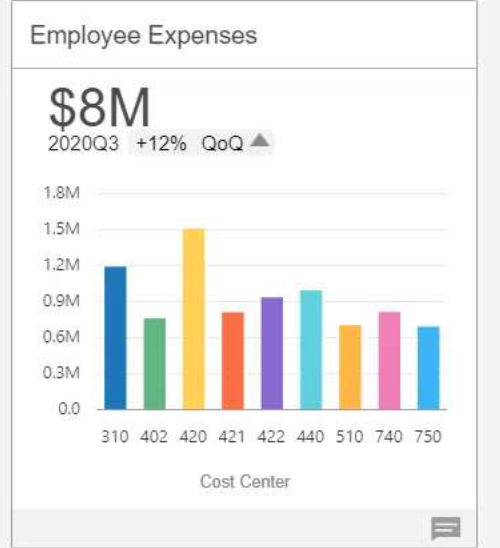
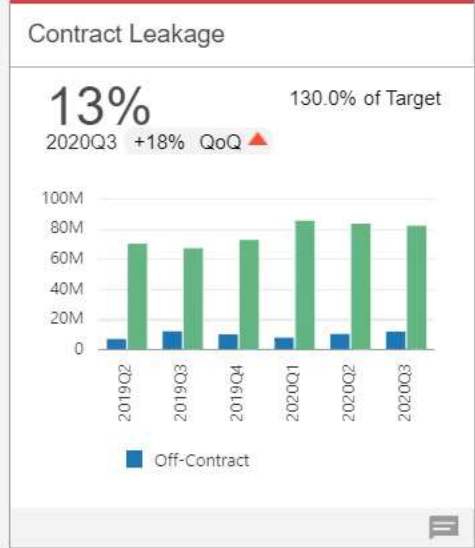
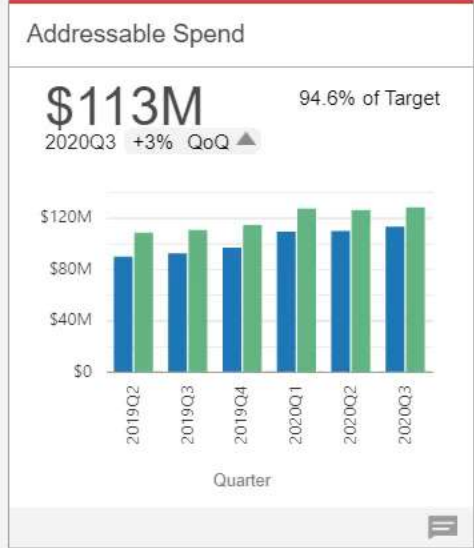
## Lessons Learned

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



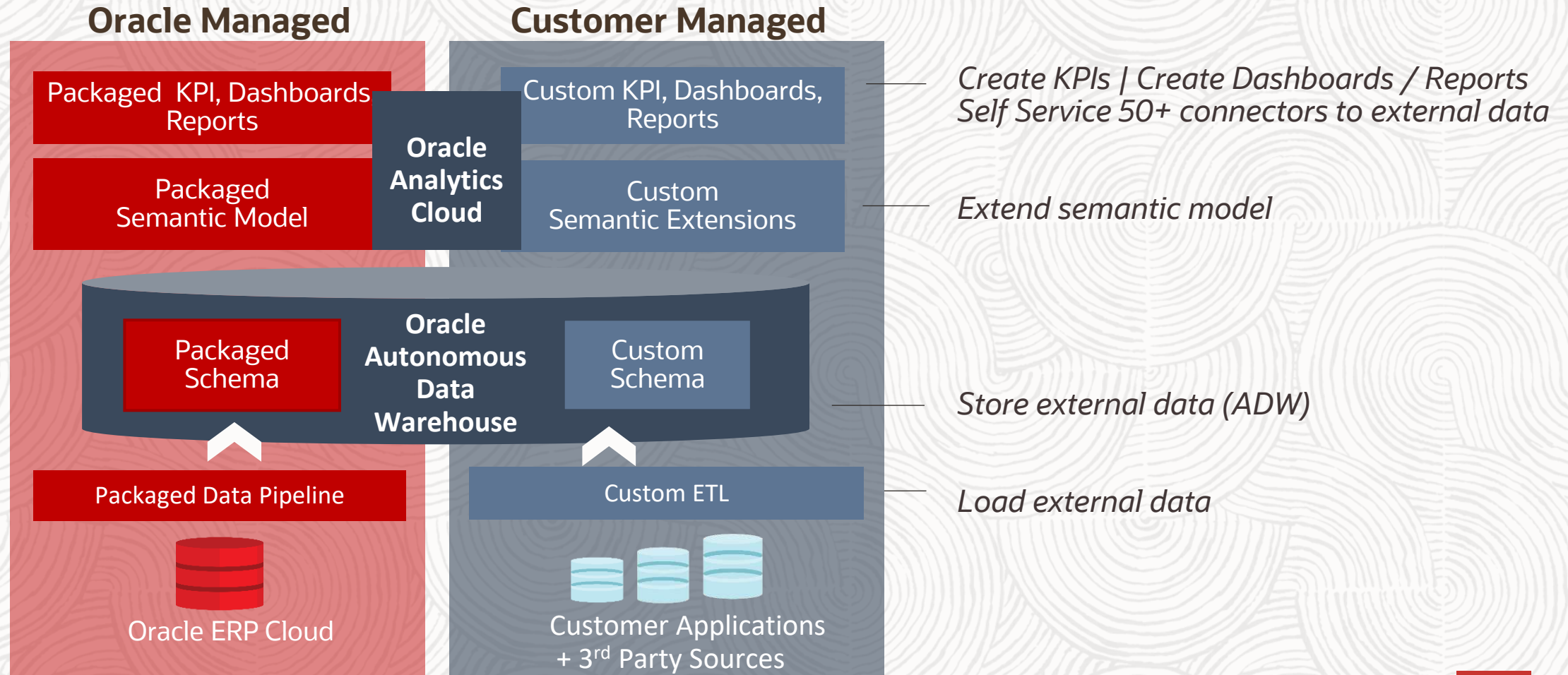
# Decks

- ables
- Balance Sheet
- Financial Ratios
- My P&L
- Profit and Loss
- Working Capital
- Workforce
- Analytics Update
- Workforce Management
- Spend >**



# Adapt to fit your Business “Details”

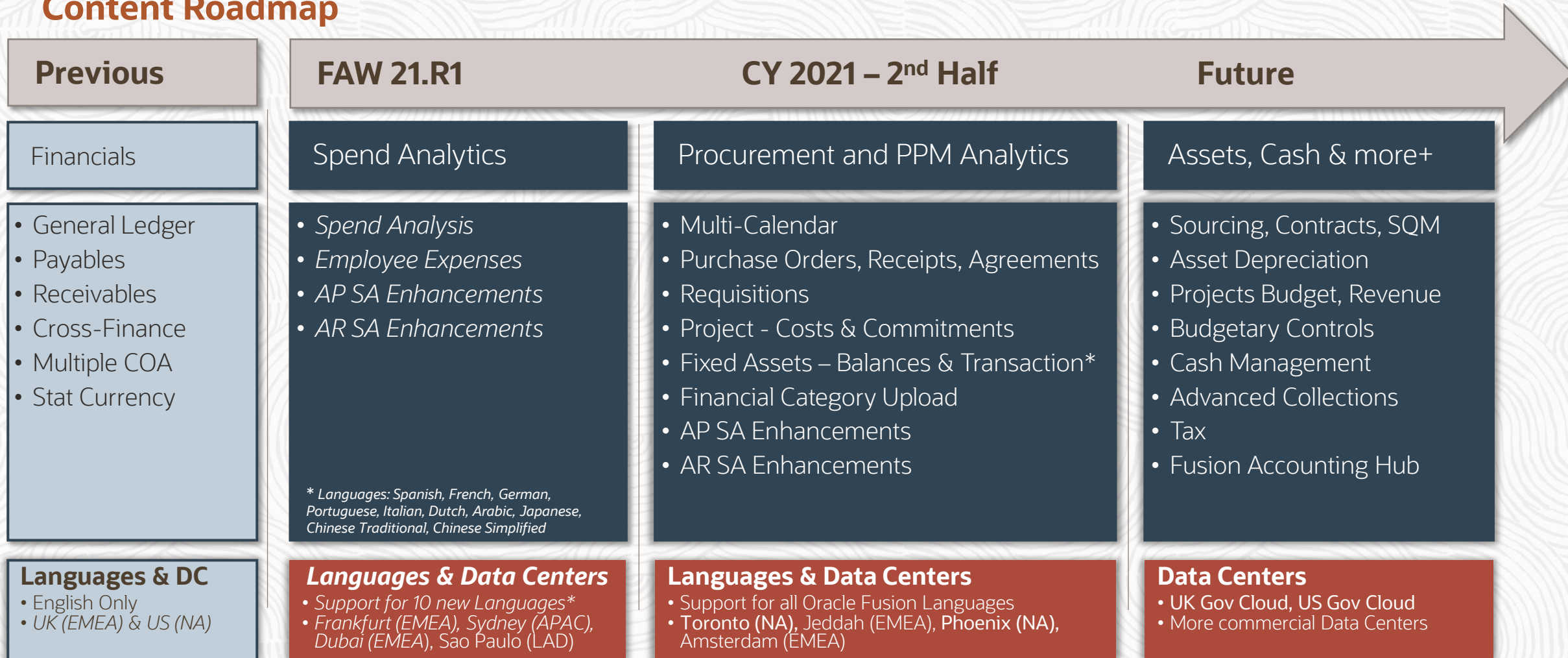
## Pre-Built AND Extensible





# 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



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# Thank you