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**Moving from Enterprise to Financial Management –  
Best Practices**

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## Agenda

- Introductions
- Why HFM? Why now?
- Benefits of HFM
- Approaches and Risks of Projects
- Scope
- Design and dimensions
- Ranzal Quick Start
- Rolling it out
- Questions



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- From imaging systems for diagnosis, to therapy equipment for treatment, to patient monitors to hearing instruments and beyond, Siemens innovations contribute to the health and well being of people across the globe, while improving operational efficiencies and optimizing workflow in hospitals, clinics, home health agencies, and doctors' offices.

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# Why HFM? Why now?

- HFM isn't new anymore
  - More dimensionality
  - Scalability
  - Detailed audit trail
  - Line-item detail
  - Intercompany transaction eliminations
  - Flexible calculations/allocations
  - Solid RMBDS support
  - Document attachments
  - Cell text
- Reduce the maintenance
- Data quality
- New version 11.1
  - Graphical rule writer
  - Web based metadata management
  - Life Cycle Management
- HFM can better support new reporting standards
  - Sarbanes Oxley
  - IFRS
  - XBRL






# Are you outgrowing Enterprise?

- Dimensionality limitations.
- Multiuser scalability limitations.
- Audit trails and Sarbanes-Oxley support limitations.
- Budgeting and planning limitations.
- Ad hoc, drill, and pivot reporting limitations.
- Difficulty managing distributed e-mail-based systems.
- Difficulty integrating with other Oracle Hyperion applications.

# Sarbanes-Oxley Requirements:

## Hyperion Enterprise vs. Hyperion System 9 Financial Management

Enterprise	Financial Management	Requirements
●	●	Single version of the financial "truth" / book of record
●	●	Timeliness / speed of close/reporting
●	●	Awareness of adjustments
●	●	Workflow management
●	●	Audit trails
●	●	Support for the approval/certification process
●	●	Preventative internal controls and e-mail alerting
●	●	Documentation

 Satisfies requirement if centralized  
 Limited functionality  
 No functionality



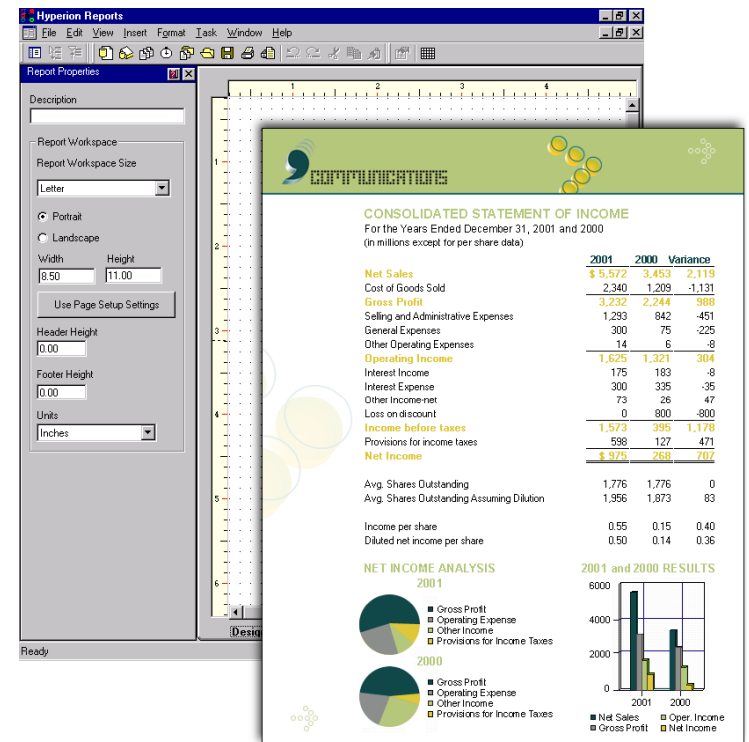
# Hyperion Financial Management SOX-Specific Features

- **Audit Trail**
  - “G/L to 10Q” Audit Trail
  - Task Audit
  - Data Audit
  - System and Event Logs
  - Intercompany Transactions
- **User Interface**
  - Process Management
    - Control mechanism for data submission
    - Signoff required
    - Prevent Control Validations enforced
  - Workspaces
    - Control how a user interacts with system (Basic vs Advanced)
    - Provide controlled task flow
  - Task Automation
    - Repeatable Processes
- **Segregation of Duties**
  - Roles
  - Classes
  - Authentication
  - Metadata security filtering
- **Documentation**
  - Cell Text and Document attachments
- **Change Control**
  - Versioning of metadata
  - Comparisons of metadata updates
- **User Monitoring**
  - Users on System

# Powerful Reporting and Integration Options

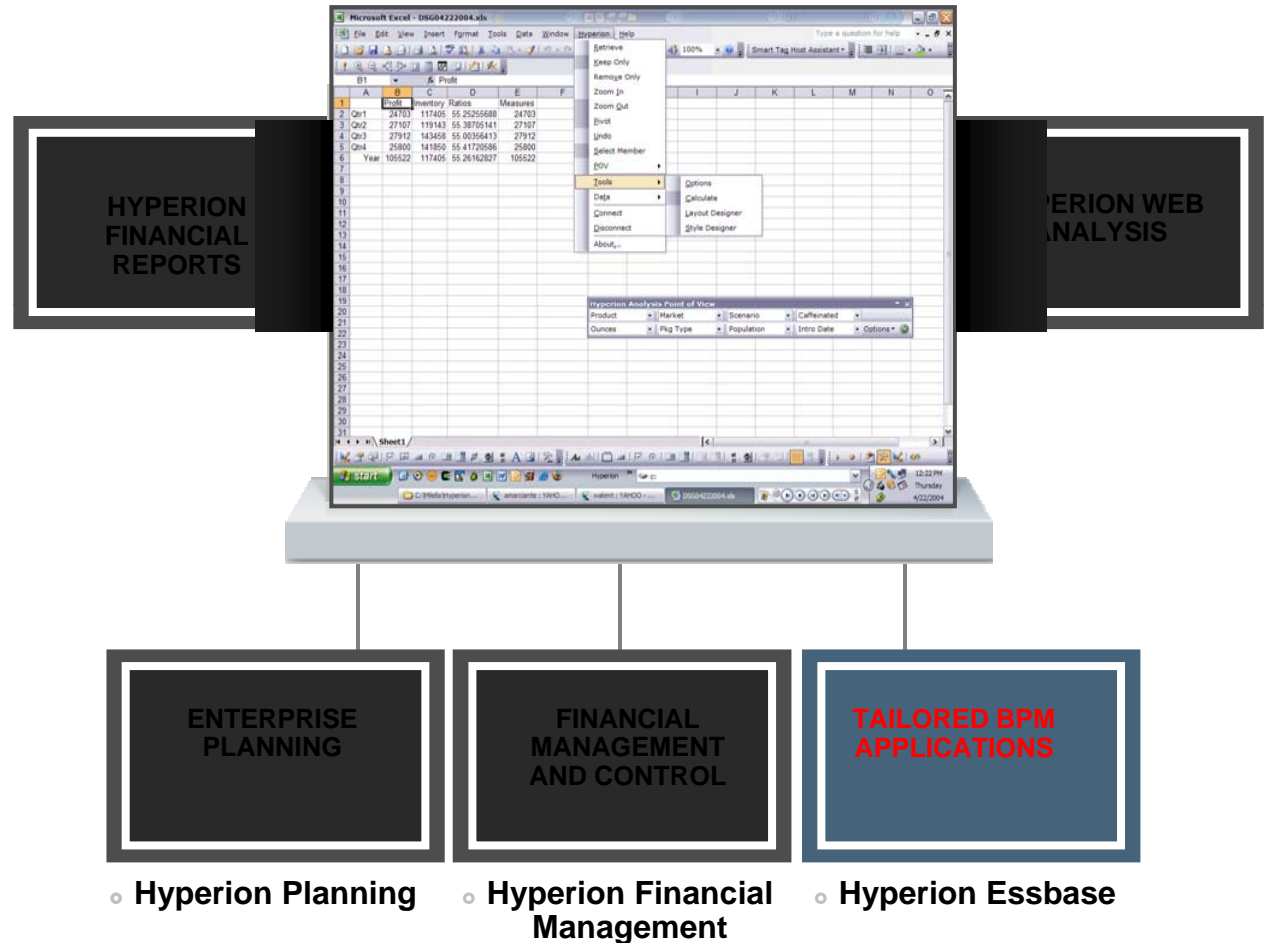
- **Reporting Options**
  - Hyperion Reports: graphical, object-oriented formatted reporting
  - SmartView Excel add-in and Hyperion Analyzer for ad hoc analysis
  - SmartTags for embedding Hyperion information into MS-Office docs, ppts, etc.
  - Ability to integrate Hyperion and other information through Hyperion BI Tools.
- **Seamless ERP integration**

Links to major ERP systems and other data sources with Hyperion Application Link, FDM and EPMI



# Hyperion Smart View™ for Office— Links Spreadsheets to BPM Processes

- Common MS Excel Add-in
- Multi Source Read/Write
- Integrated real-time pivot or formatted reporting
- Access and run BPM processes
- Deliver Web forms for data collection and reporting
- Supports Smart Tags for integrating reports and views from Hyperion Reports and Web Analysis





# Top 3 Risks of HFM Implementations

- Underestimating Data Conversion and Validation
  - Clients often underestimate the effort required for data validation and this is the most frequent reason for project delays
  - The level of effort must be aligned with the quality of data, number of data sources, and degree of change (e.g., new COA)
- Inadequate Staffing of Business Resources
  - Clients sometimes do not dedicate enough business resources to the project effort as the project is viewed as simply a technology implementation
- Lack of Focus on Business Process
  - Clients sometimes focus too much on the technology change while missing opportunities to enhance business processes
    - Journal entries
    - Account types (Assets, etc.)
    - Time-series intelligence



## What the project was not...

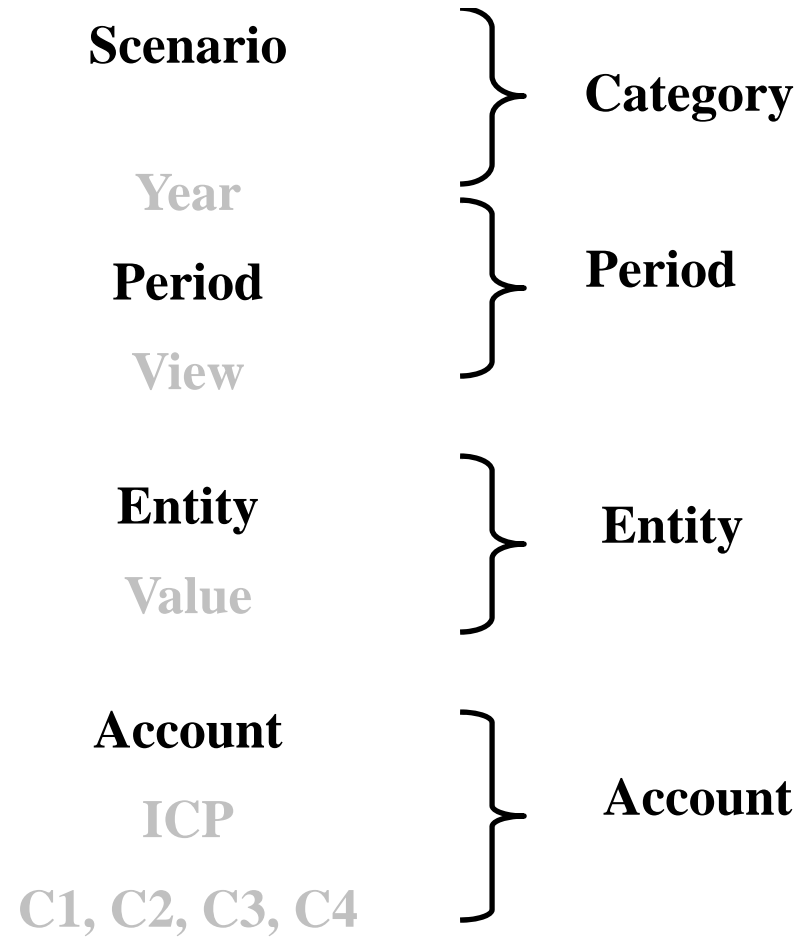
- This was not a dump of HE into HFM.
- Not a limited or partial application

## What the project was...

- Simplified design – HE has more in common with HFM
- Scope
  - Limited process redesign – lower the impact on end user
  - Upgrade or redesign – what is the goal
  - New mappings or new chart of accounts need to be limited



## Design and dimensions





## Quick Start Program can save time and money

- A program like Ranzal's quick start can save non-technical effort.
  - Scope defined
  - Document templates ready
  - Established training and approach
  - Design proven and streamlined
- The Extreme Makeover for Hyperion Enterprise...

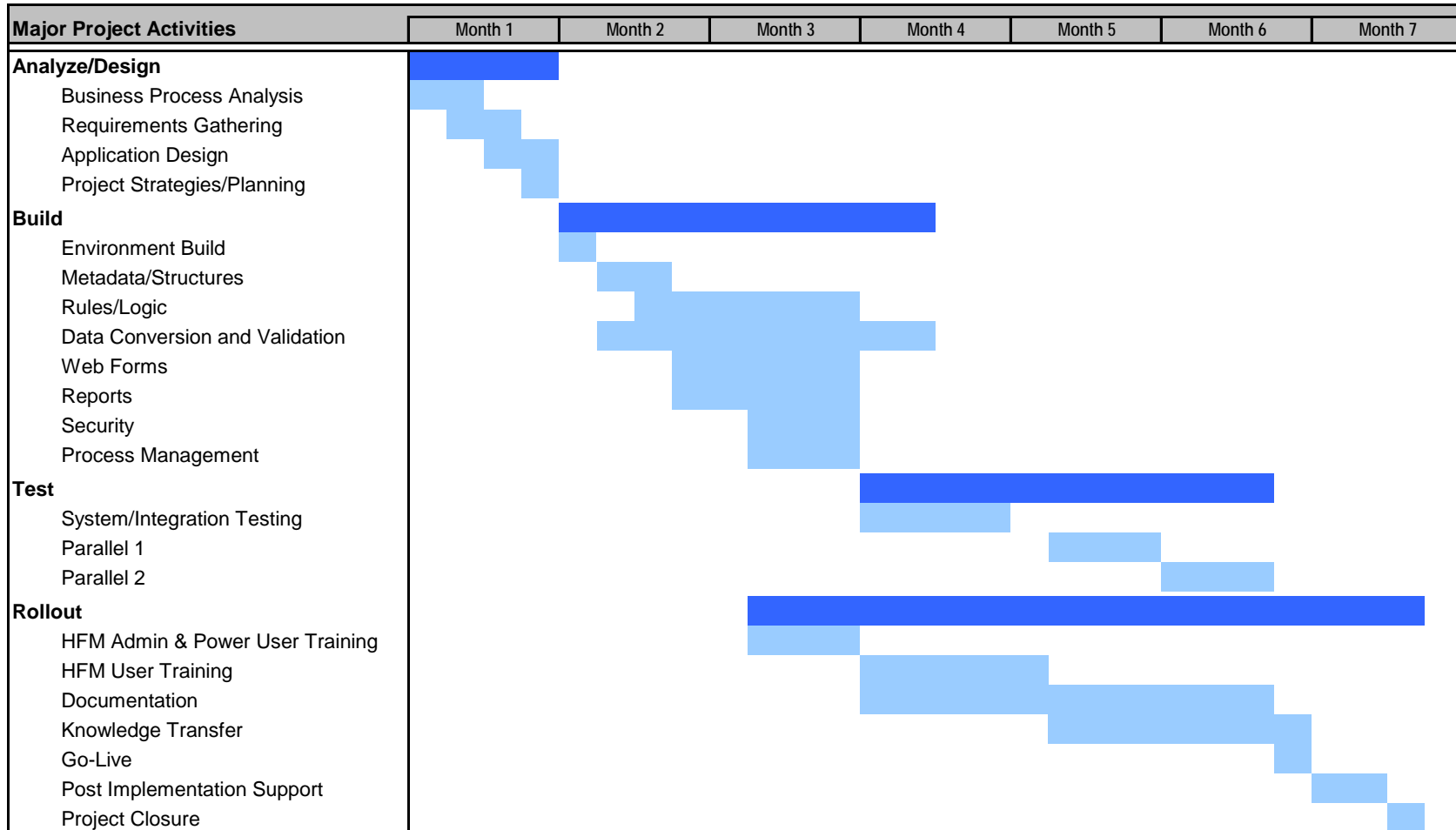


## Rollout

- **Training**
  - **Web based**
  - **Train the trainer**
  - **Road show**
- **Connection Issues**
  - **Testing**
  - **IT support**
- **Parallel**
  - **Always 2 or more**
  - **Think about future phases**



# Typical Implementation Timeline



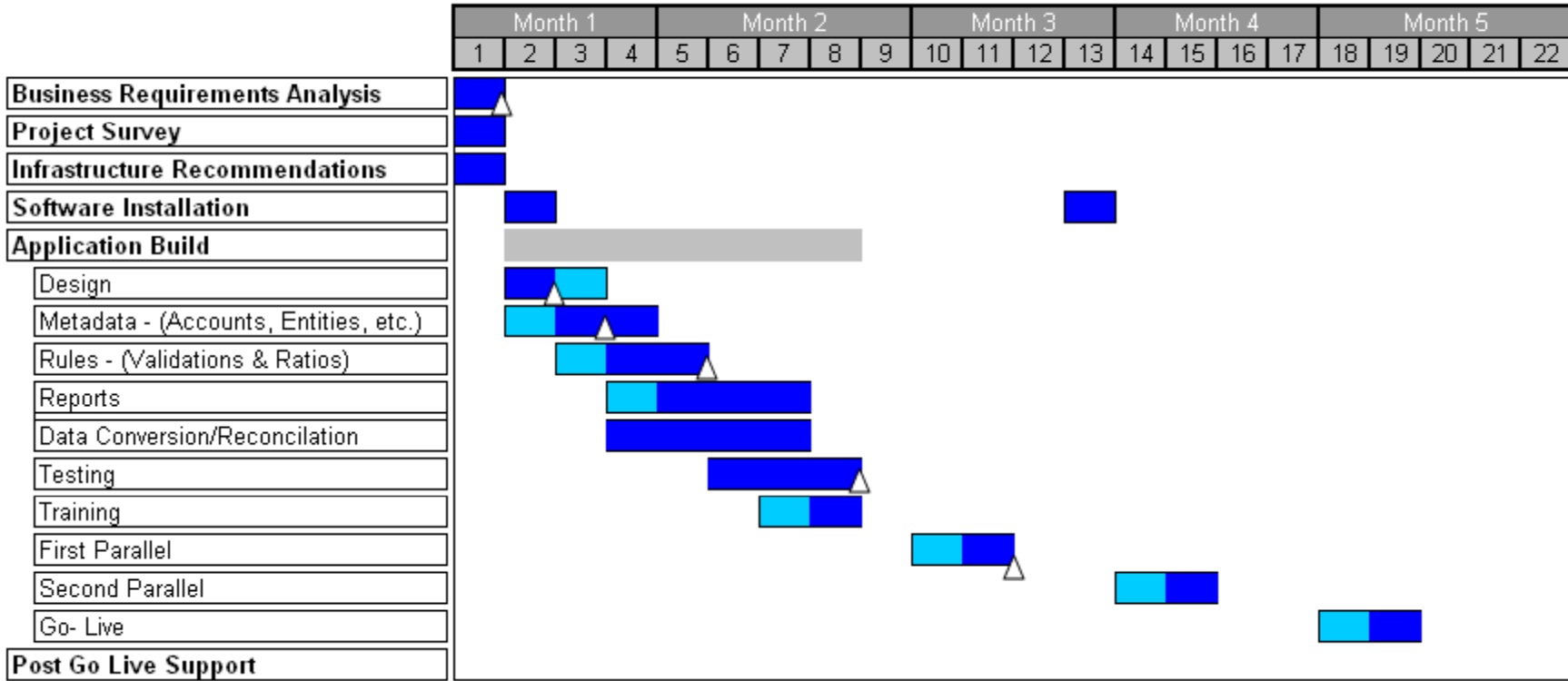
**Note:** The diagram above is just a sample, but can reflect the approach and timeline of many HFM projects. Every project has different needs and constraints that must be appropriately planned for and managed throughout.



## So what drives cost and time in a project

- Data –
  - Number of feeds
  - Complexity of dimensions
- Process Change –
  - More PM effort
  - Rollout
- Bells and Whistles -
  - New functionality
  - Undefined additions

# Siemens HFM Timeline



△ Quality Assurance Checkpoints

**Application Build takes as little as 3 to 4 weeks!!**

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Questions?

