



## Introductions

- ✔ Founded in 1992
- ✔ HQ in Wakefield, MA
- ✔ NASDAQ: EDGW
- ✔ Award Winning Strategy & Consulting Firm
- ✔ Approximately 320 Consultants
- ✔ Over 1300 Projects Delivered
- ✔ 97% Customer Retention

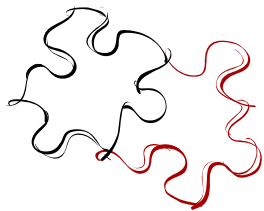


- ✔ Founded in 1996
- ✔ HQ in White Plains, NY
- ✔ Oracle Certified Advantage Partner
- ✔ Hyperion “Americas Reseller Partner of the Year”
- ✔ Approximately 90 Consultants
- ✔ Over 500+ Hyperion Projects Delivered
- ✔ One of the largest Hyperion Practices in the U.S.

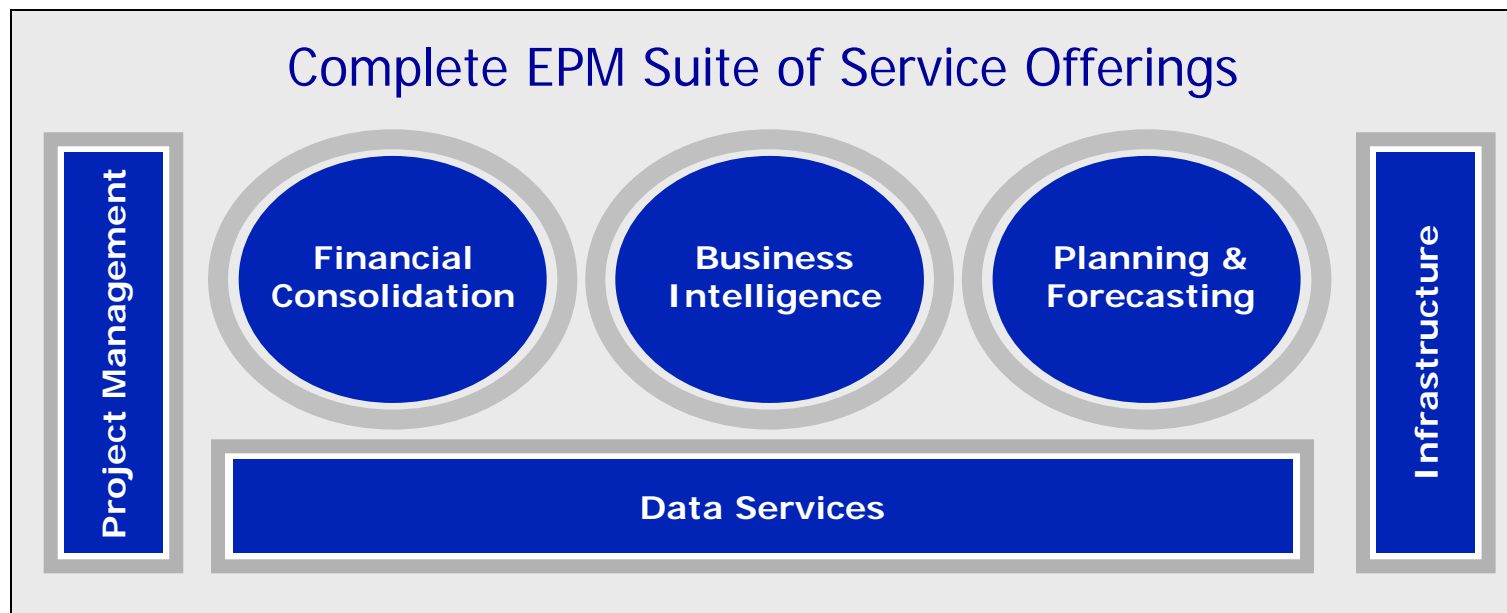


## About Ranzal

For over 10 years, Ranzal has provided premier consulting services on the Oracle (Hyperion) Enterprise Performance Management (EPM) platform. The Key to Our Success is:



- ❑ Partnering with Our Customers
- ❑ Partnering with Oracle (Hyperion)
- ❑ Rapid Application Development for Quick ROI
- ❑ Develop Reusable and Scalable Solutions





# Our Services

## [ CONSOLIDATION ]

Financial Performance  
Legal, Segment and Mgmt Reporting  
Financial Mgmt Performance Lab  
Sarbanes Oxley Compliance Support  
Financial Close Optimization  
Data Quality Management and  
Integration

## [ PLANNING ]

Budgeting  
Planning  
Forecasting  
Business Modeling  
Workforce Planning  
Capital Planning  
Strategic Finance

## [ DATA SERVICES ]

Data Integration Services  
Financial Data Quality Management  
Data Warehousing  
Master Data Management  
ETL Services  
Performance Tuning  
Automation

## [ BUSINESS INTELLIGENCE ]

Application Dashboards  
Compliance Management Dashboards  
Performance Scorecards  
Balanced Scorecards  
Customer & Product Profitability  
Application Development

## [ INFRASTRUCTURE ]

Installation Services  
Upgrade & Migration Services  
Performance Tuning  
System Monitoring  
Backup & Recovery  
Disaster Recovery  
Load Testing  
Hardware Sizing

## [ SUPPORTING SERVICES ]

Application Reviews  
Documentation  
Business Requirement Gathering  
Technical Reviews  
EPM Road Maps  
Customer Training  
Program/Project management  
Infrastructure Reviews



## Sample of Our Clients

### [ RETAIL ]

Abercrombie & Fitch  
AutoNation  
Denny's Corp  
Office Depot  
Sbarro  
The Children's Place  
Tire Kingdom  
Warnaco

### [ FINANCIAL/INSURANCE ]

Fannie Mae  
Lehman Brothers  
LendingTree  
MasterCard International  
Marsh  
Horizon Blue Cross Blue Shield NJ  
AmeriGroup  
Swiss RE

### [ UTILITIES/ENERGY ]

JEA  
Old Dominion Electric Cooperative  
Suburban Propane  
Allegheny Energy  
MidWest ISO  
Encana  
Sempra Energy  
InterPipeline

### [ CONSUMER PRODUCTS/MFG ]

Pepsi Bottling International  
Pernod Ricard USA  
Swedish Match  
Unilever  
Altadis  
Acuity Lighting  
American Household, Inc.  
The Gillette Company

### [ HEALTHCARE ]

Baptist Health  
BayCare Health Systems  
Carilion Health Systems  
Univ of Florida-School of Medicine  
Huntsville Hospital  
Noven Pharmaceuticals  
Univ of Virginia Health System  
St. Vincent's Health Systems

### [ EMERGING MARKET ]

Ask.com  
The Boston Globe  
ITT Industries  
MIT  
Yale University  
National Basketball Association  
Catalina Marketing  
Ryder



### Business Drivers for Engagement

- ❑ Far More Complex than Historical Upgrades
- ❑ Proper Planning is a *MUST*
- ❑ System Documentation
  - Current state content for project plan
- ❑ Application Review
  - Upgrade opportunity for best practice Quick WINS
  - Identify Mid and Long Term Enhancements



# Application Review

## □ Application Review

### ■ Performance Improvements

→ designed to speed up calculation, load, or query performance times within the application (e.g. optimized allocation calc)

### ■ Stability Improvements

→ designed to improve system stability, either in terms of improved expected system up-time, or through improved recovery procedures (e.g. backups).

### ■ Functionality Enhancements

→ new desired business functionality not currently present within the application (e.g. FICA wage limit calculation)

### ■ Workflow Improvements

→ these recommendations are associated with improving workflow, for both end users and/or system administrators. This would include the implementation of automation scripts, design changes and techniques for reducing system maintenance, and modifications to forms, reports and calcs to improve the end user experience



# Sample Page of Application Review

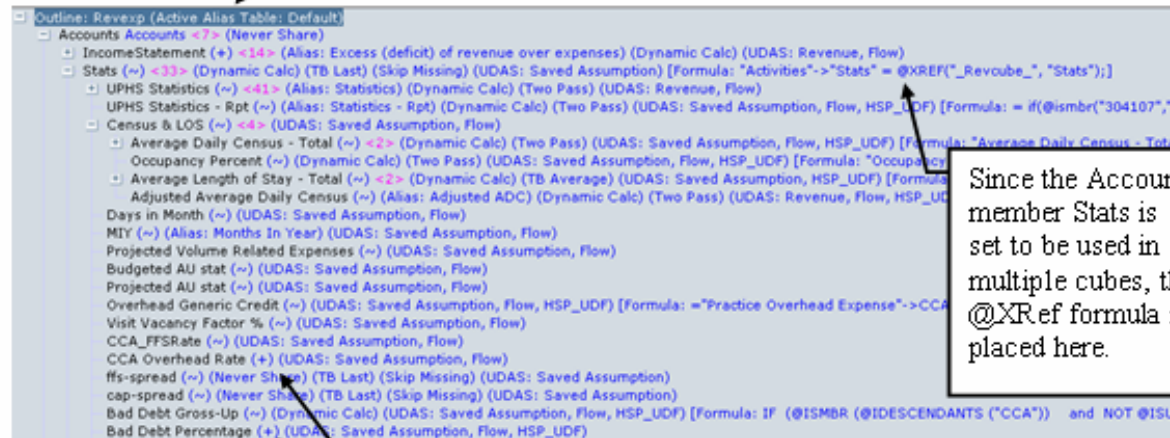
 <b>RANZAL</b> An Edgewater Technology Company	<b>Technical Review</b>	
	Prepared By: Kirk Opsal	Date: June 12, 2008 Revision 4
	University of Pennsylvania Health System – Technical Review	

## Examples of Outline Improvements / Best Practices

Database: RevExp

Dimension: Accounts

The top Account member is set at never share. This should be at Dynamic Calc or Label Only. The current Planning Version does not allow this on Refresh. A post refresh process can be performed to do this or the latest releases of Planning allow this.



Outline: Revexp (Active Alias Table: Default)


- Accounts Accounts <7> (Never Share)
  - IncomeStatement (+) <14> (Alias: Excess (deficit) of revenue over expenses) (Dynamic Calc) (UDAS: Revenue, Flow)
  - Stats (~) <33> (Dynamic Calc) (TB Last) (Skip Missing) (UDAS: Saved Assumption) [Formula: "Activities"->"Stats" = @XREF("Revoube\_", "Stats");]
  - UPHS Statistics (~) <41> (Alias: Statistics) (Dynamic Calc) (Two Pass) (UDAS: Revenue, Flow)
  - UPHS Statistics - Rpt (~) (Alias: Statistics - Rpt) (Dynamic Calc) (Two Pass) (UDAS: Saved Assumption, Flow, HSP\_UDF) [Formula: = if(@ismbr("304107",
  - Census & LOS (~) <4> (UDAS: Saved Assumption, Flow)
    - Average Daily Census - Total (~) <2> (Dynamic Calc) (Two Pass) (UDAS: Saved Assumption, Flow, HSP\_UDF) [Formula: "Average Daily Census - Tot
    - Occupancy Percent (~) (Dynamic Calc) (Two Pass) (UDAS: Saved Assumption, Flow, HSP\_UDF) [Formula: "Occupancy
    - Average Length of Stay - Total (~) <2> (Dynamic Calc) (TB Average) (UDAS: Saved Assumption, HSP\_UDF) [Formula
    - Adjusted Average Daily Census (~) (Alias: Adjusted ADC) (Dynamic Calc) (Two Pass) (UDAS: Revenue, Flow, HSP\_UD
    - Days in Month (~) (UDAS: Saved Assumption, Flow)
    - MIY (~) (Alias: Months In Year) (UDAS: Saved Assumption, Flow)
    - Projected Volume Related Expenses (~) (UDAS: Saved Assumption, Flow)
    - Budgeted AU stat (~) (UDAS: Saved Assumption, Flow)
    - Projected AU stat (~) (UDAS: Saved Assumption, Flow)
    - Overhead Generic Credit (~) (UDAS: Saved Assumption, Flow, HSP\_UDF) [Formula: ="Practice Overhead Expense"->CCA
    - Visit Vacancy Factor % (~) (UDAS: Saved Assumption, Flow)
    - CCA\_FFRate (~) (UDAS: Saved Assumption, Flow)
    - CCA Overhead Rate (+) (UDAS: Saved Assumption, Flow)
    - ffs-spread (~) (Never Share) (TB Last) (Skip Missing) (UDAS: Saved Assumption)
    - cap-spread (~) (Never Share) (TB Last) (Skip Missing) (UDAS: Saved Assumption)
    - Bad Debt Gross-Up (~) (Dynamic Calc) (UDAS: Saved Assumption, Flow, HSP\_UDF) [Formula: IF (@ISMBR (@IDESCENDANTS ("CCA")) and NOT @ISL
    - Bad Debt Percentage (+) (UDAS: Saved Assumption, Flow, HSP\_UDF)


Since the Account member Stats is set to be used in multiple cubes, the @XRef formula is placed here.

There are a few Stats members that can be set to + aggregation to ~ no aggregation.



# Planning Application Documentation


  
**RANZAL**  
An Enterprise Technology Company

  
**UNIVERSITY OF PENNSYLVANIA HEALTH SYSTEM**

**UNIVERSITY OF PENNSYLVANIA HEALTH SYSTEM**

**Hyperion Planning**  
**UPHSPlan Application**  
System Administration Document

Prepared by: Ranzal & Associates Inc.  
Date/Version: May 2008





## System Admin Guide

Application

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## System 9-Partnering with Hyperion (Oracle)

- Work closely with Hyperion Development Team during the alpha and beta testing phases for the System 9 suite of products.
  - Assisted in the redevelopment of the System 9 Workforce Planning module,
  - Provided Hyperion with requirements for the Capital Planning module.
  - Co-developed the certification program for System 9 Planning.
  
- Worked side-by-side with Hyperion Engineers to improve the installation and configuration for the System 9 suite of products.
  - Assisted Hyperion with the development of the install and configuration process
  - Helped identify install defects
  - Improved the documentation package provided by Hyperion.



## SUCCESSFUL System 9 Migration Methodology

- 1 Extract Security
- 2 Backup Planning App Repositories
- 3 Export all Reporting Objects (Fin Rep, Web Analysis, IR)
- 4 Re-install OS & 9.3.1 Product Hyperion Suite
- 5 Import Security to Shared Services
- 6 Create New Planning Apps
- 7 Restore Planning App Repositories and migrate schema
- 8 Push Native Planning Security to Shared Services.
- 9 Remove all security associated with Planning Native Groups
- 10 Import Security
- 11 Re-import Report Objects



## System 9 Installations & Migrations

### ❑ Deploy New Features and Functionality enabled within System 9

- Create more Dynamic Form definitions
- Leverage Planning Smart Lists to improve the User Experience
- Display text within Planning Input Forms.
- System 9 BI+ Workspace enables Single-Point reporting interface
- Best Possible reporting product to best meet the clients reporting requirements.

### Recent Ranzal Clients that have moved to System 9

- |                              |                                   |                               |
|------------------------------|-----------------------------------|-------------------------------|
| ❑ AutoNation                 | ❑ Grand Expeditions               | ❑ Yale University             |
| ❑ Catalina Marketing         | ❑ Hannover Life Re America        | ❑ Norwegian Cruise Lines      |
| ❑ Suburban Propane           | ❑ Intercontinental Exchange (ICE) | ❑ Wells Dairy                 |
| ❑ AnMed Health               | ❑ PRC                             | ❑ Sealed Air                  |
| ❑ Carnival                   | ❑ Quality Distribution, Inc.      | ❑ Magellan Health             |
| ❑ LendingTree                | ❑ Sbarro                          | ❑ Manheim                     |
| ❑ Office Depot               | ❑ TBC Corporation                 | ❑ Chicos                      |
| ❑ Quality Distribution, Inc. | ❑ Carnival Cruise Lines           | ❑ Simmons Bedding Company     |
| ❑ Ryder                      | ❑ Catalina Marketing              | ❑ Exide Technology            |
| ❑ Tyco Fire & Safety         | ❑ CHEP                            | ❑ PPG                         |
| ❑ Armor Holdings             | ❑ Citrix                          | ❑ European Aeronautic Defense |



## Why Ranzal

- \* Certified Advantage Partner**
- \* National Presence**
- \* One of the largest Hyperion Partners**
- \* Recognized as Hyperion experts by the Hyperion Development team**
- \* Seasoned Sales Team**
- \* Support from Edgewater ~ A Premium Technology Company**
- \* We are at the forefront of System 9 implementations & upgrades**