

Cloud Transformation: Optimizing Operations and Financial Performance

The Strategic Integration of ERP and
EPM within Oracle's Ecosystem

Kenneth Ash Bergo
Oracle Cloud Project Leader, Datavail
info@datavail.com

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The logo for ASCEND 2024 features the word "ASCEND" in a bold, black, sans-serif font. To the left of the "A" is a stylized graphic consisting of three parallel diagonal lines in blue, red, and blue. Below "ASCEND" is the year "2024" in a smaller, black, sans-serif font.

ASCEND
2024

We've Done this for
17+ years

1200+

Consultants focused on Cloud
deployments and managed services

1000+

Implementation
Experience

10+

Years Cloud
Experience

500+

Customers with
average lifespan of
7+ years

12+

Focused
Industries

\$25M

Invested \$25M in IP that improves
the service experience and drives
efficiency

datAvail

We are a Consulting/managed services partner specialize in translate
your IT technology asset into business value....

Our Technology Partners

ORACLE

Partner

18

ORACLE SPECIALIZATIONS

Gold

Microsoft Partner

Microsoft

aws partner
network

Project Services



Health
Checks &
Assessments



Accelerated
Cloud
Migrations



Data Migration
and
Conversions



Cloud
Consulting



Systems
Integration



Cost-value
Analysis



Regression
Testing



Upgrades



Optimization

Operational Managed Services



Managed
Services



Migrations,
Optimization,
Support



Service
Requests



Monitoring &
Incident
Response w/ SLAs



24x7 In-Office
Coverage



Proactive Services
(Health, Tune)

datAvail

Data & Security Compliance



We operate to **higher of** Datavail security policy & client controls documented in operational run book.



Operate and adhere to controls



PCI SAQ-D Self Assessment



ISO 27001:2019 (Information Security) & ISO 27701 (Privacy)



SSAE18 Type II SOC1 & Type II SOC2



Executed and adhere to numerous HIPAA Business Associate Agreements



US only delivery models for ITAR controlled data

Our Credentials



ORACLE

Partner

18



ORACLE SPECIALIZATIONS



20+ years
of delivering
excellent value



300+ Oracle Professionals
and growing



On-Prem & Cloud
Experience



150+ completed ERP
projects (**40+** Cloud
Transformation Projects)

Product Credentials / Certifications

- PeopleSoft HCM
- PeopleSoft Financials
- Oracle E-Business Suite (Financials)
- Oracle E-Business Suite (Supply Chain)
- Oracle ERP (Finance Cloud)
- Oracle HCM & Payroll Cloud
- Oracle Project Portfolio Cloud
- Oracle RMCS
- Oracle Subscription Mgmt. Cloud
- Oracle Inventory Cloud
- Oracle Demand Planning Cloud
- Oracle Supply Planning Cloud
- Oracle Procurement Cloud
- Oracle Order Management Cloud
- Oracle Sales/CPQ/Service Cloud
- Oracle Manufacturing Cloud
- Oracle EPM Cloud (ePBCS, FCCS, ARCS)
- Oracle Hyperion / Essbase
- Oracle PaaS Cloud
- Oracle Cloud Applications Architect
- Oracle Integration Cloud
- Oracle Cloud Database Architect
- Oracle Middleware Architect
- Oracle Apps Database 12.x → 19c
- Oracle Apps Middleware Technologies

Industry Experience

- Professional Services
- Public Sector & Higher Education
- Wholesale Distribution
- Oil and Gas
- Manufacturing
- Aerospace and Defense
- Chemicals
- Media, Sports & Entertainment
- Hospitality
- Travel & Transportation
- Retail



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FORM FOR YOUR
CHANCE TO WIN!***

***Enter
to Win***



Free Beer for a Year!

Agenda

- Executive Summary





KENNETH ASH BERGO

Oracle Cloud Project Leader
Datavail

Experience

- 25+ years of Oracle Project Leadership
- Multiple roles & industries

Background

- Insight, understanding and experience spanning over 50 Oracle projects in numerous industry sectors.

Certification

- Oracle Cloud Project Management Practitioner

Implementations

- Financials: All
- Supply Chain Operations
- EPM: FCCS, PBCS, EDM, ARCS
- Project Portfolio Suite
- Human Capital Mgmt.
- Service/Subscriptions
- WMS/GTM/OTM

Executive Summary



Ascend 2024

- Help clients leverage the transformative power of integrating ERP (Enterprise Resource Planning) and EPM (Enterprise Performance Management) within Oracle's ecosystem. It's your gateway to groundbreaking strategies that promise not only to optimize your operations and financial performance but also to revolutionize how you view asset management and strategic planning.

Here's What's in Store for You

- **Unearth Hidden Savings:** Dive deep into how the fusion of ERP and EPM systems can streamline your operations and elevate your financial management. Imagine reducing costs significantly while allocating resources more effectively. It's not just a dream—it's a tangible outcome awaiting your business.
- **Master Your Assets:** For capital intense industry sectors like oil and gas, machinery, and industrials where assets are everything, learn how to wield ERP and EPM to not just manage but maximize asset utilization. Turn your assets into unbeatable competitive advantages through sophisticated financial efficiency and management strategies.
- **Futurize Your Strategy:** Visionary planning isn't just for visionaries. Aligning ERP and EPM with your strategic objectives paves the way for not just surviving but thriving in the future. Equip yourself with the knowledge to marry daily operations with long-term goals, ensuring your business's growth and success.

Executive Summary



Ascend 2024

- Help clients leverage the transformative power of integrating ERP (Enterprise Resource Planning) and EPM (Enterprise Performance Management) within Oracle's ecosystem. It's your gateway to groundbreaking strategies that promise not only to optimize your operations and financial performance but also to revolutionize how you view asset management and strategic planning.

Key Takeaways

- **Capitalize on Operational and Financial Efficiency:** Learn how the strategic integration of ERP and EPM within Oracle doesn't just improve decision-making but leads to substantial cost savings.
- **Boost Asset Utilization:** Gain exclusive insights into enhancing performance, maintenance, and cost management in asset-heavy sectors, propelling your business ahead of the curve.
- **Align with Strategic Goals:** Discover the key to effective operations management and future-focused planning, ensuring your business is always one step ahead.
- **Return on Investment ROI (Savings):** Optimize licensing costs, improve visibility to cash flow, uses of time value on inventory turnover. Identify and benefits from deferred tax assets. Improve an average metric to close is 2.2 days sooner. (Source Oracle), and lower overall inventory costs by 10 percent. (*)

Project Governance



The 3 Pillars of Governance: Structure, People & Information.

Project governance provides direction and defines decision-making procedures and metrics for validating impacts to the project.



Structure

- Project Methodology, Approach & Purpose
- Financial Management
- Risk Tracking and Resolution
- Issue Tracking and Resolution
- Quality Standards, Project Standards, including Naming Conventions and Standard Look and Feel, Quality Reporting
- Configuration Control and Release Management



People

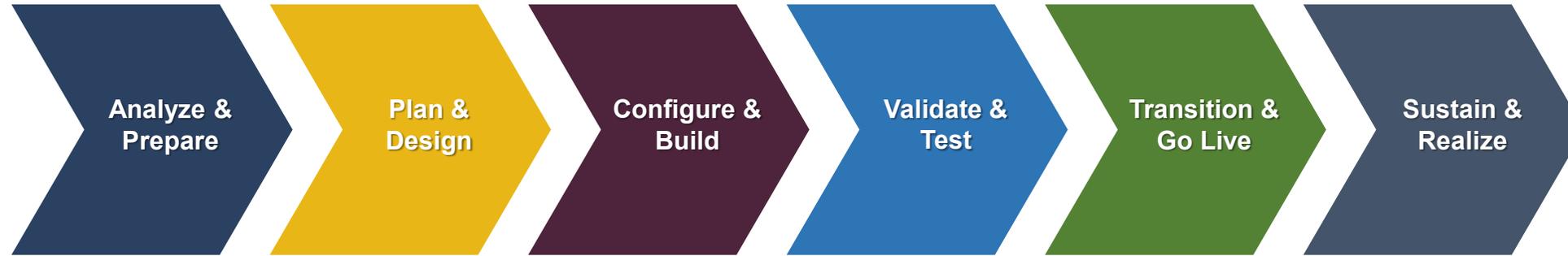
- Center of Excellence
- Standard Communications Plan - to whom, what format and frequency
- Change Management
- Process for On-Boarding Resources
- Procurement Process, if required
- Execution of Planned Quality Checkpoints and Validations
- Responsibility assignment Matrix



Information

- Mission Statement
- Scope Definition
- Project Execution Plan
- Critical Success Factors
- Change Control
- Work Plan Control
- Project Documentation Archiving Policy and Process
- Work Product Deliverables
- Status Reporting
- Requirements Capture

Oracle CAS-OUM Approach



Project Management and Governance

Implementation Approach – SaaS Applications

- Implementation approach is the most important to manage project scope
- MBP will help customer cloud adoption of best-in-class, global business processes, Oracle Fusion product, and lead to enhanced customer experience.
- Opportunity of partner to add value to existing business process and deliver cost effective and successful implementations.
- Solution-driven approach will lead for a faster implementation resulting in quicker ROI and low maintenance cost for customer solutions during updates.

Project Artifacts, Deliverables, and Milestones

Project Management Approach



Knowledge Areas by Process Groups

Knowledge Areas	Project Management Process Groups				
	Analyze & Prepare	Plan & Design	Configure & Build	Validate & Test	Sustain & Realize
Project Integration Management	<ul style="list-style-type: none"> Develop Project Charter 	<ul style="list-style-type: none"> Develop Project Management Plan 	<ul style="list-style-type: none"> Direct & Manage Project Work Manage Project Knowledge 	<ul style="list-style-type: none"> Monitor & Control Project Work Perform Integrated Change Control 	<ul style="list-style-type: none"> Close Project or Phase
Project Scope Management		<ul style="list-style-type: none"> Plan Scope Management Collect Requirements Define Scope Create WBS 		<ul style="list-style-type: none"> Validate Scope Control Scope 	
Project Schedule Management		<ul style="list-style-type: none"> Plan Schedule Management Define Activities Sequence Activities Estimate Activity Durations Develop Schedule 		<ul style="list-style-type: none"> Control Schedule 	
Project Cost Management		<ul style="list-style-type: none"> Plan Cost Management Estimate Costs Determine Budget 		<ul style="list-style-type: none"> Control Cost 	
Project Quality Management		<ul style="list-style-type: none"> Plan Quality Management 	<ul style="list-style-type: none"> Manage Quality 	<ul style="list-style-type: none"> Control Quality 	
Project Resource Management		<ul style="list-style-type: none"> Plan Resource Management Estimate Activity Resources 	<ul style="list-style-type: none"> Acquire Resources Develop Team Manage Team 	<ul style="list-style-type: none"> Control Resources 	
Project Communications Management		<ul style="list-style-type: none"> Plan Communications Management 	<ul style="list-style-type: none"> Manage Communications 	<ul style="list-style-type: none"> Monitor Communications 	
Project Risk Management		<ul style="list-style-type: none"> Plan Risk Management Identify Risks Perform Qualitative Risk Analysis Perform Quantitative Risk Analysis Plan Risk Responses 	<ul style="list-style-type: none"> Implement Risk Responses 	<ul style="list-style-type: none"> Monitor Risks 	
Project Procurement Management		<ul style="list-style-type: none"> Plan Procurement Management 	<ul style="list-style-type: none"> Conduct Procurements 	<ul style="list-style-type: none"> Control Procurements 	
Project Stakeholder Management	<ul style="list-style-type: none"> Identify Stakeholders 	<ul style="list-style-type: none"> Plan Stakeholder Engagement 	<ul style="list-style-type: none"> Manage Stakeholder Engagement 	<ul style="list-style-type: none"> Monitor Stakeholder Engagement 	

Project Scope Management

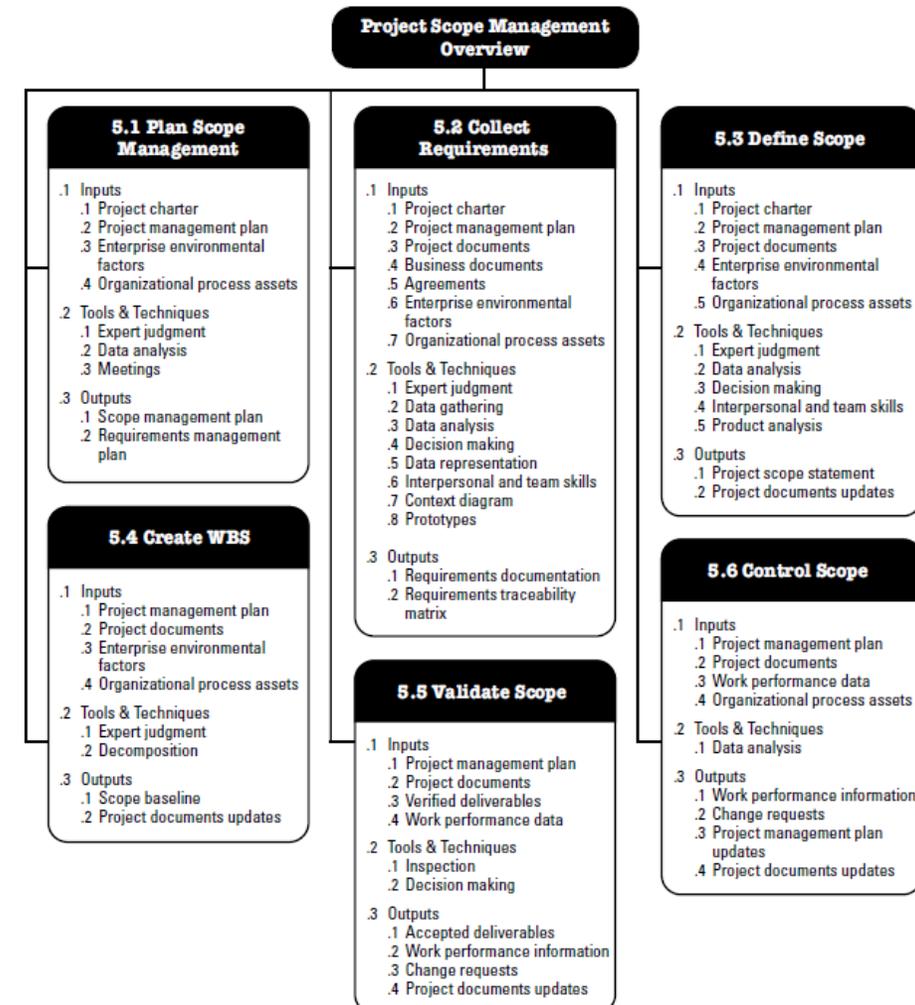


Define Scope Statement

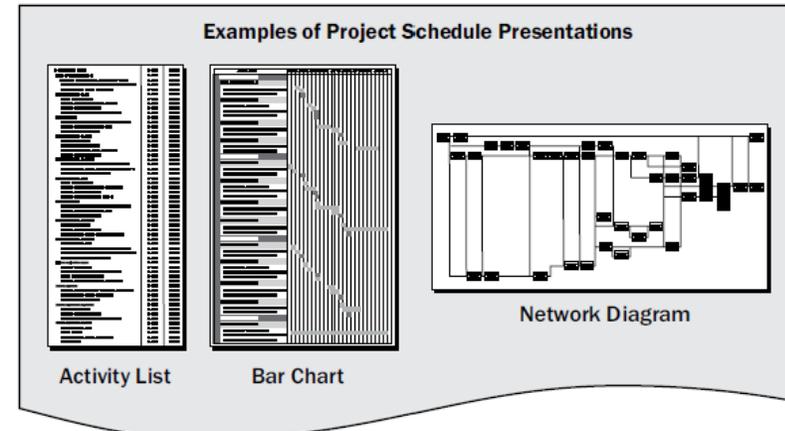
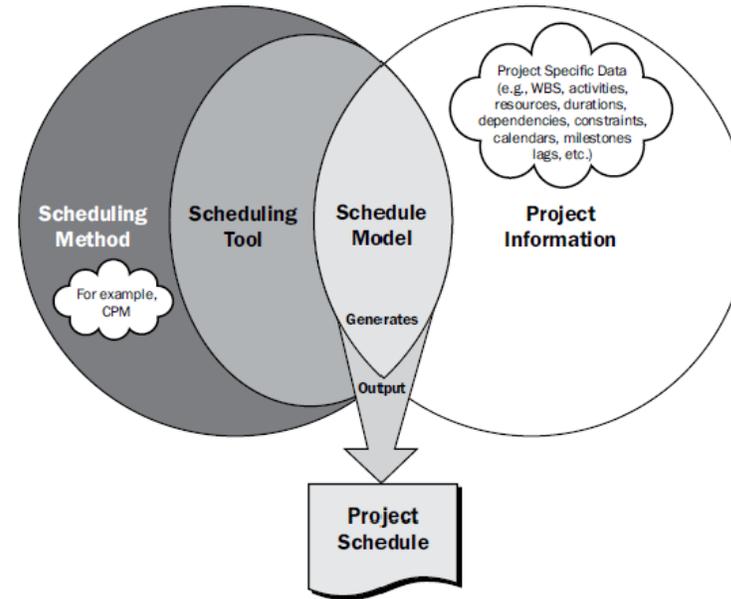
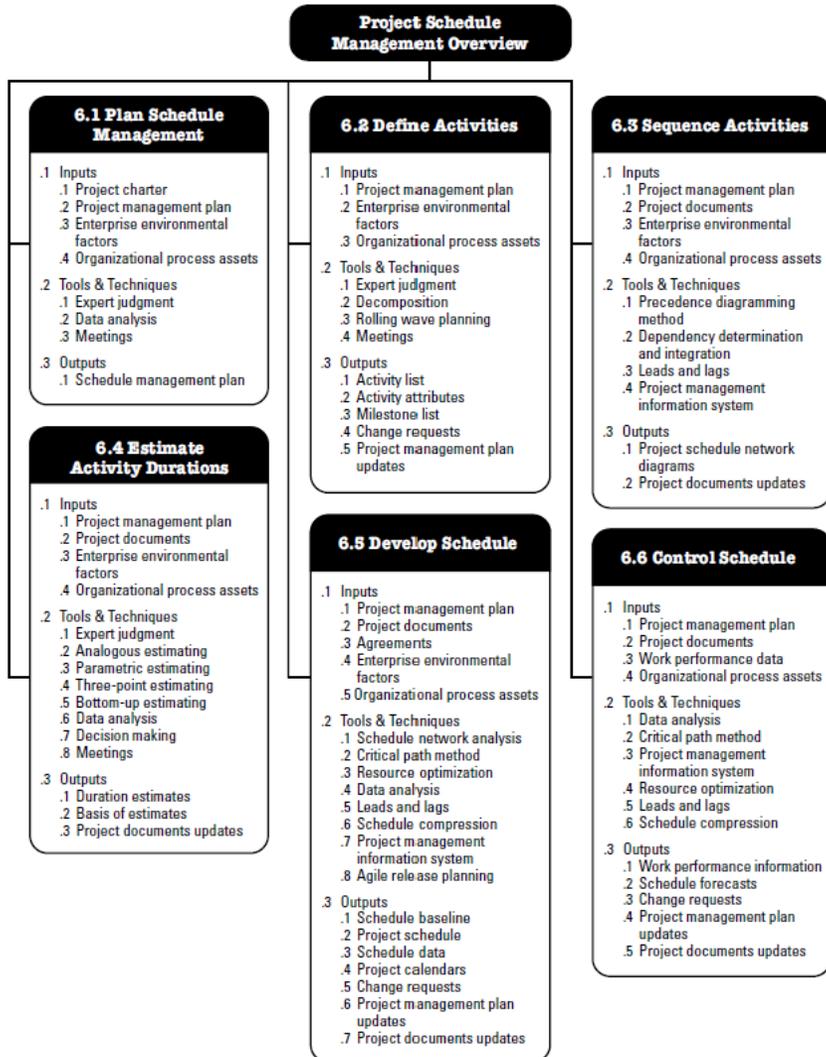
A document that includes at least a description of the project, including its overall objectives and justification, detailed descriptions of all project deliverables, and the characteristics and requirements of products and services produced as part of the project.

Scope Validation

Formal acceptance of the completed project deliverables.



Schedule Management



Resource Management Plan



1. Resource capacity and allocation

Resource allocation helps get the most from available resources. Based on team members' skills and capacity, resource allocation is the process of tackling projects using the resources we have at our disposal in the most efficient manner possible.

We need to get a clear view of allocation; These can give anywhere from a high-level view to a detailed rundown of resource availability — helping avoid schedule delays and going over budget. The better the reporting capabilities at our disposal, the more transparency and efficiency we will have in your projects.



Resource Management Plan



2. Resource leveling

Resource leveling is used when limits on the availability of resources are paramount.

This technique aims to discover underused or inefficiently used resources within the organization and work them to our advantage. An example of resource leveling is having a resource with experience in application design help the design team by taking on small content tasks that require design work. Cross training and balancing workloads.

Critical chain method: Advanced critical path method that schedules projects more realistically

Fast-tracking: Changes the sequence of previously chronological activities by putting them in parallel in the project schedule.



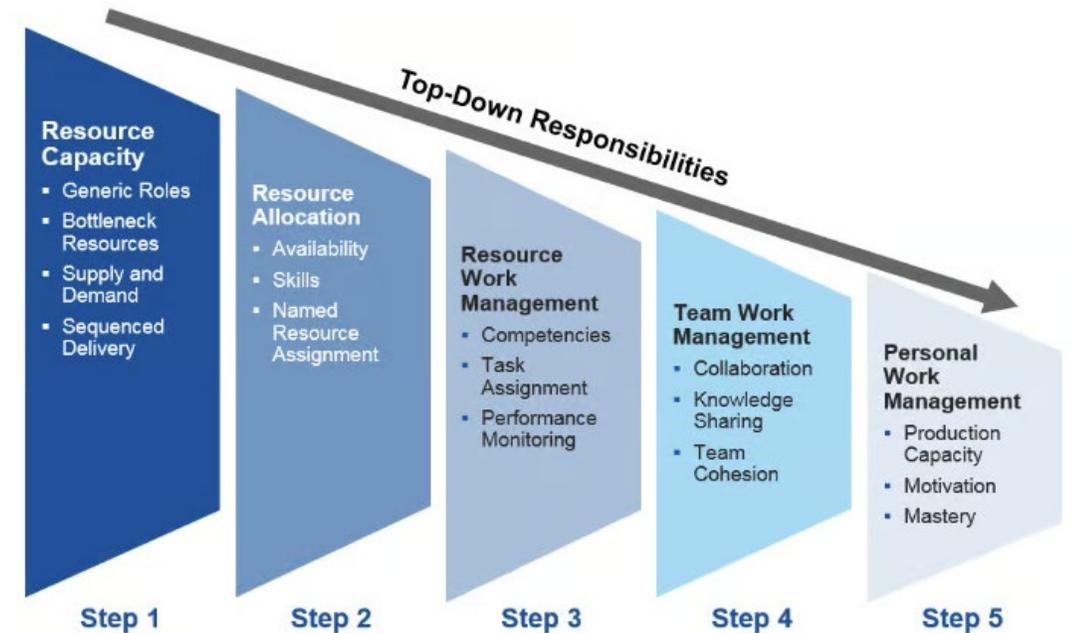
Resource Management Plan



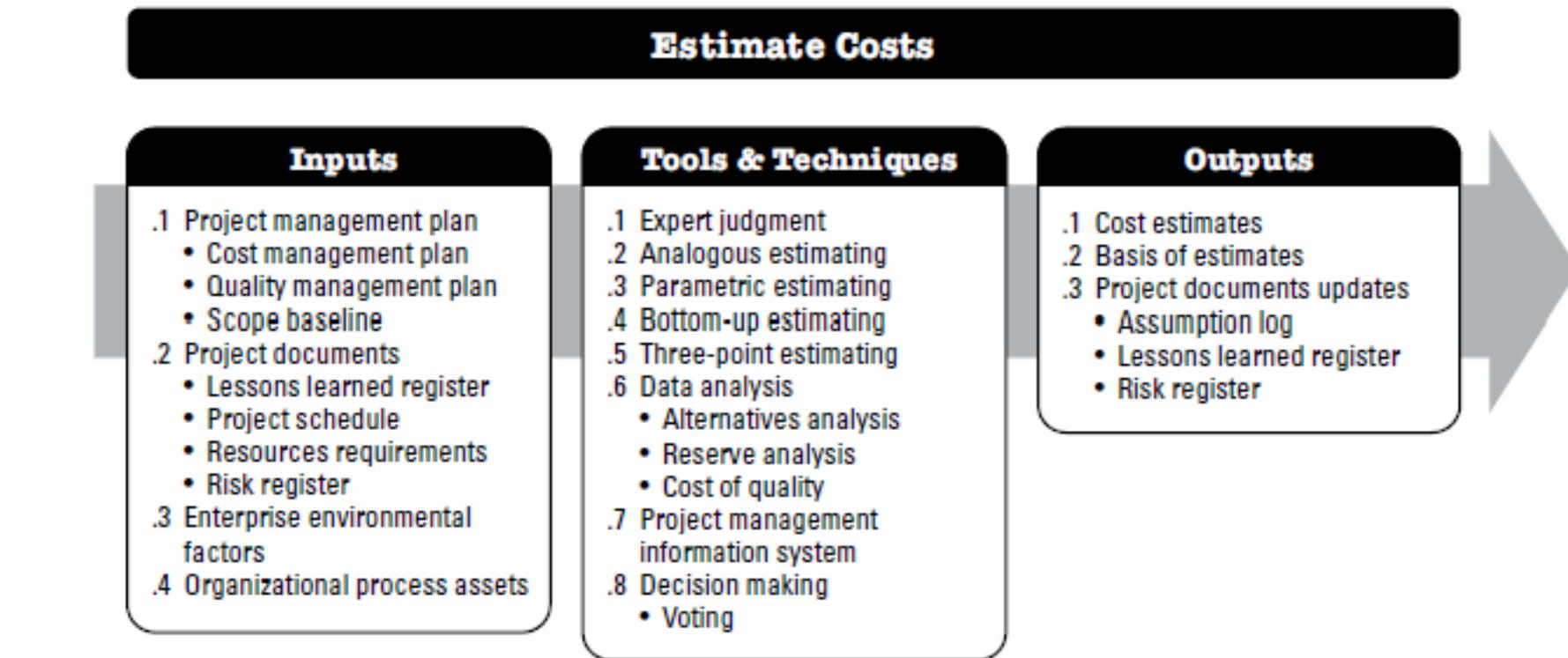
3. Resource forecasting

A resource management forecast is critical to optimizing people, materials, and budget efficiency. During the planning stages of a project, we should consider the project's scope, possible constraints, unforeseen costs, and potential risks.

To make these predictions, TGE & DV project managers must collaborate. Familiarity with the project lifecycle and objectives, have an overview of available resources within the organization provides this level of visibility, as well as easy access to our projects and resources, all in one place.



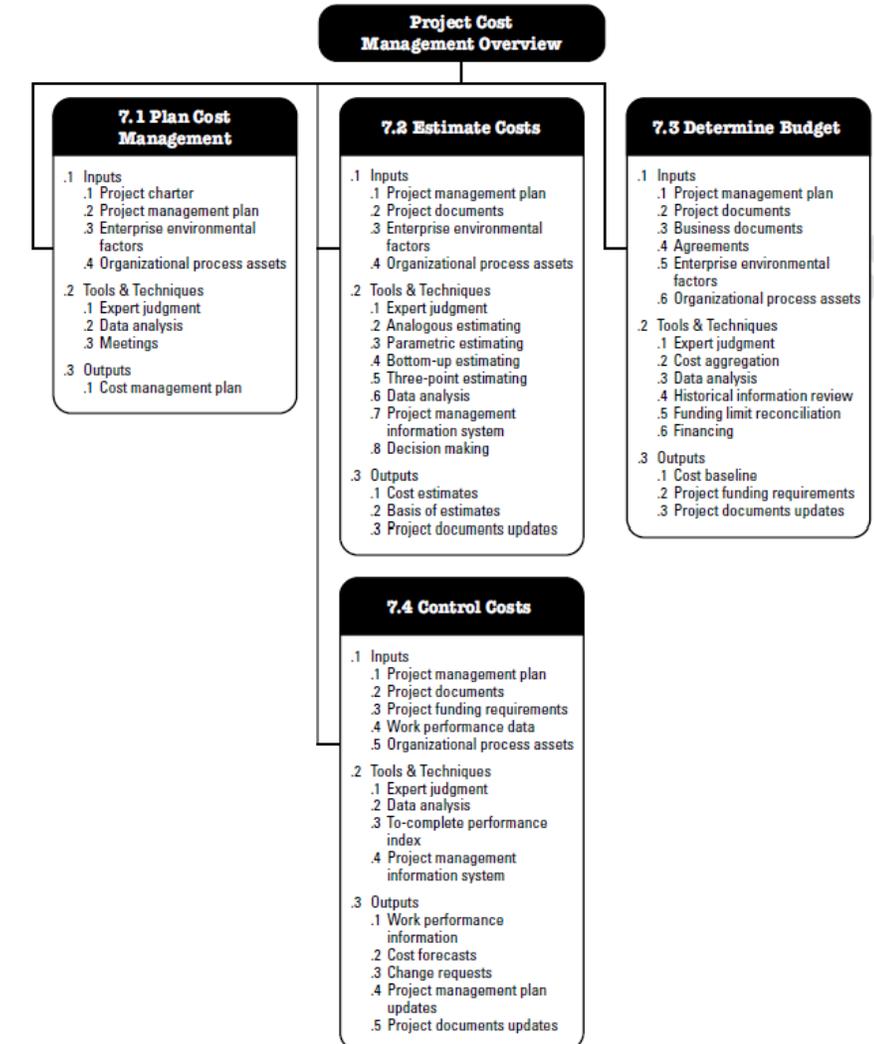
Project Cost Management



Project Cost Management



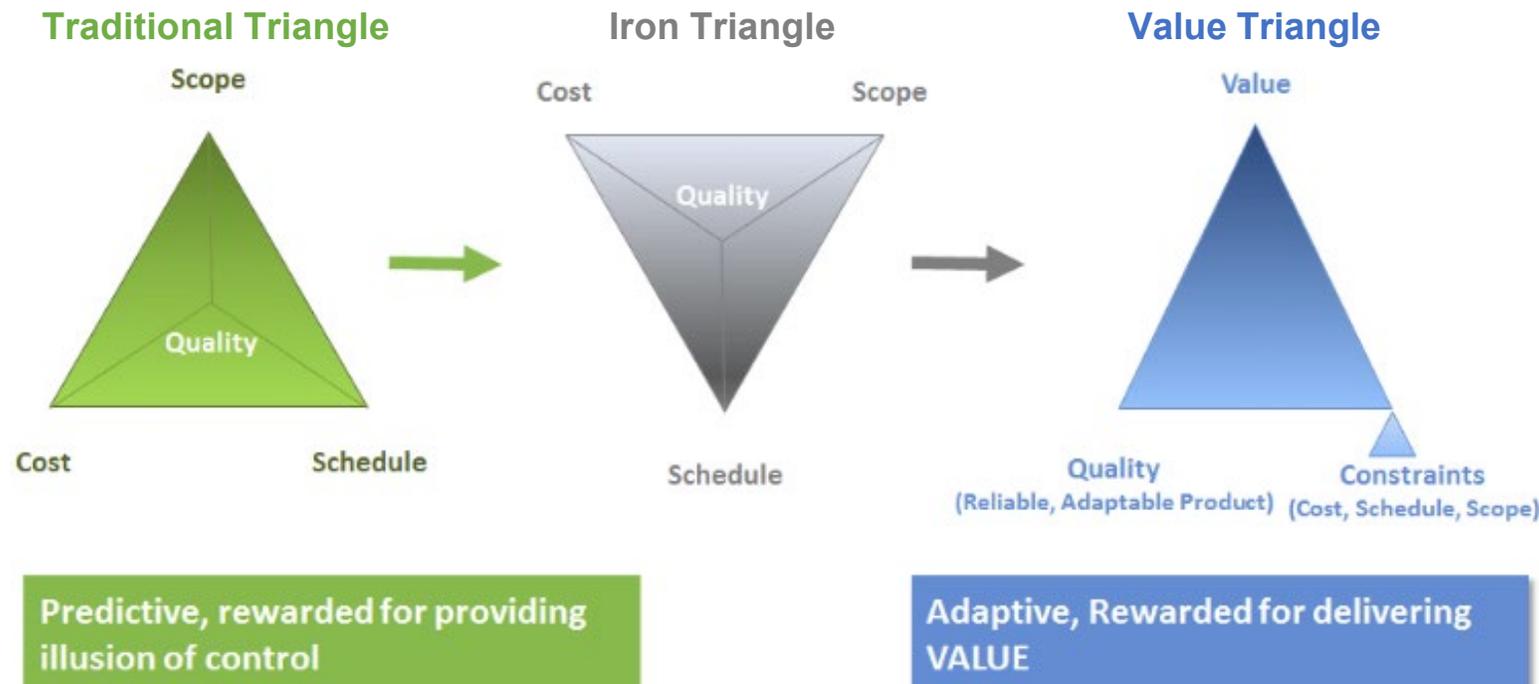
- **Lessons learned register.** Lessons learned earlier in the project with regard to developing cost estimates can be applied to later phases in the project to improve the accuracy and precision of the cost estimates.
- **Project schedule.** The schedule includes the type, quantity, and amount of time that team and physical resources will be active on the project. The duration estimates will affect cost estimates when resources are charged per unit of time and when there are seasonal fluctuations in costs.
- **Resource requirements.** Resource requirements identify the types and quantities of resources required for each work package or activity.
- **Risk register.** The risk register contains details of individual project risks that have been identified and prioritized, and for which risk responses are required. The risk register provides detailed information that can be used to estimate costs.



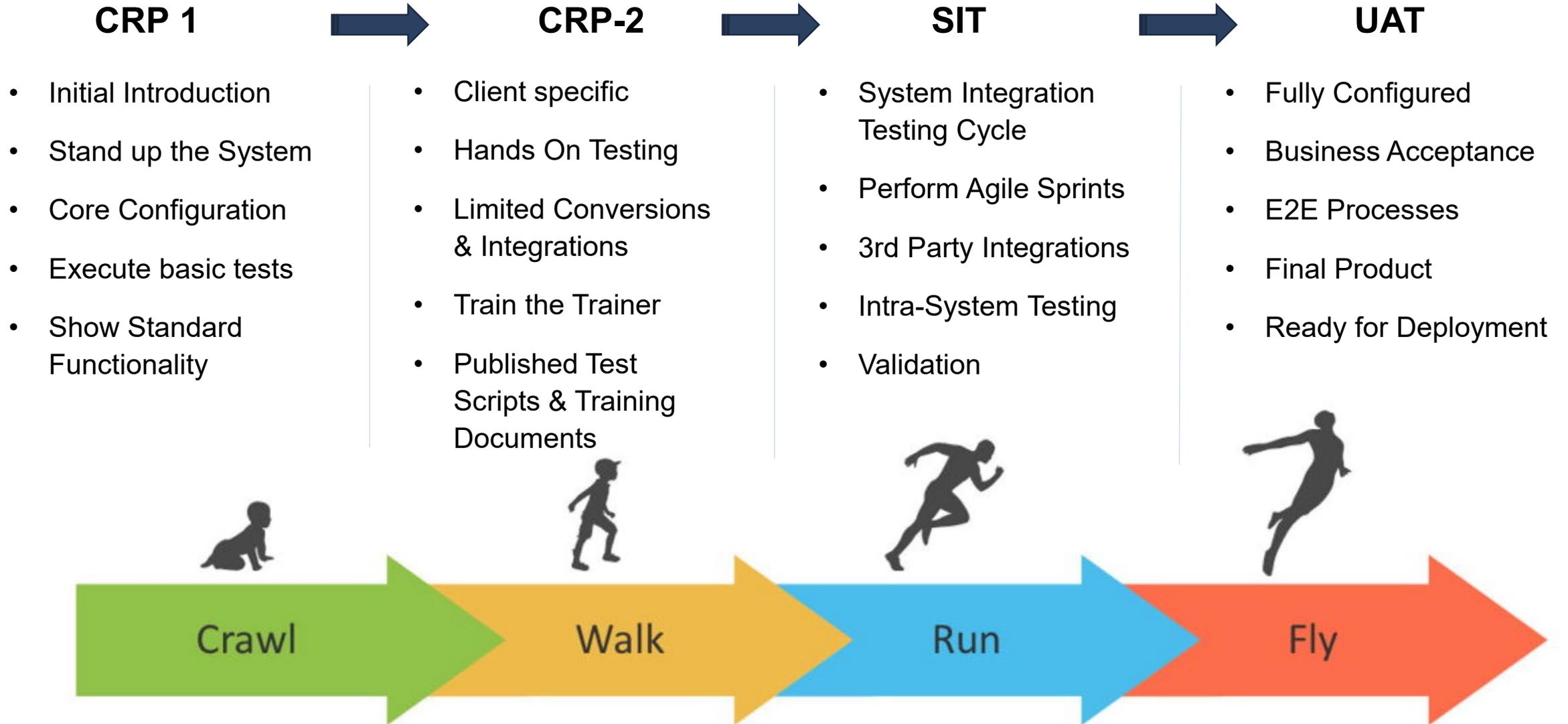
Measuring Performance through Value



- The **Value** triangle measures value to customer, quality required to deliver a continuous flow of value.
- Constraints; **scope schedule and cost** are still important but not the project's goal, **value is the goal**.
- The value goal at the top of the triangle is to build a **releasable product**. The quality goal is to build a reliable adaptable product, the constraint goal is to achieve **value and quality goals** within an acceptable constraint. Constraints may be adjusted as the project moves forward to increase customer value.



Quality Control: Iterative Testing Strategy – Application Rollout



Use CASE Star Process



Structure

Behavior

Situation



A capital-intensive organization, in manufacturing, oil and gas, or utilities involve substantial investments in physical assets like machinery, plants, infrastructure, and technology require a project accumulation financial system.

Task



Establish a framework for capital expenditure requests, approvals, managing budgets and forecasting for large scale CWIP accumulation of actual project costs.

Approach



The approach integrates Oracle Project Financials, Fixed Assets, General ledger with EPM's planning and budgeting application to create a cohesive seamless ecosystem.

Results



Informed decision making, predictive analysis, efficiency gains, adaptative budgeting, variance analysis, transparency, strategic alignment, resource optimization, cost savings, on time assets placed in service and greater return on capital.

Analyze → Design → Configure → Validate → Transition → Realization

Process Flow Summary



Goal: To establish a framework for capital expenditure requests, approvals, budget management, and forecasting within the Oracle Cloud Project Portfolio Management (PPM) & Enterprise Performance Management (EPM) suite integrated with Planning and Budgeting Cloud Service (PBCS) for large-scale Construction Work in Progress (CWIP) accumulation of actual project costs, the approach should encompass several key elements.

Assumptions:

- First, the process begins by defining clear protocols for capital expenditure requests, ensuring that each request is documented with detailed project plans, expected outcomes, justification, and cost estimates.
- Deliver CAP EX stakeholders decision making information.
- These requests can be standardized and routed through an automated workflow for approvals, enhancing efficiency and transparency.
- Next, managing budgets within this framework involves leveraging PBCS to create and maintain dynamic budgets that reflect the latest project data

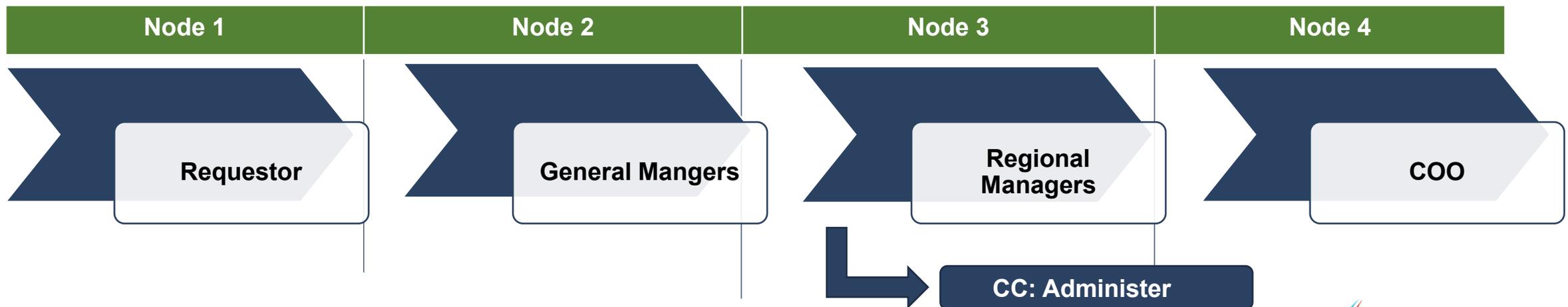
Success Scenario:

- Furthermore, the use of predictive analytics within EPM supports robust forecasting, enabling the anticipation of future financial needs and potential variances. Regular forecasting updates, based on actual cost accumulation and project progress, ensure that financial plans remain accurate and relevant.
- Additionally, the framework should incorporate comprehensive reporting and analytics capabilities.

Cap Ex Pre-Approval Process: Approval Matrix



- In our Oracle ERP system, we encountered challenges in implementing a preapproval process seamlessly. Despite efforts to integrate it within the system, complexities arose due to the unique nature of project preapprovals.
- Recognizing the importance of streamlining this process, we opted to transition it to the PBCS Capital Budget Planning System. This shift allows for a tailored approach, with preapproval workflows specific to each project.
- By leveraging PBCS, we can compile project justifications and funding amounts, facilitating a more efficient approval process before initiating projects in Oracle PPM.
- This improvement ensures better alignment between project planning and budgeting, enhancing overall project management within our organization.



High Level Footprint



Identify Sources of data needed for these Reports

- Map data flow
- SOP to process data

Report Types Needed

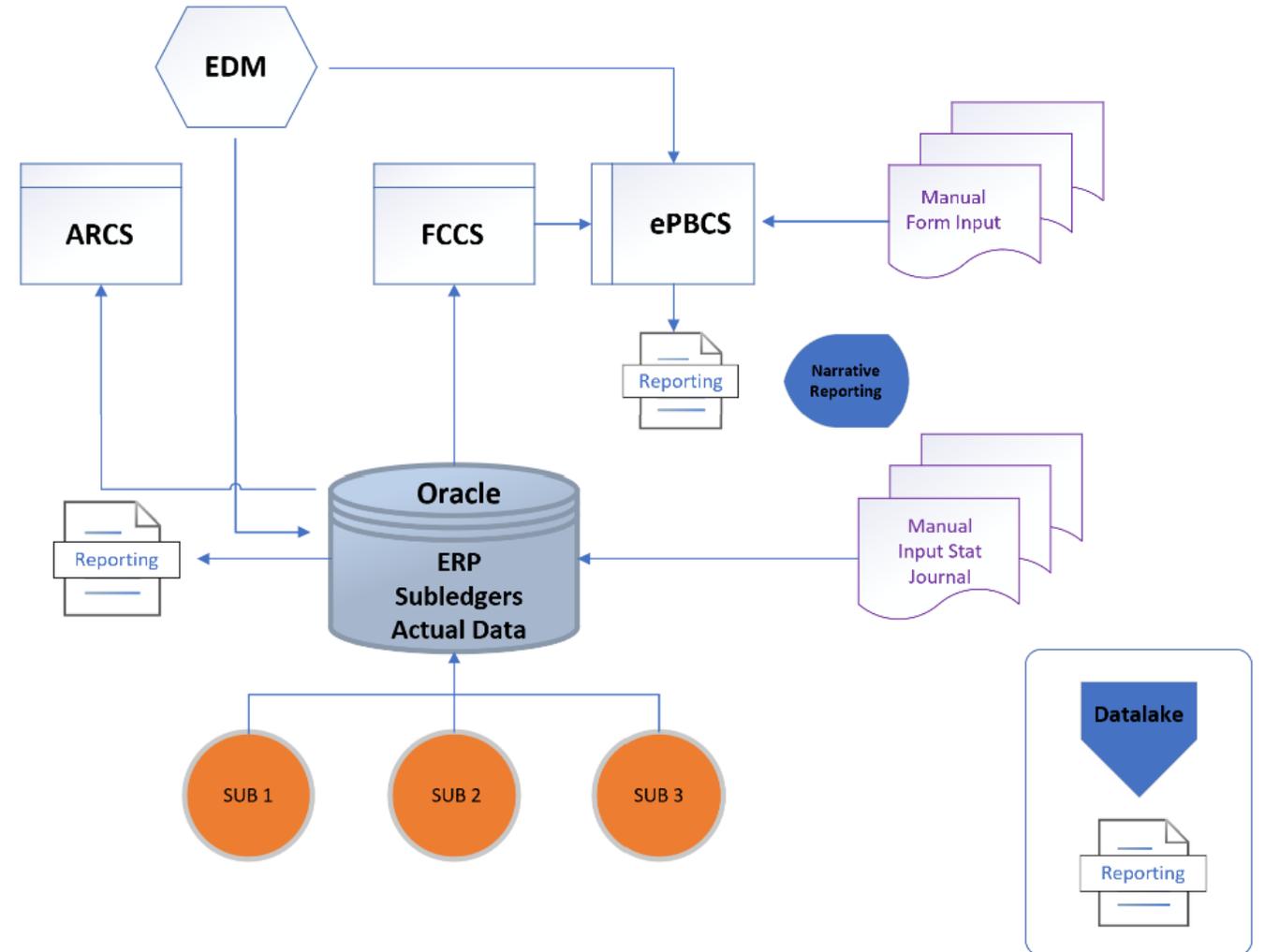
- Strategic Reporting
- Tactical Reporting
- Operational Reporting

There are 5 Main Reporting Source Options

- Oracle ERP
- ePBCS
- FCCS
- DataLake
- Narrative Reporting

Identified Data Needed for these reports.

- ERP: Actual Data
- 3RD Party Data
- Metrics not in Oracle



Assumptions



- **Oracle ERP System as the Baseline:** The project will work within the confines of the current Oracle ecosystem for the enhancements and optimization of the Capital Expenditure Requests (CER) processing system. Starting with the standard approval process using inputs and attachments for justification and review.
- **Accuracy and Efficiency in Financial Project Cost Capture:** It's assumed that a key goal of the project is to enhance the accuracy and efficiency of capturing financial project costs, including improvements to approval routing, procurement processes, and the accumulation and capitalization processes.
- **Phase 1 Exclusion of Oracle PPM Cloud:** It's assumed that the implementation of Oracle Project Portfolio Management (PPM) Cloud is not part of Phase 1. This exclusion is strategic, to prioritize immediate improvements within the current Oracle standard application framework. This is a foundational phase providing a framework for subsequent phases, including potential integration with Oracle PPM Cloud and other project execution tools. (Aconex) This foundation is critical for achieving a scalable and flexible CER processing system.
- **Phase 2 Inclusion of Oracle PPM & Expansion of EPM Cloud Applications:** It's assumed that the integration of Oracle Project Portfolio Management (PPM) Cloud and the expansion of EPM Planning & Budgeting is part of Phase 2. This inclusion is strategic, to prioritize immediate improvements within the current Oracle standard application framework.

Assumptions

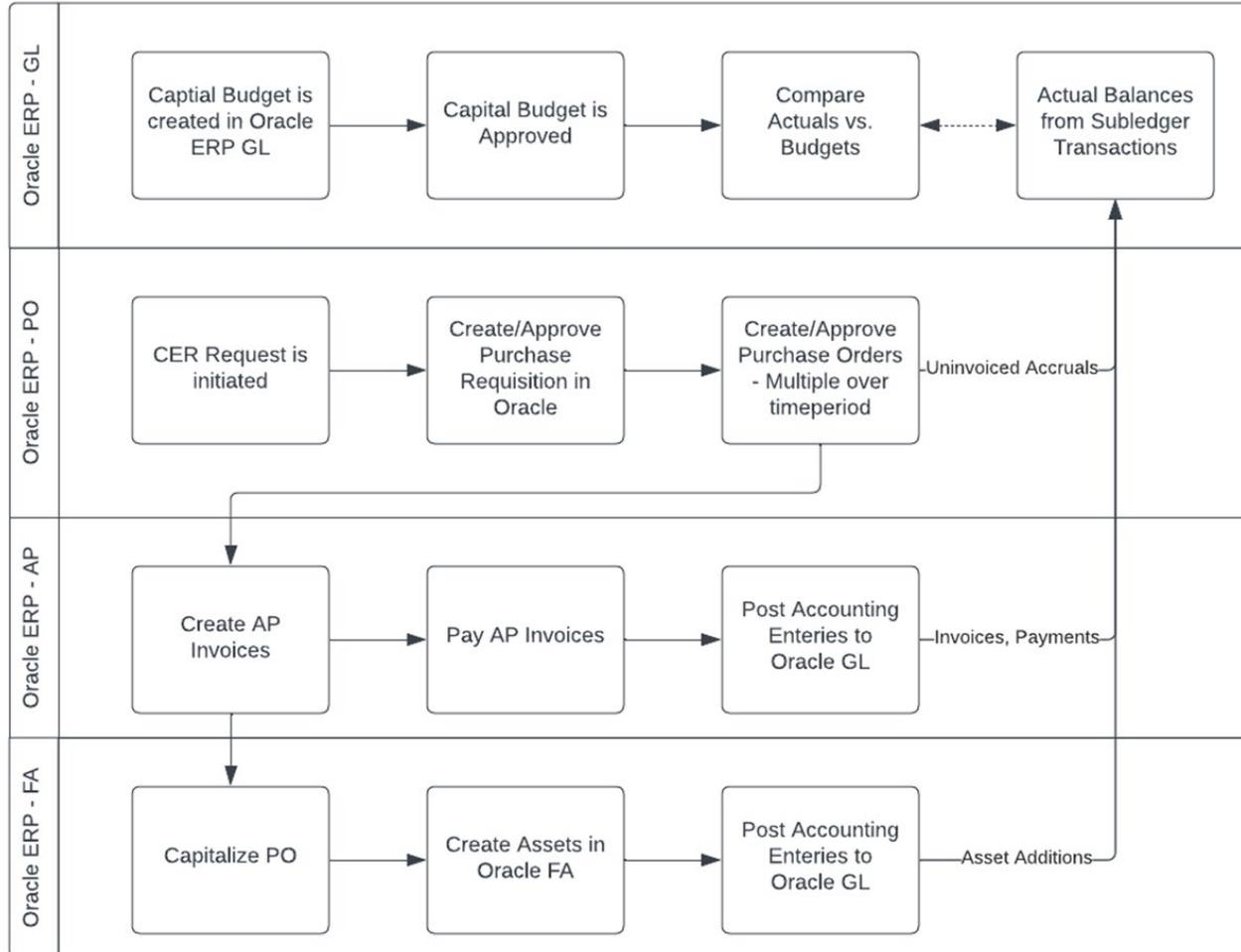


- **Comprehensive Business Process Reengineering (BPR):** The project assumes a readiness to undertake significant BPR efforts alongside system enhancements. Having an appreciation for the system based on Ed Deming's profound knowledge.
- **Change Management Acceptance:** There is an underlying assumption that the project includes a structured change management process. User acceptance and adoption of the revised CER processing system includes training, communication, and support structures.
- **Capital Expenditure Lifecycle:** The project scope assumes the improvements of the entire CER lifecycle—from initiation and approval in Oracle EPM:PBCS, to ERP: PPM, FA, & GL, through purchase requisition, orders, invoice payment and capitalization in Oracle Fixed Assets.
- **Budget and Forecasting:** The long-term solution assumes that the PPM budgeting & forecasting processes includes reporting that compares the actual ERP balances, from ledger, and/or subledgers, (+Aconex) to the synchronized PBCS capital budget by project & task.

Capital Budgeting without PPM & EPM



Work Around Interim Process – Not recommended Long Term Solution

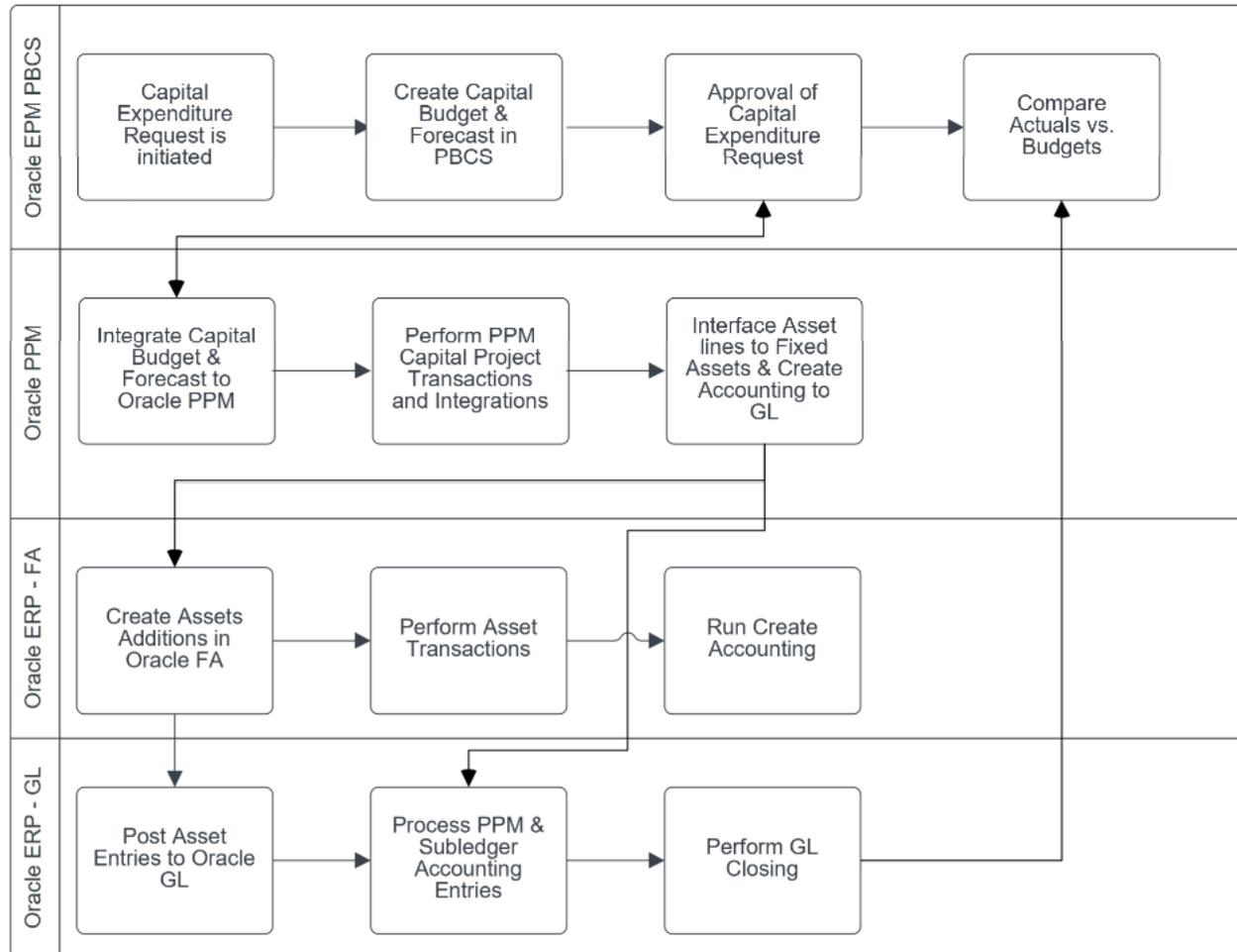


- Capital Expenditure Budget is created and approved in Oracle ERP GL.
- CER Request is initiated, and Purchase Requisition is created and approved
- Purchase Orders are created for these Purchase Req
 - multiple PO over-time with multiple suppliers
 - attach supporting justifications
- AP invoices are created for PO and paid to the vendors
- AP/PO transactions are capitalized, and Asset is created in Oracle Fixed Assets
- Accounting entries for actuals are posted to Oracle GL and compared with Budget

Capital Budgeting with PPM & EPM



Recommended Long Term Solution: Fully integrated ERP with EPM.



Alternate data path is PPM (FA) to EPM

- Capital Expenditure Request (CER) Budget and Forecasts are created and approved in EPM PBCS.
- CER Request is approved in EPM and synced with PPM Budget and Forecast in Oracle ERP.
- PPM operating transactions are imported and processed with internal modules, PO, AP, Exp, OTL, INV, PA, etc. and external sources.
- Interface Assets lines to Fixed Assets and push Create Accounting to the General Ledger.
- Create Asset Additions and Perform Asset Transactions then run Create Accounting to GL.
- Post all FA & PPM entries in General Ledger.
- Accounting entries for actuals are posted to Oracle GL sent to EPM PBCS to compared with Budget



EPBCS allows administrators to define and manage security based on three access types:

- **Role based** - defines the depth of a user's system access to each application in the EPM environment based on functional job responsibility, pre-configured system tasks, and separation of duties (e.g., report runner, Planning user, etc.)
- **Business specific (Dimension)** - defines the breadth of a user's information access within each application in the EPM environment (e.g., data load locations, account, Project ID , Expenditure Types, etc.)
- **Application object** - defines the customization of a user's views and objects within each application in the EPM environment (e.g., financial reports or data forms)

Security & Licenses



Security and access rights enable the administrators to maintain control over access to the applications and application elements. Users will each have an approving manager who will complete the required documentation and submit access requests based on a user's role and level of security required. Security for EPBCS is based on roles granted by the Identity Domain Administrator or the Service Administrator. There are 4 roles available, with the functionality shown below. User Role will be assigned to most individuals.

Function	Viewer	User	Power User	Administrator
View data through forms	X	X	X	X
View data through Smart View, Reports	X	X	X	X
Enter data in forms		X	X	X
Load data through Data Management			X	X
Drill through to source data	X	X	X	X
Create and maintain forms			X	X
Create smart view worksheets		X	X	X
Perform all functional activities except create and assign user roles				X
Dimension management				X
Member formula management				X

Leverage Comprehensive Business Process Reengineering (BPR) to alter the internal SOP to reduce licensing costs.

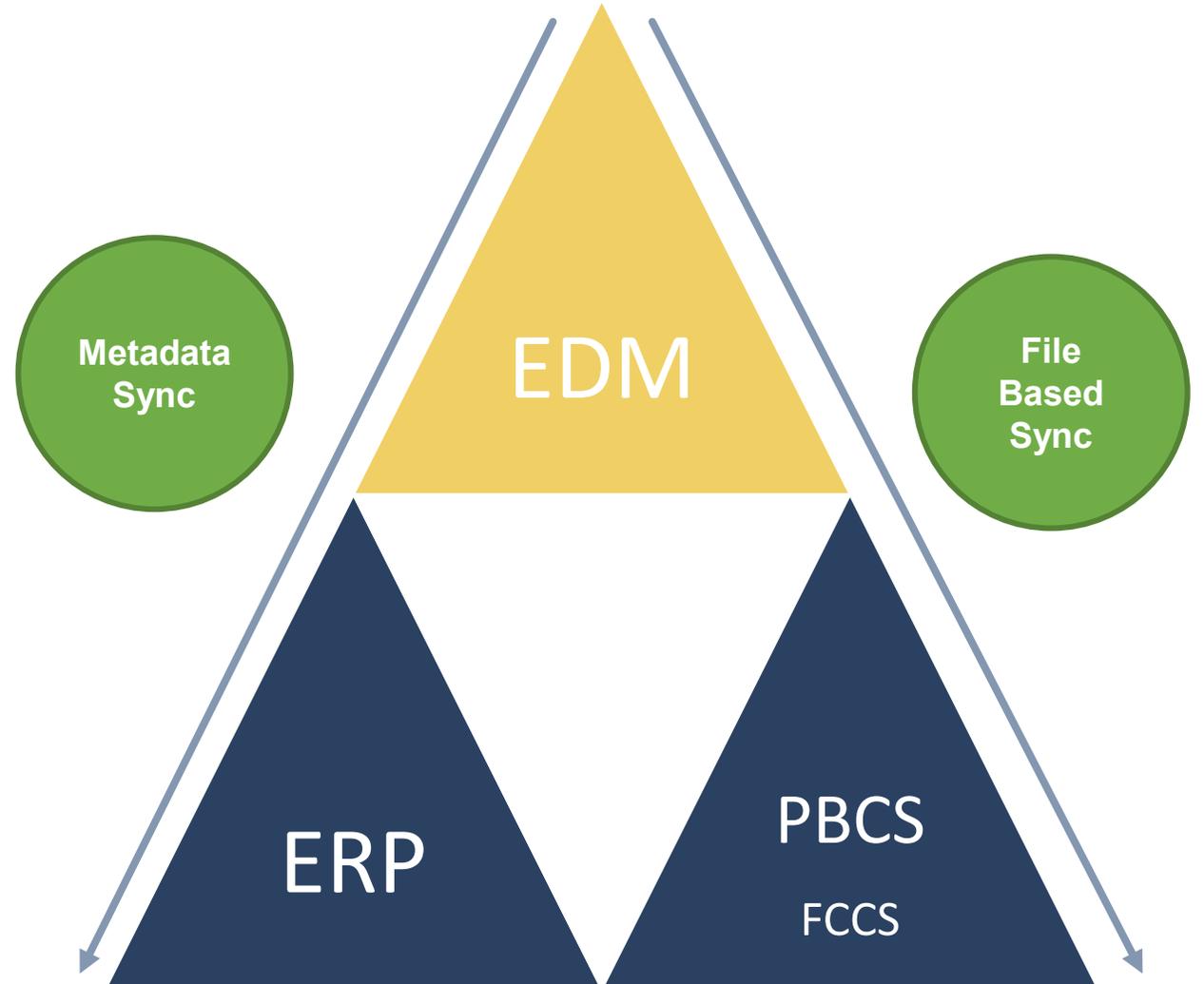
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Audit Control

EDM Model

- Centralized Account Control
- Automated feature with ERP
- PBCS one time entity expansions
- Automate PBCS (EPM) process
- Prerequisite for new subsidiaries
- Fixed Asset Categories and KFF's

Centralized Account Control





Q&A

info@datavail.com

 **ASCEND**
2024



Thank You For Attending!

Please complete the session
survey in the conference app.