ORACLE

Harnessing Technology to Enable Critical Finance Processes

Enhancing EPM Applications for Management Reporting / Planning

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Safe harbor slide

The following 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.

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Platinum Partner
Cloud Elite

With you today…..

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Program agenda

1. Supporting broader FP&A
2. EPM Implementation Overview
3. Traditional Approach: Using data from financial close
4. Newer Approach: Using data from ERP
5. Q&A

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Supporting Broader FP&A

How does the modern finance organization deliver the recurring mantra of management – the never ending search for the *Single Version of the Truth*?

- Management reporting, KPIs and financial planning often are challenged with operational data sets that do not reconcile to externally reported financial statements
- Traditional EPM applications are built from the data sets that create the externally reported numbers e.g. General Ledger trial balance data
- Business Units often utilize their own data sets that are divergent from the corporate data sets and often explain their performance from their Point of View

We will discuss some of the options available to drive enhanced management reporting that can natively align with externally reported financial statements

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Poll question #1

What are your biggest challenges around FP&A processes?

A Heavily reliant on spreadsheets

B Disconnected process across lines of business such as HR, Sales, IT

C Lots of time spent on collecting and manipulating data and not enough time for analysis

D Time taken to produce budgets and forecasts makes it difficult to perform rolling forecasts

E Reporting and dashboarding across all of my planning data is a challenge

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C.H. Robinson company overview

- C.H. Robinson is a Fortune 500 provider of multimodal transportation services and third-party logistics.
- The company offers freight transportation, transportation management, brokerage and warehousing.
- It offers truckload, less than truckload, air freight, intermodal, and ocean transportation.

$16.6B

in 2018 Gross Revenues

15,000+

Employees Worldwide

124k

Active Customers Worldwide

76k

Active Carriers and Suppliers

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Why did C.H. Robinson embark on an Oracle cloud EPM implementation?

ERP Implementation	— Oracle Cloud Financials US and Canada Go-Live for is targeted for July 2018 — The “Rest of World” will be transitioned over time from Flexi to Oracle Cloud Financials
Consolidations	— Consolidations was performed using a combination of Access databases and Excel
Account Reconciliation	— Utilize Reconciliation Compliance functionality of BlackLine — Not utilizing the full extent of BlackLine’s functionality
Planning, Budgeting and Forecasting	— The various business units performed the Planning process using a variety of tools including a combination of vended applications (BUI) and Excel and forecasting was offline without comparative reporting
Tax	— Manual offline, Excel preparation of tax provisions

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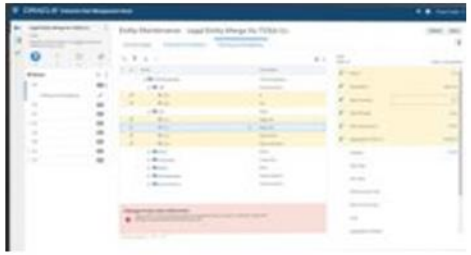
Implementation scope

Record to Report

Financial Consolidation Cloud Services (FCCS)

Account Reconciliation Cloud (ARCS)



Tax Reporting Cloud Service (TRCS)

Planning, Budgeting, Forecasting, and Mgmt Reporting

Enterprise Planning and Budgeting Cloud Services (EPBCS)
Management Reporting
Financial module
Strategic Finance module

Master Data Management (Data Model)

Enterprise Data Management Cloud Services (EDMCS)

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Poll question #2

Are you currently evaluating Enterprise Performance Management (EPM) Solutions?

A Yes, right now

B Not currently, but it's on our radar in the next 6-9 months

C No

D Not sure

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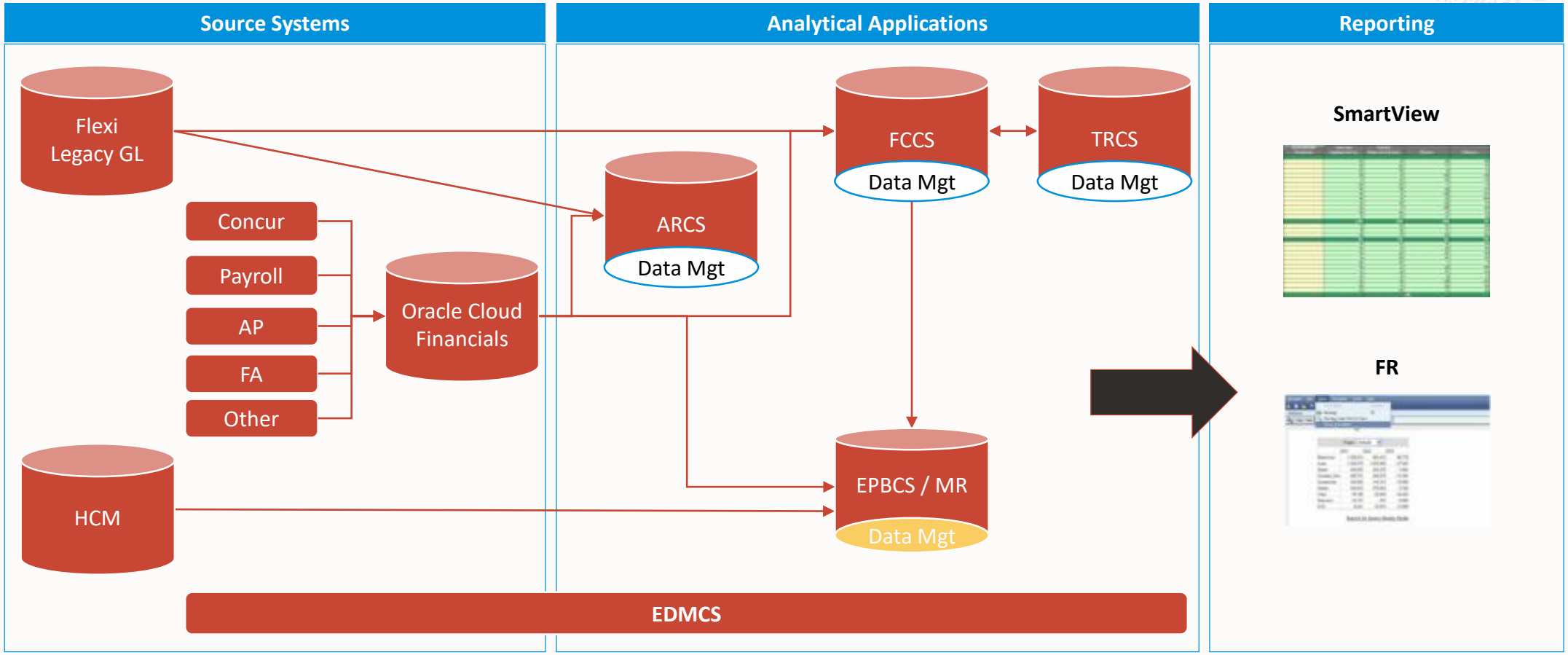
Traditional Approach: Using data from financial close

Representative C.H. Robinson Oracle EPM cloud architecture and data flow



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Poll question #3

What are your biggest challenges around your financial close process?

A Not able to view progress on tasks across the close process

B Direct integration with my ERP applications is a big challenge

C Reporting and dashboard is complex and not easy to do across all aspects of my financial close

D Do not have a single solution that helps manage and perform the complete close cycle, from ledger close to regulatory reporting

E Something else not listed here

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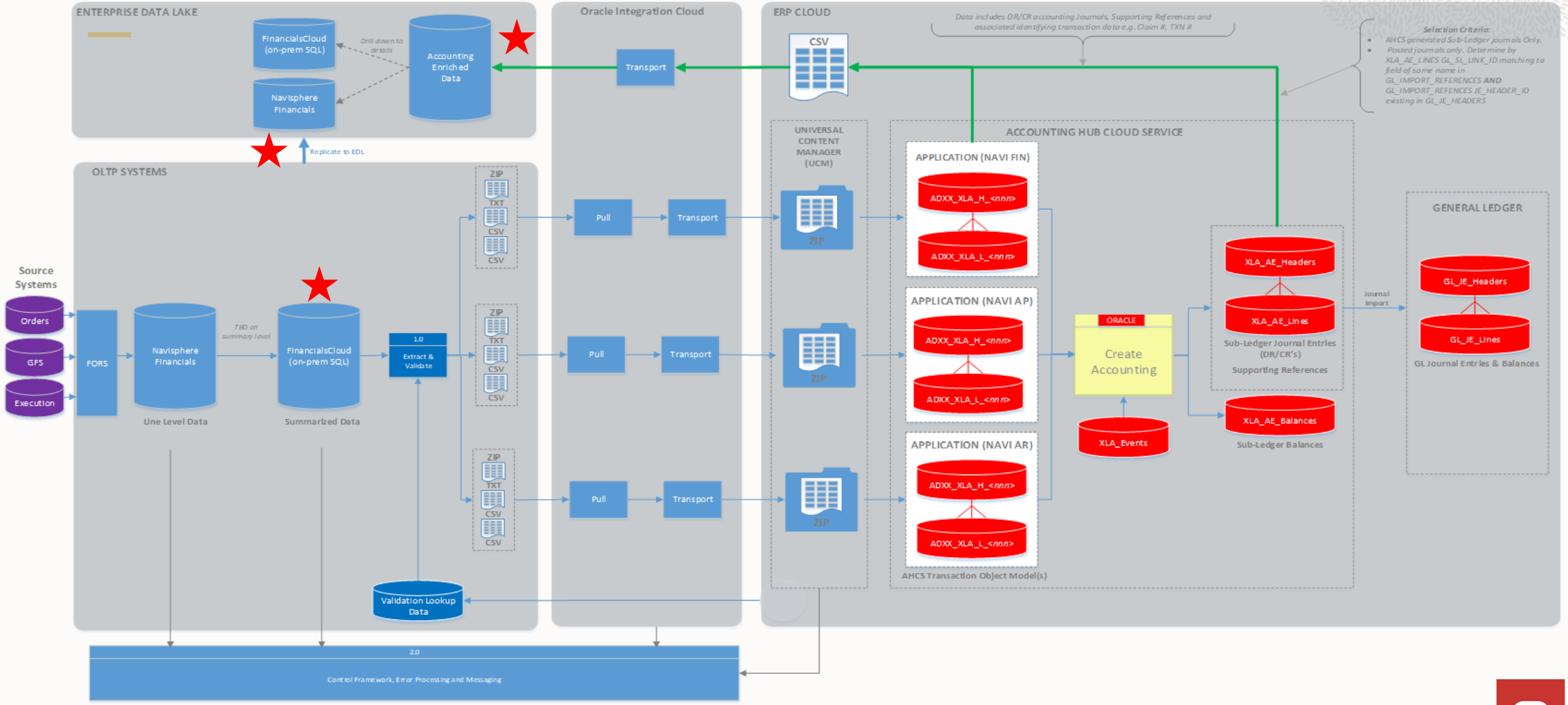
Newer Approach: Using data from ERP via Accounting Hub



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Poll question #4

What would you be looking for to improve your account reconciliation process?

A I can integrate directly to source systems for reconciliations

B I can automate as much of the process as possible

C I can perform detailed transaction matching

D I can create rules and tolerances to help automate the process based on my logic

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Learn more

Oracle.com/EPM

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